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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)

24.5.5 (continued)

- a. renegotiations with raw material suppliers and/or subcomponent suppliers;
- b. a plan developed jointly by labor and management that addresses the issues of unit product cost reductions and productivity;
- c. local and state concessions on taxes;
- d. discontinuance of non-profitable products and development of new products;
- e. cash flow improvements;
- f. restructuring of short and long term debt;
- g. capital savings through low cost loans;
- h. increased operating efficiencies through:
 - 1. improved "process" technologies,
 - 2. an employee retraining plan, and
 - 3. reduced energy usage
- i. an evaluation of increased and innovative marketing strategies that expand existing markets and develop new ones.

24.5.6 Financial data presented with the plan should include statements of income and cash flow as well as appropriate balance sheets and should be accompanied by all important assumptions and their supporting basis. The purpose of this data is to indicate how the cost reductions and improved operating efficiencies will impact the long-term profitability of the applicant by improving its competitive position.

24.5.7 The plan should include annual quantitative sales, market share, profit and service level goals.

24.5.8 The revitalization plan is to be updated annually.

Issued By: Albert J. Budney, Jr., President, Syracuse, New York