

**The Gas Advantage Trade Ally  
Program Agreement  
&  
Financing Agreement  
&  
Contractor Lease Program Agreement**



Developed by Piedmont Natural Gas for the Piedmont and Tennessee Area Heating and/or Plumbing Contractors and Gas Appliance Dealers

## **Gas Advantage Trade Ally Program**

Piedmont Natural Gas Company ("Company") offers area Gas Appliance Dealers and HVAC and/or Plumbing Contractors the opportunity to participate in a Trade Ally Program ("Program"). This program provides advertising allowances and sales promotional benefits to Gas Advantage Trade Allies who sell and install natural gas water heaters, natural gas heating systems and/or natural gas appliances.

To become a Gas Advantage Trade Ally, the Trade Ally must meet certain qualifications listed in this Agreement. An authorized representative of both the Trade Ally and the Company sales management must sign the Agreement.

The Trade Ally who signs the Agreement is appointed by the Company as a Gas Advantage Trade Ally as long as the Trade Ally complies with the terms and conditions of the Agreement or the Company terminates the relationship in accordance with the Agreement. Details of the Trade Ally Program are as follows:

In order to be designated a Gas Advantage Trade Ally, under the Program, the contractor and/or dealer must:

- Be a licensed HVAC and/or licensed plumbing contractor and/or mechanical contractor (If installing appliance dealer, then license is also required).
- Install natural gas equipment and/or natural gas appliances according to manufacturer's guidelines, using qualified installers and meet the guidelines of all applicable codes and standards.
- Use merchandise of the highest quality that is third party certified
- Be insured at a minimum of \$1,000,000 comprehensive liability insurance policy.
- Make prompt follow-up of sales leads provided by the Company within three business days.
- Follow good business ethics.
- Make sure advertisements are factual.
- Natural gas equipment must be used as the advertisement theme and must include appropriately sized logo for Gas Advantage Contractor or Gas Advantage Dealer.

### **Lead Generation for Trade Ally**

Each Gas Advantage Trade Ally's name is listed. When potential customers respond to mailings, commercials, etc., requesting information on natural gas water heating, natural gas heating and/or natural gas appliances, the potential

customer's name, address and telephone number is given to Trade Ally(s) to follow up with estimate(s). Alternatively, the customer or potential customer is given a listing of the Trade Allies to choose from for estimates. In the case of the Gas Advantage Dealer (Gas Appliance Dealer), the customer may choose to visit the dealer showroom(s) in lieu of being provided a list. The listing for all regions is on the Piedmont Natural Gas website for Gas Advantage Dealers and Gas Advantage Trade Allies. Only Gas Advantage Trade Allies will be involved in the lead generation process.

### **Training Assistance**

Through the Program, contractors, plumbers, dealers and/or industry related affiliates will be provided, at the Company's discretion, industry related training that will assist them in selling and installing natural gas equipment more effectively.

### **Financing**

Once a natural gas appliance dealer, HVAC and/or plumbing Trade Ally becomes a Gas Advantage Trade Ally, the Trade Ally may choose to also participate in the Company's financing program by signing a Financing Agreement, which is included herein. The Company will finance the homeowners' or commercial business' equipment and installation fees listed hereafter. Payments are added to the Company's monthly customer statement.

#### **Residential Equipment Financing Description (gas replacing gas or conversion from another fuel source):**

- Natural gas furnace and electric air conditioning and installation
- Natural gas water heater and installation
- Gaslight and installation
- Natural gas generator and installation
- Natural gas air conditioning and installation
- Natural gas appliances and installation (electric washer can be financed in conjunction with natural gas dryer and appliance kitchen package can be financed in conjunction with gas cooking equipment)
- Natural gas logs and installation
- Natural gas space heater and installation

**NOTE: No down payment with approved credit to the homeowner up to 60-month term unless otherwise noted.**

#### **Commercial Equipment Financing Description**

- Natural gas space heating equipment (with or without electric air conditioning) and installation

- Natural gas water heater and installation
- Gaslight and installation
- Natural gas generator and installation
- Natural gas dryer and installation
- Natural gas commercial cooking equipment and installation

