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BEFORE
THE PUBLIC UTILITIES COMMISSION OF OHIO

In the Matter of the Application of)
Interstate Gas Supply, Inc. for Certification) Case No. 02-1683-GA-CRS
as a Retail Natural Gas Supplier)

MOTION FOR PROTECTIVE ORDER AND MEMORANDUM IN SUPPORT OF IGS
ENERGY

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Matthew White (0082859)
Email: mswhite@igsenergy.com
Counsel of Record
Joseph Olikier (0086088)
Email: joliker@igsenergy.com
IGS Energy
6100 Emerald Parkway
Dublin, Ohio 43016
Telephone: (614) 659-5000
Facsimile: (614) 659-5073

Attorneys for IGS Energy

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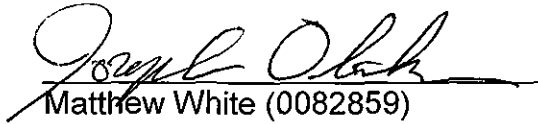
MOTION FOR PROTECTIVE ORDER

Pursuant to Ohio Administrative Code ("OAC") 4901-1-24(D), Interstate Gas Supply, Inc. ("IGS" or "IGS Energy") respectfully moves the Public Utilities Commission of Ohio ("Commission") for an order protecting from disclosure certain confidential, proprietary and trade secret documents filed concurrently with this motion in the above-captioned docket. The documents for which protective treatment is sought are Supplemental Exhibit C-5 Forecasted Financial Statements ("Supplemental Exhibit C-5") contained in IGS's 2014 Renewal Certification Application for a Certified Retail Natural Gas Supplier ("Renewal Application"), filed simultaneously with this Motion. The information in Supplemental Exhibit C-5 is competitively sensitive and proprietary business and financial information comprising of trade secrets and granting protective treatment to these documents is not inconsistent with the purposes of Title 49 of the Revised Code. In accordance with OAC 4901-1-24(D), Supplemental Exhibit C-5 has been clearly marked as confidential, and are filed under seal, separate from the remainder of the materials that comprise IGS's Renewal Application.

The grounds for this motion are set forth in the memorandum in support. Notably, the Commission has previously granted protective treatment to similar

information in connection with IGS's previous requests to renew its certification and extended protective treatment of such information.¹

Respectfully submitted,

A handwritten signature in black ink, appearing to read "Matthew White", is written over a horizontal line.

Matthew White (0082859)
Email: mswwhite@igsenergy.com
Counsel of Record
Joseph Olikar (0086088)
Email: joliker@igsenergy.com
IGS Energy
6100 Emerald Parkway
Dublin, Ohio 43016
Telephone: (614) 659-5000
Facsimile: (614) 659-5073

Attorneys for IGS Energy

¹ See *In the Matter of the Application of Interstate Gas Supply, Inc. for Certification as a Retail Natural Gas Supplier*, Case No. 02-1683-GA-CRS, Entry granting protective treatment (Aug. 11, 2004); Entry granting protective treatment (July 14, 2006); Entry granting protective treatment (June 13, 2007); Entry granting protective treatment (July 28, 2008); Entry granting protective treatment (October 1, 2009); Entry granting and extending protective treatment (Dec. 15, 2010); Entry granting protective treatment (September 6, 2012).

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MEMORANDUM IN SUPPORT

The Commission's rules allow for protective treatment of certain confidential information filed at the Commission in order to prevent disclosure of such information.

OAC 4901-1-24(D) states in part:

"(D) Upon motion of any party or person with regard to the filing of a document with the commission's docketing division relative to a case before the commission, the commission, the legal director, the deputy legal director, or an attorney examiner may issue any order which is necessary to protect the confidentiality of information contained in the document, to the extent that state or federal law prohibits release of the information, including where the information is deemed by the commission, the legal director, the deputy legal director, or the attorney examiner to constitute a trade secret under Ohio law, and where nondisclosure of the information is not inconsistent with the purposes of Title 49 of the Revised Code. Any order issued under this paragraph shall minimize the amount of information protected from public disclosure."

Ohio law recognizes the need to provide protective treatment to information such as Supplemental Exhibit C-5. Ohio Revised Code ("R.C") 4929.23(A) specifically permits the Commission to grant protective treatment to confidential information provided by a certificated natural gas supplier. Further, under R.C. 1333.61(D), "Trade secret" means:

[I]nformation, including the whole or any portion or phase of any scientific or technical information, design, process, procedure, formula, pattern, compilation, program, device, method, technique, or improvement, or any

business information or plans, financial information, or listing of names, addresses, or telephone numbers, that satisfies both of the following:

- (1) It derives independent economic value, actual or potential, from not being generally known to, and not being readily ascertainable by proper means by, other persons who can obtain economic value from its disclosure or use.
- (2) It is the subject of efforts that are reasonable under the circumstances to maintain its secrecy.

