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GENERAL INFORMATION

24. Economic Revitalization Incentive Rider for S.C. 3 Large General Service, S. C. 5 Firm Transportation Service or S.C. 8 Transportation Service With Standby Sales Service (continued)

24.3.2 The customer must develop and present for Company approval a detailed revitalization plan which, if fully implemented, would return the facility to profitability within five years. The revitalization plan must include, but not be limited to, the following items:

- a. A summary of the customer*s current business position within the customer*s industry which assesses its strengths and weaknesses.
- b. A listing of the customer*s prime competitors, and assessment of their relative strengths and weaknesses.
- c. Details indicating the applicant*s management and ownership structure (s).
- d. An outline of reductions in business costs and increases in operating efficiencies. The outline may include, but not be limited to, the following items:
 - i) renegotiations with raw material, subcomponent and/or service suppliers;
 - ii) a plan developed jointly by labor and management that addresses the issues of unit product cost reductions and productivity;

Issued By: Darlene D. Kerr, Executive Vice President, Syracuse, New York