
**SCHEDULE 200
PROMOTIONAL CONCESSIONS****PURPOSE:**

The purpose of this Schedule is to list and summarize the major features of promotional concessions, the terms and conditions of which are specified in greater detail in the sheets following this index sheet.

<u>Program</u>	<u>Initiated</u>	<u>Sheet Number</u>
General Merchandise Sales Program	03/17/87	200-2
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SCHEDULE 200
PROMOTIONAL CONCESSIONS
(continued)

General Merchandise Sales Program (Appliance Center)

PURPOSE:

To promote the purchase and installation of Natural Gas-fired equipment and appliances.

AVAILABLE:

Throughout the Company's service territory to customers and the general public.

DESCRIPTION:

The Company may offer various promotions directed toward the purchase and installation of gas and electric equipment. This program does not include space heating and air conditioning equipment.

Program activities may include, but are not necessarily limited to, the following:

- Appliance Discounts;
- Gift Certificates;
- Free installation with purchase;
- Contests or drawings for prizes;
- Giveaways;
- Rebates.

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PROMOTIONAL CONCESSIONS
(continued)

Equipment Sales Promotions

PURPOSE:

To promote the purchase, sale, and installation of Natural Gas-fired equipment and appliances.

AVAILABLE:

Within the Company's service territory to any or all of the following:

- a. Distributors, manufacturers, retailers or dealers of Natural Gas equipment and appliances;
- b. Retailers of pre-fabricated, modular, and manufactured homes;
- c. Builders and Developers
- d. Property Managers;
- e. Homeowner Associations;
- f. Customers; and
- g. The public in general.

DESCRIPTION:

The Company may offer from time to time promotional activities, which include, but are not necessarily limited to the following:

- Contests or drawings for prizes;
- Rebates;
- Gift Certificates;
- Discounts;
- Giveaways;
- Cash payments.

SPECIAL PROVISIONS:

Specific promotions and offers made under this concession may have certain restrictions and limitations to service areas, market segments, type of equipment and appliances, and/or duration of the offer.

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PROMOTIONAL CONCESSIONS
(continued)

Cooperative Advertising Program

PURPOSE:

To promote the use of Natural Gas-fired equipment and appliances through advertising.

AVAILABLE:

To qualifying wholesale or retail dealers, manufacturers, associations, or other persons (advertisers), who's advertising appears in paid media in cities or communities in which the Company distributes Natural Gas.

DESCRIPTION:

The Company will furnish consideration to qualifying wholesale or retail dealers, manufacturers, associations, or other persons (advertisers) for a percentage of the direct media cost to the advertiser for selected advertising of Natural Gas-fired equipment.

Advertising must reasonably intend that the equipment or appliances will be installed at locations within the Company's service territory.

SPECIAL PROVISIONS:

The following qualifications and requirements will apply to this program:

- a. Advertisers must receive advance written commitment and approval of advertising for the particular program.
- b. For purposes of this program, "media" will include radio, television, newspapers, paid circulation publications, outdoor billboards, or direct marketing activities.
- c. Commitments of funds under this program will be honored by the Company once made, but the new commitment of funds may be suspended or terminated at any time for budgetary or other reasons.

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SCHEDULE 200
PROMOTIONAL CONCESSIONS
(continued)

Showcase Developments

PURPOSE:

To promote the use of Natural Gas-fired equipment in Residential and Commercial developments.

AVAILABLE:

To qualifying builders, developers, or architects involved in showcase developments within the cities or communities in which the Company distributes Natural Gas.

DESCRIPTION:

The Company may sponsor developments, or provide free, or at less than cost or value to qualifying builders, developers, or architects, consideration which includes, but is not necessarily limited to:

- Efficient gas equipment;
- Extended maintenance or warranty coverage on gas equipment;
- Cash payments for advertising or publicity.

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SCHEDULE 200
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(continued)

Natural Gas Vehicle Program

PURPOSE:

To encourage the use of Natural Gas as a motor vehicle fuel.

AVAILABLE:

To qualifying wholesale or retail dealers, manufacturers, and associations of Natural Gas vehicles, and Natural Gas Customers within the Company's service territory, where it is economically feasible to provide gas service for motor vehicle use.

DESCRIPTION:

The Company may offer various promotional activities within the Company's service territory in Oregon directed toward the purchase and use of bi-fuel or dedicated Natural Gas vehicles for residential, commercial, or industrial uses.

Program activities may include, but are not limited to, the following:

- Live demonstrations of Natural Gas vehicles;
- Cooperation in the development and distribution of communication materials related to the use of Natural Gas as a vehicular fuel;
- Assistance in displays at trade fairs and shows;
- Rebate offers as an incentive to use Natural Gas as a vehicular fuel;
- Promotion contests with an established drawing date for prizes to be awarded to the contest winner;
- Cooperative advertising with qualifying wholesale or retail dealers, manufacturers, associations, or other persons (advertisers).

SPECIAL PROVISIONS:

Specific promotions and offers made under this concession may have certain restrictions and limitations to service area, type of equipment, and/or duration of the offer.

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SCHEDULE 200
PROMOTIONAL CONCESSIONS
(continued)

Equipment Financing Program

PURPOSE:

To promote the purchase, sale, and installation of Natural Gas-fired equipment and appliances.

AVAILABLE:

Within the Company's service territory to qualifying Customers and Applicants for Natural Gas service.

DESCRIPTION:

The Company may provide or arrange for the financing of the purchase and installation of selected appliances, products, and services.

SPECIAL PROVISIONS:

1. Specific financing offers may have certain restrictions and limitations to service areas, market segments, type of products, services, equipment and appliances that may be financed, maximum financing amount, and/or duration of the offer.
2. All financing offers are contingent upon the Customer or Applicant qualifying under applicable credit approval criteria.
3. On-the-bill payment options may be available for specific offers.
4. Interest rates and payment terms may vary by offer.
5. In association with a financing offer, the company may, from time to time, offer one or more promotional concessions which include, but are not necessarily limited to the following:
 - Contests or drawing of prize(s);
 - Rebates;
 - Gift certificates;
 - Giveaways;
 - Cash payments.
6. Offers made under this schedule may be discontinued at any time at the Company's sole discretion, however all outstanding offers at the time of any discontinuance will continue to be honored by the Company.

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SCHEDULE 200
PROMOTIONAL CONCESSIONS
(continued)

Promotions for Company-Offered Products and Services

PURPOSE:

To promote the purchase, sale, and, or installation of Company-offered products and services.

AVAILABLE:

Within the Company's service territory to qualifying Customers and Applicants for Natural Gas service.

DESCRIPTION:

The Company may periodically offer promotional activities, which include, but are not limited to the following:

- Contest or drawings for prizes;
- Rebates;
- Gift Certificates;
- Discounts;
- Giveaways;
- Cash payments.

SPECIAL PROVISIONS:

Specific promotions and offers may have certain restrictions and limitations to service areas, market segments, and/or duration of the offer.

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