



PROVINCE OF BRITISH COLUMBIA

BRITISH COLUMBIA UTILITIES COMMISSION

IN THE MATTER OF the Utilities Commission
Act, S.B.C. 1980, c. 60, as amended

and

IN THE MATTER OF an Application by
Inland Natural Gas Co. Ltd.

BEFORE: M. Taylor,)
Chairman;)
D.B. Kilpatrick,) July 25, 1986
Commissioner; and)
N. Martin,)
Commissioner)

O R D E R

WHEREAS Inland Natural Gas Co. Ltd. ("Inland")
applied June 12, 1986 for Commission approval of amendments to
Gas Tariff Sheets No. 39.1 / 58 / 58.1; and

WHEREAS the proposed amendments were stated to
enable Inland to offer a promotional incentive over a 5-year
term to acquire new customers and enable existing customers to
upgrade their heating equipment for a small initial
investment; and

WHEREAS the promotional incentive is stated to be
self-funding, with minimum impact on existing customers and
the potential to generate additional residential customer
revenues; and

WHEREAS on July 2, 1986 Inland amended its
Application by submitting revised Gas Tariff Sheets No. 39.1 /
58 / 58.1 by extending the term from 5 years (60 months) to 10
years (120 months); and

BRITISH COLUMBIA
UTILITIES COMMISSION

ORDER

NUMBER G-45-86

2

WHEREAS on July 24, 1986 Inland further amended its Application by submitting revised Gas Tariff Sheets No. 39.1 / 58 / 58.1; and

WHEREAS Tariff Sheet No. 58, containing Option A, is applicable to any customer qualifying for service under Schedule 1 where the primary space heating equipment utilized on the customer's premises is purchased and installed with the assistance of a promotional incentive provided by Inland; and

WHEREAS Tariff Sheet No. 58.1 containing Option B, is applicable to any customer qualifying for service under Schedule 1 where the primary space heating equipment utilized on the customer's premises is purchased and installed without the assistance of a promotional incentive provided by Inland; and

WHEREAS the Commission has reviewed the Application, as amended, together with supporting material; and

WHEREAS the Commission has also considered two complaints with respect to Inland's merchandising activities which raise concerns that Inland may gain unfair advantage in merchandising natural gas appliances in competition with others.

NOW THEREFORE the Commission orders Inland Natural Gas Co. Ltd. as follows:

1. The following Gas Tariff Sheets are accepted for filing effective the date of this Order:

First Revision of Sheet No. 39.1
Twenty-eighth Revision of Sheet No. 58
Original Sheet No. 58.1

BRITISH COLUMBIA
UTILITIES COMMISSION

3

ORDER

NUMBER G-45-86

2. The Commission will request submissions regarding the scope of Inland's proposed activities in the merchandising of natural gas appliances, to be heard at the Revenue Requirements Hearing in September, 1986. Interested parties will be directed by further Order of the Commission to file submissions.
3. Advertising supporting the Promotional Incentive Program shall clearly state that the promotional incentive is available for furnaces purchased from any supplier.
4. Commission approval of the Promotional Incentive Program relies upon Inland's representations contained in its letters to the Commission dated June 12, July 2, 15 and 24, 1986. Any variations in the program from that presented to the Commission having an adverse financial impact on the utility, shall be at the risk of the shareholders.

DATED at the City of Vancouver, in the Province of
British Columbia, this *28th* day of July, 1986.

BY ORDER



Chairman