

**EXHIBIT NO. ___(EEE-4)
DOCKETS UE-151871/UG-151872
PSE EQUIPMENT LEASING SERVICE
WITNESS: ERIC E. ENGLERT**

**BEFORE THE
WASHINGTON UTILITIES AND TRANSPORTATION COMMISSION**

**WASHINGTON UTILITIES AND
TRANSPORTATION COMMISSION,**

Complainant,

v.

PUGET SOUND ENERGY,

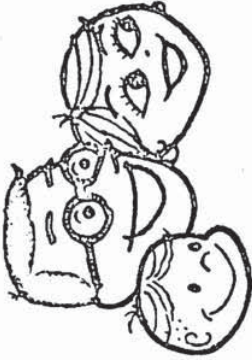
Respondent.

**Dockets UE-151871
UG-151872**

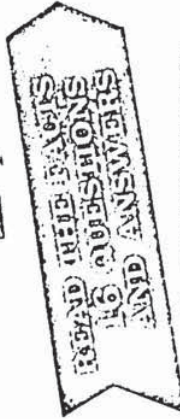
**FIRST EXHIBIT (NONCONFIDENTIAL) TO THE
PREFILED REBUTTAL TESTIMONY OF
ERIC E. ENGLERT
ON BEHALF OF PUGET SOUND ENERGY**

JULY 1, 2016

UNBELIEVABLE
BUT TRUE!



Here's how YOU
can change to
wonderful
NATURAL GAS
HEAT for
\$1.95*
per month!



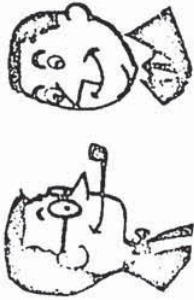
*A few pennies added in certain municipalities



Q. Let me get this straight! You say that normally my only outlay is \$1.95 per month—that they'll run a service to my home, do the necessary piping, furnace and chimney cleaning and wiring, install normal controls and thermostat where required, inspect and adjust it—and that's all there is to it?
A. YES!
Q. What do I do to take advantage of this?
A. Simply call the **WASHINGTON NATURAL GAS COMPANY** or an authorized gas heat dealer



Q. Does the use of gas heating entitle me to a special rate?
A. Yes—it entitles you to the "All Gas Home Rate" which is the very lowest residential rate available—which, of course, gives you the most heat for your dollar.
Q. What if I sell my home?
A. It's very simple to transfer the lease to the new owner.
Q. Do I have to be a gas customer now to be eligible for this plan?
A. No—if necessary the company will run a new service to your residence, (normally at no cost to you) but it must be located adjacent to a gas main. Call the nearest local gas company office and find out if gas is available at your address.
Q. Will they install the gas pipes and electrical wiring also?
A. Yes, all normal gas piping and normal wiring for the controls is included.



It is true—the WASHINGTON NATURAL GAS COMPANY

is so sure you will be delighted with clean, economical natural gas heat that they are willing to install a burner in your furnace or boiler for only \$1.95 per month.



Q. Am I going to buy this burner?
A. No, you will lease it from the gas company.

Q. Will they inspect and adjust it free just like they do other gas appliances?
A. They certainly will.

Q. How long will they guarantee the burner?

A. For the entire term of the lease. Gas equipment operates indefinitely without trouble, but if necessary they will repair it or replace it—at no cost to you.

Q. Does this include automatic controls?

A. If your heating system need controls \$1.95 per month entitles you to normal controls and thermostat.



Q. How can I be assured that I will have the proper burner and that its installation is correct for my home?

A. The company will send a Heating Consultant to inspect and analyze your present heating system to determine the exact burner model required. After the installation, a representative of the company will again inspect the completed job, adjust it to its utmost efficiency, and guarantee that it has been properly installed.



Q. Does this lease plan apply to commercial buildings?

A. No, sorry—only to single family residences, regardless of size.

Q. Can I lease a burner for a circulating heater or a wall heater?

A. No, only for a central heating plant.

Q. In addition to my \$1.95 monthly, what other expense is involved?

A. Except in the case of unusual installations, none.

Q. How do I pay the \$1.95?

A. It is added to your monthly gas bill.

Q. Do they have a Budget Fuel Plan?

A. They certainly do. Any representative of the Gas Company will be glad to show you how it balances out your fuel bills for the entire year.



**WASHINGTON NATURAL GAS COMPANY
NATURAL GAS APPLIANCE
LEASE AGREEMENT**

Lease Agreement dated _____, 19____, between the Washington Natural Gas Company, hereinafter called the "Company" and

NAME.....
ADDRESS.....
CITY....., Washington, hereinafter called the "Customer."