**NOTE: 10% down payment with approved credit up to 36-month term unless otherwise noted.**

**Conditions: Gas Advantage Trade Ally Financing**

1. A signed Financing Agreement, included in this Agreement, for each trade ally must be on file with the local Piedmont Natural Gas office to initiate the financing plan.
2. A comprehensive liability insurance policy of \$1,000,000 is required for installing contractors or installing dealers. Each financed sale must include an equipment estimate that includes brand, model number and size of equipment, a completed and approved Company credit application, a signed Credit Note and Security Agreement and a completed UCC-1 form prior to installation. No down payment is required. Financing term is up to 60 months for residential applications and no down payment with approved credit. For commercial applications, financing term is up to 36 months and 10% down payment.
3. All installations must meet all state and local codes and standards.
4. All installations and sales are subject to Company inspection and approval prior to payment.
5. Electric heat pump systems supplemented with natural gas heating are not acceptable for financing.

**NOTE: Financing rates are subject to change as market conditions dictate. Any changes will be given to Gas Advantage Trade Ally thirty days in advance of the effective date.**

**Processing financing payment procedures to Gas Advantage Trade Allies will consist of the following:**

- The Trade Ally will submit their estimate, which may also serve as their invoice prior to installation.
- Upon completion of the job to the Company's satisfaction, payment will be mailed directly to the Trade Ally.

## **Trade Ally Certificate**

All Gas Advantage Contractors or Gas Advantage Dealers will be awarded a certificate after acceptance into the Trade Ally Program. A local Company representative will present this to the Trade Ally at their place of business.

**Discontinuance: The Gas Advantage Trade Ally Program is subject to discontinuance or modification with thirty days written notice by the Company.**

**Piedmont Natural Gas Company, Inc.**

BY: \_\_\_\_\_  
Local Sales Management

Agreed to and accepted this \_\_\_\_\_ day of \_\_\_\_\_, \_\_\_\_\_.  
Year

**Gas Advantage Trade Ally**

**If you are in agreement with the above terms and conditions, indicate by signing in the Space provided below:**

By: \_\_\_\_\_  
Owner/Authorized Management Employee

\_\_\_\_\_  
Company Contractor License Number

\_\_\_\_\_  
City/State/Zip Code

\_\_\_\_\_  
Mailing Address

\_\_\_\_\_  
Insurance Company and Policy Number (copy of certificate required)

# FINANCING AGREEMENT

THIS AGREEMENT, made this \_\_\_\_\_ day of \_\_\_\_\_, \_\_\_\_\_, by and between Company listed below (the heating and/or plumbing and/or mechanical contractor or the gas appliance dealer hereinafter called the "Trade Ally") and Piedmont Natural Gas Company, Inc. (hereinafter called the "Company"). The Trade Ally and the Company for and in consideration of the mutual covenants and agreements set forth agree as follows:

## 1. DEFINITIONS OF TERMS USED IN THIS AGREEMENT

a. Financing Agreement: The term "Financing Agreement" shall mean this document which must be signed by the Trade Ally and the Company in order for the Trade Ally to offer financing to a customer ("Customer") of Trade Ally. Only one agreement is needed on file with the Company.

b. Customer Agreement: The term "Customer Agreement" shall mean an agreement between the Trade Ally and the Customer for the purchase of natural gas domestic appliance(s) to be installed in a residence or commercial building which is, or immediately following said installation will be, receiving natural gas from the Company.

c. Agreements: The term "Agreements" shall include both the Financing Agreement and all Customer Agreements.

d. Total Installed Price: The term "Total Installed Price" shall mean with respect to a Customer Agreement the total purchase price of the domestic natural gas appliance(s) covered thereby, being the deferred payment price as shown on the Customer Agreement.

e. Net Purchase Price: The term "Net Purchase Price" shall mean with respect to a Customer Agreement the Total Installed Price less any down payment and / or any other payment accepted by the Trade Ally on behalf of the Customer with respect to the domestic natural gas appliance(s) covered thereby but exclusive of any funds paid by the Company.

