

One Energy Place
Pensacola, Florida 32520

Tel 850.444.6000



January 14, 1998

Ms. Blanca S. Bayo, Director
Division of Records and Reporting
Florida Public Service Commission
2540 Shumard Oak Boulevard
Tallahassee FL 32399-0870

Dear Ms. Bayo:

RE: Earnings Surveillance Report, Supplemental 2 for November 1997
Docket No. 960789-EI

Enclosed are an original and fifteen copies of Gulf Power Company's Request for Confidential Classification.

Sincerely,

A handwritten signature in cursive script that reads "Linda G. Malone".

Linda G. Malone
Assistant Secretary and Assistant Treasurer

lw

cc: Beggs and Lane
Russell A. Badders
Florida Public Service Commission
John Slemkewicz
Gulf Power Company
Susan D. Cranmer
Office of Public Counsel
John Roger Howe, Esquire

CONFIDENTIAL
DN 00853-98
1/15/98

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FPSC-RECORDS/REPORTING

BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

IN RE: Gulf Power Company
Earnings Surveillance Report,
Supplemental 2 for November 1997

Docket No.: 960789
Date: January 14, 1998

REQUEST FOR CONFIDENTIAL CLASSIFICATION

GULF POWER COMPANY ["Gulf Power", "Gulf", or "the Company"], by and through its undersigned attorney and pursuant to Rule 25-22.006, Florida Administrative Code, hereby files a request that the Florida Public Service Commission enter an order protecting from public disclosure Gulf Power Company's Earnings Surveillance Report titled Supplemental Surveillance Report Information, Commercial/Industrial Service Rider, for November 1997, hereafter Supplemental 2, hereafter Supplemental 2, submitted to the Florida Public Service Commission pursuant to Order No. PSC-96-1219-FOF-EI. As grounds for this request, the Gulf Power Company states:

1. Gulf Power Company submits to the Florida Public Service Commission Gulf Power Company's Earnings Surveillance Report, Supplemental 2 for November 1997 as required by Order No. PSC-96-1219-FOF-EI.
2. Gulf Power asserts that the information contained in Supplemental 2 is entitled to confidential classification pursuant to §366.093(3)(e), Florida Statutes, as information, the public disclosure of which would cause irreparable harm to the competitive interests of the Gulf Power and the entity with whom it has negotiated a CSA contract under the CIS rider approved in Order No. PSC-96-1219-FOF-EI. Supplemental 2 contains proprietary and commercially sensitive information that is not otherwise publicly available.

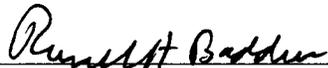
3. The Public disclosure of the information contained in Supplemental 2 would cause irreparable harm to Gulf Power Company and the entity with whom it has entered a CSA contract. Supplemental 2 contains proprietary confidential business information regarding contractual terms and pricing. Public disclosure of this information would impair the ability of Gulf Power Company to negotiate terms and conditions in future CSAs that are the most favorable to Gulf and its general body of customers. Moreover, the public disclosure of this information may prevent Gulf from successfully negotiating CSAs with customers. The information is regarded as sensitive and confidential by the CIS rider customer because its public disclosure would impact the customers' ability to compete in their native markets. In the event such information is made public, future potential CIS rider customers may avoid the risk of public disclosure of their confidential information by refusing to negotiate with Gulf Power. This may lead to uneconomic bypass of Gulf's facilities. Thus, the Company requests that this information be granted confidential classification pursuant to Section 366.093(3)(e), Florida Statutes.

4. Submitted as Exhibit "A" is a copy of Supplemental 2, on which is highlighted the information for which confidential classification is requested. Exhibit "A" should be treated as confidential pending a ruling on this request. Attached as Exhibit "B" are two (2) edited copies of Supplemental 2, which may be made available for public review and inspection. Attached as Exhibit "C" to this request is a line-by-line justification for the request for confidential classification.

5. The material for which confidential classification is requested is intended to be, and is treated as, confidential by Gulf Power Company and the entity with whom it has entered a CSA contract and has not been otherwise publicly disclosed.

WHEREFORE, Gulf Power Company respectfully requests that the Commission enter an order protecting the information highlighted on Exhibit "A" from public disclosure as proprietary confidential business information.

Respectfully submitted this 14th day of January 1998,



JEFFREY A. STONE
Florida Bar No. 325953
RUSSELL A. BADDERS
Florida Bar No. 007455
Beggs & Lane
P. O. Box 12950
(700 Blount Building)
Pensacola, FL 32576-2950
(850) 432-2451
Attorneys for Gulf Power Company

BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

IN RE: Gulf Power Company
Earnings Surveillance Report,
Supplemental 2 for November 1997

Docket No.: 960789
Date: January 14, 1998

EXHIBIT "A"

REQUEST FOR CONFIDENTIAL CLASSIFICATION

The information provided herein should be maintained as proprietary confidential business information pursuant to Section 366.093 and Rule 25-22.006, F.A.C.

EXHIBIT "A"

Provided to the Division of Records and Reporting
under separate cover as confidential information

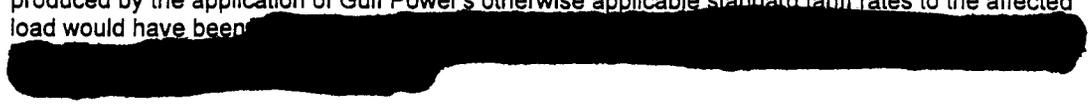
EXHIBIT "B"

GULF POWER COMPANY
SUPPLEMENTAL SURVEILLANCE REPORT INFORMATION
COMMERCIAL/INDUSTRIAL SERVICE RIDER
NOVEMBER 1997

-CONFIDENTIAL-

The information listed below is presented to comply with FPSC Order No. PSC-96-1219-FOF-EI and Page 2 of 2 of the Commercial/Industrial Service Rider Pilot Study Implementation Plan. This supplemental information is to be treated as confidential.

For all executed CSAs, it is estimated that the twelve months to date net revenues that would have been produced by the application of Gulf Power's otherwise applicable standard tariff rates to the affected load would have been



* This difference is offset by \$268,000 which is the amount received under the IIC contract for the benefit created by the interruptible provision of the agreement with the customer.

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GULF POWER COMPANY
SUPPLEMENTAL SURVEILLANCE REPORT INFORMATION
COMMERCIAL/INDUSTRIAL SERVICE RIDER
NOVEMBER 1997

-CONFIDENTIAL-

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EXHIBIT "C"

Line-by-Line Justification

Line(s)

Lines 21 - 22 and 33 - 34

Justification

This information is proprietary confidential business information regarding contractual terms and pricing. Public disclosure of this information would impair the ability of Gulf Power Company to negotiate terms and conditions in future CSAs that are the most favorable to Gulf and its general body of customers. The result of public disclosure of the pricing information would be price convergence in future CSAs. Moreover, the public disclosure of this information may prevent Gulf from successfully negotiating CSAs with customers. The information is regarded as sensitive and confidential by the CIS rider customer because its public disclosure would impact the customers' ability to compete in their native markets. In the event such information is made public, future potential CIS rider customers may avoid the risk of public disclosure of their confidential information by refusing to negotiate with Gulf Power. This may lead to uneconomic bypass of Gulf's facilities.