(APPLIANCE) Model.....
hereinafter called the "Appliance", for use at....., Washington.

1. Customer hereby leases from Company, and Company hereby by leases to Customer, said Appliance, for the term of twelve (12) months and thereafter until terminated by either party upon thirty (30) days' written notice to the other party, subject to the terms and conditions hereinafter contained. Receipt is hereby acknowledged of the initial rental charge of \$_____, and Customer agrees to pay the rental of \$____ per month plus special municipal additions where applicable on or before the due date of the current bill for gas service to the location where the Appliance is installed, and such rentals may be charged on gas bills.
2. Installation shall be approved by the Company, and the Company will assume installation charges not to exceed \$____. Customer agrees to bear and promptly pay charges in excess of such amount, whether due the Company or a dealer.

Effective January 15, 1961
1 ACCOUNTING

WITNESS.....CUSTOMER.....
BILLING ADDRESS.....
CUSTOMER PHONE NUMBER.....
INITIAL MONTHLY RENTAL RECEIVED....., 19____
BY.....
Dealer Salesman

THE WASHINGTON NATURAL GAS COMPANY

Inspected by.....
Approved by.....
APPROVED DEALER.....
APPROVED INSTALLER.....

OWNER'S CONSENT

The undersigned, owner of the premises wherein said appliance is to be installed and herein referred to, acknowledges that said appliance is and will remain the property of Washington Natural Gas Company, free from any claim thereto, or landlord's lien or other lien thereon, by the undersigned and hereby acknowledges the terms of this Lease Agreement.

WITNESS.....OWNER.....
DATE....., 19____. STREET.....
CITY OR TOWN.....

LEASE AGREEMENT NO.....
FOLIO NO.....MODEL & SERIAL NO.....
DELIVERY DATE.....INSTALLATION DATE.....
RATE.....USE.....E.A.R.....
DESCRIBE EXCESS INSTALLATION.....
.....
.....
.....

WASHINGTON NATURAL GAS COMPANY

ELIGIBILITY AND REGULATIONS

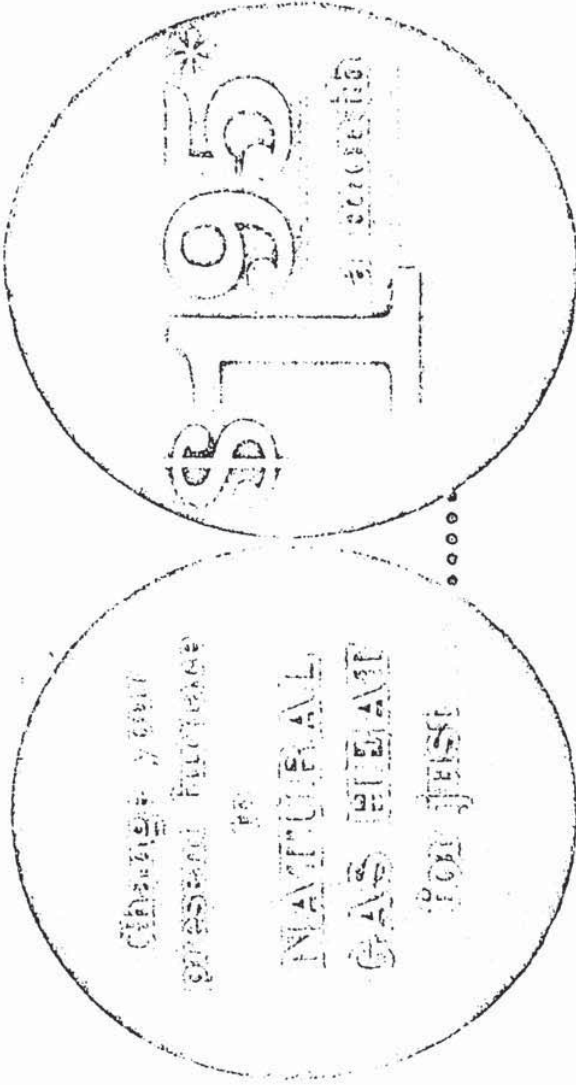
"AUTOMATIC NATURAL GAS BURNER RENTAL PROGRAM"