## 2. PURCHASE OF CUSTOMER AGREEMENTS

The Company will purchase Customer Agreements from the Trade Ally upon the following terms and conditions:

a. Request by Trade Ally: Following execution of a Customer Agreement by the Trade Ally and the customer, the Trade Ally shall tender that Customer Agreement to the Company at its local office, duly endorsed for assignment to the Company. Within three (3) days of the receipt of the Customer Agreement by the Company at its local office, the Company shall notify the Trade Ally whether it intends to accept or refuse to accept the Customer Agreement so tendered. The Company specifically

reserves the right to reject any Customer Agreement for any reason, including but not limited to, the credit-worthiness of the customer(s), the manner in which the Customer Agreement has been completed or the designation of the gas usage of the customer(s) as being in a natural gas service category which the Company determines should not be subject to the provisions of the Agreements.

- b. Payment to Trade Ally: After completion of appliance installation and natural gas is connected, the Company shall pay to the Trade Ally the Net Purchase Price thereof.
- c. Protection of Property from Filings: The Trade Ally agrees that unless he is specifically requested by the Company to do otherwise, he will not file or permit to be filed, any lien for labor and materials against any premise or funds covered by a Customer Agreement. If he does file or does permit to be filed any such lien in contravention of the Agreements, the Company, without prejudice to any other rights it may have under the Agreements, may take such action, at its option, as may be necessary or advisable to remove such lien. The Trade Ally shall forthwith reimburse the Company for all expenses, including attorneys' fees, incurred in this regard.
- d. Right of Off-Set: If the Trade Ally shall fail for any reason to pay all claims or charges of any kind related to the Agreements, the Company shall have the right to pay such claims and shall have the right to further deduct the amounts of such payments from any monies, whether relating to the Agreements or not, which shall be owing by the Company to the Trade Ally.

### 3. OBLIGATIONS OF THE TRADE ALLY IN PERFORMANCE OF WORK

- a. Licenses and Permits: The Trade Ally or his installer shall obtain and maintain in full force and effect all permits and licenses for itself and its employees, whether of a temporary or permanent nature, necessary for the performance of the work covered in the Agreements.
- b. Method of Performance: The Trade Ally or his installer agrees to perform all work in a reasonable and workmanlike manner and in conformity with all applicable laws, codes, rules or regulations of any federal, state or local governmental authority.

### 4. INSPECTION

The Trade Ally shall notify the Company within three (3) business days after the completion of the work covered by a Customer Agreement accepted by the Company. The Company shall have the right but not the obligation, within a reasonable period after notification by the Trade Ally, to inspect the premises on which the work was performed. If any deficiencies, whether due to faulty workmanship or failures of materials are discovered, the Trade Ally shall be required to correct and repair such work to the Company's and/or the customer's satisfaction according to the provisions of Paragraph 5 of this Financing Agreement as hereinafter set forth.

## 5. DUTY TO REPAIR

The Trade Ally shall be required to repair or correct to the Company's and /or the customer's satisfaction any faulty workmanship or failures in materials furnished by the Trade Ally or his installer which may appear within one (1) year after any acceptance by a customer of the work performed under a Customer Agreement. All repairs and corrections shall be at the sole expense of the Trade Ally and may be inspected by the Company. Any inspection by the Company whether made after the completion of the initial work or after any repairs shall not affect or be considered in any manner a waiver of the obligation of the Trade Ally to correct and repair.

## 6. TERMINATION

a. Termination: The Financing Agreement may be terminated at any time by either party, with or without cause, by giving ten (10) days written notice of termination.

b. Effect of Termination: Upon termination of this Financing Agreement, the Company shall be under no further obligation to accept any Customer Agreements or make payments for any Customer Agreements not tendered and accepted as of the date of termination. It is expressly provided, however, that the Company shall be obligated to pay the Trade Ally any monies due on any Customer Agreement accepted prior to the date of termination. It is further expressly provided that notwithstanding the termination of the Financing Agreement, the covenants, terms and conditions of this Financing Agreement as such relate to any outstanding work or Customer Agreement shall continue and remain in full force and effect until all payments under each and every Customer Agreement have been fully and completely made.

## 7. STATUS OF TRADE ALLY AS INDEPENDENT TRADE ALLY

The Trade Ally is performing the work hereunder and the Customer Agreements as an independent Trade Ally and is not an employee, agent or servant of the Company. The Trade Ally reserves the right to control its employees and representatives and is responsible for the actions of its employees and representatives regarding their work and activities in relation to the requirements of the Agreements. The Trade Ally shall not represent in any manner that it is an agent of the Company or associated or affiliated with the Company in any capacity other than as an independent Trade Ally. More specifically, the Trade Ally is not authorized to use any trademarks, trade names, symbols, designs or the like that the Company owns, except the Gas Advantage Home Appliance logo, and specifically designed appliance Trade Ally logos.