Supplemental Exhibit C-5 consists of forecasted financial statements that are proprietary, confidential and that constitute trade secrets. Public disclosure of this information would jeopardize IGS's business position in negotiations with other parties and its ability to compete. By examining Supplemental Exhibit C-5, competitors could reasonably estimate IGS's growth rates, market share and margins. Competitors could use Supplemental Exhibit C-5 to make strategic decisions whether to enter or exit the markets in the geographic regions in which IGS operates. Therefore, Supplemental Exhibit C-5 derives independent economic value from not being generally known to, and not being readily ascertainable by proper means by other persons. Public disclosure of Supplemental Exhibit C-5 will cause substantial harm to IGS's business and competitive interests.

The information contained in Supplemental Exhibit C-5 described in this motion is not generally known by the public and is held in confidence in the normal course of business. The information sought to be protected is disclosed to only a few key personnel at IGS. Also, IGS only makes the information in Supplemental Exhibit C-5 available to parties outside of IGS for business purposes and under the protection of a confidentiality agreement.

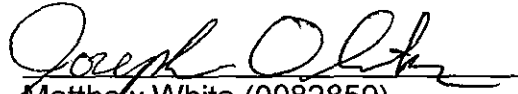
IGS is a privately-held company, and therefore, would be especially vulnerable if protective treatment were not granted. Indeed, the Commission has previously found the need for protective treatment to be especially "persuasive for the privately held companies."²

Lastly, granting confidential treatment to the information will not impair the purposes of Ohio Revised Code Title 49, because the documents filed under seal will allow the Commission and Staff have full access to the information. IGS has filed a public version of its 2014 Renewal Application that contains a great deal of public, non-proprietary information about IGS.

The reasons set forth above demonstrate that the information contained in the Supplemental Exhibit C-5 has actual, substantial independent economic value from not being generally known, and not being ascertainable by proper means by persons who would derive economic value from disclosure. Public disclosure of Supplemental Exhibit C-5 will cause substantial harm to IGS's business and competitive interests. Thus, IGS respectfully urges the Commission to grant an order to protect the confidentiality of Supplemental Exhibit C-5 filed herein under seal.

² See *In the Matter of the Applications of the Following Entities for a Certificate to Provide Competitive Retail Natural Gas Service in Ohio: NICOR Energy L.L.C, Vectren Retail LLC, d.b.a. Vectren Source, Shell Energy Services Co. L.L.C, Volunteer Energy Services Inc., ACN Energy Inc., Energy America LLC, FirstEnergy Solutions Corp., AEP Ohio Retail Energy LLC, Energy Cooperative of Ohio, MidAmerican Energy Company, ProLiance Energy LLC, Metromedia Energy Inc., and UGI Energy Services Inc., d.b.a. GASMARK*, Case Nos. 02-1654-GACRS, 02-1668-GA-CRS, 02-1680-GA-CRS, 02-1786-GA-CRS, 02-1828-GA-CRS, 02-1829-GA-CRS, 02-1864- GA-CRS, 02-1889-GA-CRS, 02-1891-GA-CRS, 02-1893-GA-CRS, 02-1909-GA-CRS, 02-1926-GA-CRS, 02- 1968-GA-CRS, Entry, (June 14, 2003); See *Id.*, at para. 3, p. 2. See also *In the Matter of the Applications of Vectren Retail, LLC, d/b/a Vectren Source, Interstate Gas Supply, Inc., Shell Energy Services Co., L.L.C, and FirstEnergy Solutions Corp. for Certification as Retail Natural Gas Suppliers in the State of Ohio; In the Matter of the Application of Direct Energy Services, LLC for Renewal of Certification as a Competitive Retail Natural Gas Supplier and for Approval to Transfer that Certification*, Case Nos. 02-1668-GA-CRS, 02-1683-GA-CRS, 02-1680-GA-CRS, 02-1864-GA-CRS, 02-1829-GA-CRS, Entry (Aug. 11, 2004).

Respectfully submitted,

A handwritten signature in black ink, appearing to read "Joseph Olik", written over a horizontal line.

Matthew White (0082859)

Email: mwhite@igsenergy.com

Counsel of Record

Joseph Olik (0086088)

Email: joliker@igsenergy.com

IGS Energy

6100 Emerald Parkway

Dublin, Ohio 43016

Telephone: (614) 659-5000

Facsimile: (614) 659-5073

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