1. Eligible Customers: Any single family dwelling unit for principal heating service, which is adjacent to any street, alley or lane in which the company's mains are located.
2. Lease Agreement Terms: The lease is executed on the basis of a one-year rental program with the first payment payable in advance of installation. The lease will be automatically extended beyond 12 months until terminated upon 30 days written notice.
3. Approved Appliances: Only those appliances listed below and furnished by the Washington Natural Gas Company, are available for lease on the program.
4. Monthly Lease Payments: Lease payments will normally be itemized on the monthly gas bills and are due on the same dates as the gas bills.
5. Installation Cost Allowance: The Washington Natural Gas Company will pay the agreed installation allowance which under normal conditions will include adequate limit and draft control, thermostat, normal chimney cleanout, normal gas piping and necessary permits. Not included as part of this rental program are any changes, modifications or upgrading of the heating plant or the distribution system. For example, chimney repairs and modification, rebricking or resetting of the furnace, distribution changes, excess chimney cleaning for multi-story chimneys, pump installation or repairs, unusual situations arising from the removal of the previous equipment, relief of trapped combustion chambers, or necessary changes in electrical service, will be considered excess cost beyond normal installation and must be arranged for by the dealer before installation of the rental equipment.
6. Installation Standards: The Washington Natural Gas Company will inspect and approve the heating plant prior to the installation of any rental equipment. After the installation has been completed, the Gas Company will again inspect and approve prior to payment to the dealer under the lease agreement.
7. Credit Approval: Customer credit must be approved by the Washington Natural Gas Company Credit Department. A deposit for gas service may be required in some instances, especially in the case of a new account not having previously established credit with the Company.

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8. Dealer Procedure: Dealer must complete all spaces designated by dotted lines and send copies #1,2,3, and 4 of the lease agreement to the nearest local Gas Company sales office, together with first month's rental payment and completed credit card.
9. Rental Property: Burner may be leased to tenants but written consent of owner must be secured on lease agreement. (If leaser is also the owner his signature must appear in both spaces.)
10. Installations: Unless the dealer signing the lease agreement wishes to handle the installation and is an authorized installer, the Gas Company sales dispatcher will arrange for installation by an approved installer.
11. The Company reserves the right to modify or discontinue this program by thirty (30) days written notice to the Dealers.

BIGGEST NEWS IN HEATING HISTORY-



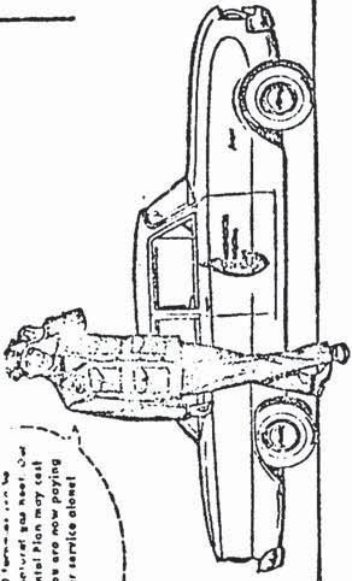
ON OUR NEW \$1.95 A MONTH RENTAL PLAN YOU WILL RECEIVE

- ✓ FREE normal installation of a gas conversion burner in your present furnace!
- ✓ FREE maintenance service!
- ✓ FREE repairs and replacements!
- ✓ FREEDOM from fuel delivery and fuel storage problems!

YOU WILL ENJOY COMFORTABLE, MODERN NATURAL GAS HEAT WITH

- ✓ NO equipment investment
- ✓ NO depreciation loss
- ✓ NO repair costs
- ✓ NO maintenance costs
- ✓ NO service costs

Our special plan offers you 9 out of 10 times as much natural gas heat. Our Monthly Rental Plan may cost less than you are now paying for burner service alone!



MONTHLY RENTAL CUT OF FUEL SAVINGS
Because Natural Gas - in addition to being clean, modern and efficient - is highly economical. First, call Washington Natural Gas Company (extension 195) or your authorized gas heat dealer, to see if there is a gas main on your street. If so, you are eligible for this offer. Or, fill out the coupon below and mail it back to us to establish your priority number. Most installations can be made in a single day. And we'll simply add the \$1.95 rental to your monthly gas bill.

Call **MAIN 2-6767**
Ask for extension 195

PRIORITY COUPON

I am interested in changing my burner to Natural Gas Heat. Please let me know if I am eligible for your \$1.95 Monthly Rental Plan offer.

Name _____
Address _____
City _____ Zone _____ State _____

Telephone _____
(Circle and mail to your nearest Washington Natural Gas Company office)

(* Plus a few pennies in certain municipalities.)



WASHINGTON NATURAL GAS COMPANY

1507 Fourth Avenue, Seattle 1, Washington

...your sootless good neighbor

- SEATTLE MAIN 2-6767
- TACOMA FUJITA 3-5511
- EVERETT ALPHEO 9-4186
- OLYMPIA FLEETWOOD 7-5571
- CENTRALIA PEREHRING 6-3883
- PUYALLUP THORNWALL 9-6677

OR CALL YOUR AUTHORIZED HEATING DEALER