## 8. INDEMNITY

The Trade Ally agrees to indemnify and to save and hold harmless the Company against all liability, costs and attorney fees from any damage to property or injury or death of any person or persons arising out of, or in any way connected with, or resulting from the work to be performed hereunder or any Customer Agreement transferred hereunder, including but not limited to, liability arising out of, or in any way connected with, or resulting from the acts, negligence or alleged negligence of the Trade Ally, its agents or employees in connection with the work to be performed under the Customer or Financing Agreements and / or the nonpayment of the customer on account of any deficiency in the work or the documents representing the work, including the Customer Agreements.

## 9. LIABILITY INSURANCE

The Trade Ally shall at all times, and at Trade Ally's sole expense, be insured for at least \$1,000,000 under a comprehensive liability insurance policy against claims for bodily and personal injury, death and property damage caused by or occurring in conjunction with the operation of Trade Ally's business.

## 10. NATURE OF AGREEMENT

This Financing Agreement, together with the Customer Agreement, constitutes the sole agreement between the parties concerning the subject matter herein. All prior negotiations, representations, understandings or agreements of any kind concerning the subject matter herein are hereby cancelled and rescinded. The Agreements shall be binding upon and shall inure to the benefit of the successors and assigns of the Company and the successors and assigns, heirs and legal representatives of the Trade Ally, except that the Trade Ally may not assign the Agreements (other than Customer Agreements to the Company) without the express written consent of the Company.

## 11. GOVERNING LAWS

This Financing Agreement shall be governed under the law of the state where the Customer is located.

IN WITNESS WHEREOF, the parties hereto have caused this financing Agreement to be executed on the date and year first above written.

**Piedmont Natural Gas Company, Inc.**

BY: \_\_\_\_\_  
Local Sales Management

Agreed to and accepted this \_\_\_\_\_ day of \_\_\_\_\_, \_\_\_\_\_. Year

**Gas Advantage Trade Ally**

**If you are in agreement with the above terms and conditions, indicate by signing in the Space provided below:**

By: \_\_\_\_\_  
Owner/Authorized Management Employee

\_\_\_\_\_  
Company Contractor License Number

\_\_\_\_\_  
City/State/Zip Code

\_\_\_\_\_  
Mailing Address

\_\_\_\_\_  
Insurance Company and Policy Number (copy of certificate required)

# CONTRACTOR LEASE PROGRAM AGREEMENT

THIS AGREEMENT, made this \_\_\_\_ day of \_\_\_\_\_, \_\_\_\_\_, by and between the contractor listed below (hereinafter called the "Contractor") and Piedmont Natural Gas Company, Inc. (hereinafter called the "Company").

## WITNESSETH

The Contractor and the Company for and in consideration of the mutual covenants and agreements set forth agree as follows:

### 1. DEFINITIONS OF TERMS USED IN THIS DOCUMENT

- a. Equipment Lease Agreement: The term "Equipment Lease Agreement" shall mean an agreement between the Contractor and the Company in order for the Company to purchase equipment and installation services provided by the Contractor under a customer lease agreement signed by the Company and a customer ("Customer") of Contractor. Only one fully executed agreement is needed on file with the Company.
- b. Total Installed Price: the term "Customer" shall mean the individual, corporation, partnership or other business association that desires to lease natural gas appliances and/or equipment from the Company pursuant to an Equipment Lease Agreement.
- c. Customer: The term "Customer" shall mean the individual, corporation, partnership or other business association that desires to lease natural gas appliances and/or equipment from the Company pursuant to an Equipment Lease Agreement.
- d. Equipment Sales Quotation: The term "Equipment Sales Quotation" shall mean the quotation made by the Contractor to Company bearing the Total Installed Price, equipment information, including manufacturer name, model number, and serial number, customer address, and other information needed by the Company.

### 2. ACCEPTANCE OF EQUIPMENT LEASE AGREEMENTS

The Company may accept Equipment Lease Agreements from the Contractor upon the following terms and conditions:

- a. Request by Contractor: Following execution of an Equipment Lease Agreement by the Customer, the Contractor shall tender that Equipment Lease Agreement, and Equipment Sales Quotation, a Credit Application, a customer signed UCC-1 form, and Owner's Consent Form (if applicable) to the Company at its local office, for consideration by the Company to accept. Within three (3) days of the receipt of the Equipment Lease Agreement by the Company at its local office, the Company shall notify the Contractor whether it intends to accept or refuse to accept the Equipment Lease Agreement so tendered.

The Company specifically reserves the right to reject any Equipment Lease Agreement for any reason, including but not limited to, the credit-worthiness of the customer(s), the manner in which the Equipment Lease Agreement has been completed or the designation of the gas usage of the customer(s) as being in a natural gas service category which the Company determines should not be subject to the provisions of the Agreements.

- a. **Payment to Contractor:** After completion of equipment installation, completion of the Lease Warranty Form, and natural gas is connected, the Company shall pay to the Contractor the Total Installed Price thereof within thirty days.
- b. **Protection of Property from Filings:** The Contractor agrees that unless he is specifically requested by the Company to do otherwise, he will not file or permit to be filed, any lien for labor and materials against any premise or funds covered by an Equipment Lease Agreement. If he does file or does permit to be filed any such lien in contravention of the Agreements, the Company, without prejudice to any other rights it may have under the Agreements, may take such action, at its option, as may be necessary or advisable to remove such lien. The Contractor shall forthwith reimburse the Company for all expenses, including attorneys' fees, incurred in this regard.
- c. **Right of Off-Set:** If the Contractor shall fail for any reason to pay all claims or charges of any kind related to the Agreements, the Company shall have the right to pay such claims and shall have the right to further deduct the amounts of such payments from any monies, whether relating to the Equipment Lease Agreement or not, which shall be owing by the Company to the Contractor. Furthermore, if a Customer with whom Company executes an Equipment Lease Agreement does not allow Company to obtain equipment from Customer's location following failure to pay Company any amounts owed under the Equipment Lease Agreement, Contractor agrees to pay Company the fair market value of such equipment Company has been unable to recover.

### 3. OBLIGATIONS OF THE CONTRACTOR IN PERFORMANCE OF WORK

- a. **Licenses and Permits:** The Contractor or his installer shall obtain and maintain in full force and effect all permits and licenses for itself and its employees, whether of a temporary or permanent nature, necessary for the performance of the work covered in the Agreements.
- b. **Method of Performance:** The Contractor or his installer agrees to perform all work in a reasonable and workmanlike manner and in conformity with all applicable laws, codes, rules or regulations of any federal, state or local governmental authority.

#### 4. INSPECTION

The Contractor shall notify the Company within three (3) business days after the completion of the work covered by an Equipment Lease Agreement accepted by the Company. The Company shall have the right but not the obligation, within a reasonable period after notification by the Contractor, to inspect the premises on which the work was performed. If any deficiencies, whether due to faulty workmanship or failures of materials are discovered, the Contractor shall be required to correct and repair such work to the Company's and/or the Customer's satisfaction according to the provisions of Paragraph 5 of this Agreement as hereinafter set forth.

#### 5. DUTY TO REPAIR

The Contractor shall be required to repair or correct to the Company's and/or the customer's satisfaction any faulty workmanship or failures in materials furnished by the Contractor or his installer which may appear within one (1) year after any acceptance by a Customer of the work performed under an Equipment Lease Agreement or during any applicable warranty period for the natural gas appliance(s) subject to this Agreement. All repairs and corrections shall be at the sole expense of the Contractor and may be inspected by the Company. Any inspection by the Company whether made after the completion of the initial work or after any repairs shall not affect or be considered in any manner a waiver of the obligation of the Contractor to correct and repair.

#### 6. TERMINATION

a. Termination: The Contractor Lease Program Agreement may be terminated at any time by either party, with or without cause, by giving ten (10) days written notice of termination.

b. Effect of Termination: Upon termination of this Contractor Lease Program Agreement, the Company shall be under no further obligation to accept any Equipment Lease Agreements or make payments for any Equipment Lease Agreements not tendered and accepted as of the date of termination. It is expressly provided, however, that the Company shall be obligated to pay the Contractor any monies due on any Equipment Lease Agreement accepted prior to the date of termination. It is further expressly provided that notwithstanding the termination of this Agreement, the covenants, terms and conditions of this Contractor Lease Program Agreement as such relate to any outstanding work or Equipment Lease Agreement shall continue and remain in full force and effect until all payments under each and every Equipment Lease Agreement have been fully and completely made.

#### 7. STATUS OF CONTRACTOR AS INDEPENDENT CONTRACTOR

The Contractor is performing the work hereunder and the Equipment Lease Agreements as an independent Contractor and is not an employee, agent or servant of the Company. The Contractor reserves the right to control its employees and representatives and is responsible for the actions representatives and is responsible for the actions of its employees and representatives regarding their work and activities in relation to the requirements of the Agreements.

The Contractor shall not represent in any manner that it is an agent of the Company or associated or affiliated with the Company in any capacity other than as an independent Contractor. More specifically, the Contractor is not authorized to use any trademarks, trade names, symbols, designs or the like that the Company owns, except the Gas Advantage Home Appliance logo, and specifically designed Gas Appliance Contractor logos.

## 8. INDEMNITY

The Contractor agrees to indemnify and to save and hold harmless the Company against all liability, costs and attorney fees from any damage to property or injury or death of any person or persons arising out of, or in any way connected with, or resulting from the work to be performed hereunder or any Equipment Lease Agreement transferred hereunder, including but not limited to, liability arising out of, or in any way connected with, or resulting from the acts, negligence or alleged negligence of the Contractor, its agents or employees in connection with the work to be performed under the Equipment Lease Agreement and/or the nonpayment of the customer on account of any deficiency in the work or the documents representing the work.

## 9. LIABILITY INSURANCE

The Contractor shall at all times, and at Contractor's sole expense, be insured under a comprehensive liability insurance policy with minimum limits of at least \$1,000,000 against claims for bodily and personal injury, death and property damage caused by or occurring in conjunction with the operation of Contractor's business.

## 10. NATURE OF AGREEMENT

This Contractor Lease Program Agreement, together with the Equipment Lease Agreement, constitutes the sole agreement between the parties concerning the subject matter herein. All prior negotiations, representations, understandings or agreements of any kind concerning the subject matter herein are hereby cancelled and rescinded. The Agreements shall be binding upon and shall inure to the benefit of the successors and assigns of the Company and the assigns, heirs and legal representatives of the Contractor, except that the Contractor may not assign the Agreements (other than Equipment lease Agreements to the Company) without the express written consent of the Company.

## 11. GOVERNING LAWS

This Financing Agreement shall be governed under the law of the state where the Customer is located.

12. TRANSFER OF EQUIPMENT WARRANTY

Contractor agrees that subject to the provisions of any warranty Contractor obtains from a manufacturer or equipment sold to Company pursuant to this Contractor Lease Program Agreement, the Contractor transfers to Company all such rights and privileges Contractor has previously obtained.

IN WITNESS WHEREOF, the parties hereto have caused this Contractor Lease Program Agreement to be executed on the date and year first above written.

CONTRACTOR

\_\_\_\_\_  
(Name of Contractor)

By: \_\_\_\_\_

(Owner/Authorized Management Employee)

Address: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Insurance Company and Policy Number  
(Copy of insurance certificate required)

Agreed to and accepted: PIEDMONT NATURAL GAS COMPANY, INC.

\_\_\_\_\_  
Local Sales Management

Date: \_\_\_\_\_

## DATA ENTRY FORM - TRADE ALLY DATABASE

<b>DISTRICT #</b> (3-Digit)		<b>TRADE ALLY NAME</b> (Company Name)
<b>MARKET SERVED</b> R=Res; C=Com; B=Both (Combined)		
<b>Agreement # **</b> (See Table Below)		

<b>MAILING ADDRESS</b> (Used for ALL mailings. Enter BOTH addresses.) (P. O. Box, etc.)			<b>LOCATION ADDRESS</b> (Used for website (when appropriate) and for rep convenience. Enter BOTH addresses.) (Site address)		
<b>CITY</b>	<b>STATE</b>	<b>ZIP</b>	<b>CITY</b>	<b>STATE</b>	<b>ZIP</b>
<b>LOCATION DESCRIPTION</b> (Brief description, e.g. "Behind Westgate Mall")					
<b>WEB ADDRESS</b>					
<b>PRIMARY PHONE</b>		<b>PRIMARY FAX</b>	<b>BOO#</b>		
<b>PRIMARY CATEGORY</b> (See Table Below)***		<b>REP #1</b>		<b>REP #2</b>	
<b>SECONDARY CATEGORY</b>					
<b>TERTIARY CATEGORY</b>					

### TRADE ALLY EMPLOYEE (S) (CONTACTS) – Note: All Vendor Contact Information is Optional.

LABEL	#1	#2	#3
<b>Title</b>			
<b>1stName</b>			
<b>M.I.</b>			
<b>LastName</b>			
<b>Suffix</b>			
<b>Position</b>			
<b>Phone</b>			
<b>Fax</b>			
<b>Pager</b>			
<b>Mobile</b>			
<b>Email</b>			
<b>WebContact</b> – Check ONE Primary contact for website if Trade Ally is Category 5, 6, 7, or 14.			

### AGREEMENT AND CATEGORY TABLES \*\* \*\*\*

AGREE. # **	Agreement Description	CAT. # ***	Category Description
0	None	1	ARCHITECTS and/or ENGINEERS
11	GAC/Heat/No Fin	2	BUILDERS
12	GAC/Heat/Fin	3	DEVELOPERS (Land, Subdivision, Business Park)
13	GAC/Heat/WH/No Fin	4	PROPERTY MANAGERS
14	GAC/Heat/WH/Fin	5	HVAC (Heating, Ventilation, Air Conditioning, Refrigeration, Water Heater Plumbing)
15	GAC/WH/No Fin	6	PLUMBERS (Plumbing Only Contractors)
16	GAC/WH/Fin	7	MECHANICAL CONTRACTORS (Combination: Heating, Air Conditioning, & Plumbing; Energy Contractors)
20	GAD/No Fin/Installs	8	EQUIPMENT DISTRIBUTORS (Wholesale Distributor of Energy equipment except Food Service)
21	GAD/No Fin/No Installs	9	FOOD SERVICE (Dealers, Manufacturers Reps, Consultants, Repair Companies, Health Inspectors)
22	GAD/Fin/Installs	10	REALTORS (Broker or Broker-In-Charge)
23	GAD/Fin/No Installs	11	INSPECTORS (Mechanical, Building -- not to include Food Service/Health Inspectors)
30	GAC/GAD/No Fin/Installs	12	ASSOCIATIONS
31	GAC/GAD/No Fin/No Installs	13	AFFILIATES (Government Agencies, Gas Company Employees. Others NEC)
32	GAC/GAD/Fin/Installs	14	APPLIANCE DEALERS
33	GAC/GAD/Fin/No Installs	15	MANUFACTURED HOMES (Manufacturer)
46	EFV	16	MANUFACTURED HOMES (Retail Dealer)

**EQUIPMENT TYPES (WITH BRANDS) SOLD BY GAS ADVANTAGE TRADE ALLY ENTERED ON REVERSE OF THIS PAGE**

Equipment Type Description	Major Brands			
	Brand #1	Brand #2	Brand#3	Brand #4
Electric Air Conditioning				
NG Central Heating System				
NG Central Heating & Water Heating System				
NG Central Heating & Cooling System				
NG Central Heating & Electric Cooling System Pkg.				
NG Space Heater (other than hearth products)				
NG Water Heater - Indoor - Tank Type				
NG Water Heater - Outdoor - Tank Type				
NG Water Heater - Instantaneous				
Conversion Burner				
Floor Furnace				
Fireplace Insert				
NG Range (Surface Unit & Oven)				
NG Range Surface Unit Only				
NG Range Oven Unit Only				
NG Dryer				
Grill				
Gas Light				
Gas Logs				
Wall Furnace				
Log Lighter				
Electric Air Conditioning				
NG Air Conditioning				
Fryer				
Desiccant Air Conditioning				
Griddles				
Steam Equipment				
Booster Heater				
Patio Heater				
Boilers				
Hydronic Heating				

Note: The above table displays the complete Equipment Type List from the Trade Ally Database. This data is captured for Trade Ally Category Types 5, 6, and 7 (Gas Advantage Contractors) and for CategoryType 14 (Gas Advantage Dealers). Several equipment types from this list, though not all, are included on the GAC and GAD Pages on the website.

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