



Northwestel Inc.
P.O. Box 2727
Whitehorse, YT
Y1A 4Y4

16 September 2005

Mr. Leonard Katz
Executive Director
Canadian Radio-television and
Telecommunications Commission
OTTAWA, Ontario
K1A 0N2

Dear Mr. Katz:

Re: Northwestel Inc. Tariff Notice 826

Attached for the Commission's approval are proposed revisions to the Company's General Tariff, Programs and Promotions, CRTC 3001, Item 1734 – Additional Individual Line Promotion.

The Company proposes to run a previously approved additional line promotion between 01 November 2005 and 31 December 2005, inclusive.

The promotion will be available to current individual line service subscribers within Base Rate Areas who request the installation of an additional residential or business individual line service, where sufficient and suitable facilities exist. The Company intends to continue to apply the condition that the additional line provisioned under the promotion as well as all other individual lines existing at the time of the request must remain in service for a period of 90 days from the commencement of service of the additional line. Customers who fail to comply with this condition will be subject to the charges initially waived under the description of this promotion (i.e., Non-recurring Charges). This condition will deter potential abuse of the promotion, as well as enabling the Company to recover the charges initially waived in cases of abuse of the promotion.

This promotion is an attempt to stimulate revenues from incremental features and individual line services.

The Company has run the same promotion from 15 October to 31 December 2002, approved in Telecom Order CRTC 2002-407, from 01 October to 31 December 2003, approved in Telecom Order CRTC 2003-411, and from 05 November to 31 December 2004, approved in Telecom Order CRTC 2004-388.

The Company would like to note that this promotion was well received by the Company's customers during its previous campaigns. Actual second line gain on this promotion during 2004 is provided in Attachment 1.

The estimated revenue impact for 2005 is provided in Attachment 2.

The Company submits that reintroducing CRTC 3001, Item 1734 for the proposed 2-month period is in compliance with the Commission's guidelines governing promotions.

Pursuant to Section 39 of the Telecommunications Act, Attachments 1 and 2 are filed in confidence with the Commission as it contains forecasted revenue information that would assist existing and potential competitors in developing more effective business and marketing plans and, if disclosed, would cause specific direct harm to the Company. An abridged version of the attachment is provided for the public record.

The Company respectfully requests approval date of 15 October 2005 and an effective date of 01 November 2005. This will allow the Company sufficient time to prepare the customer promotional campaign material and increased demand.

Yours truly,

A handwritten signature in cursive script, appearing to read "Dallas Yeulett". The signature is written in black ink and is positioned above the typed name and title.

Dallas Yeulett
Manager, Regulatory Affairs

Attachments

2004 Actual Second Line Gain

Residential	(#)
Business	(#)
Total	(#)

2005 ESTIMATED REVENUE IMPACT

A) EXPECTED CUSTOMER GAIN:

	November	December	Cumulative Gain **
Residential	(#)	(#)	(#)
Business	(#)	(#)	(#)
		Net Gain	(#)

B) MAXIMUM INSTALLATION FEES
WAIVED DURING PROMOTION:

Maximum Residential rate per installation: \$89.25
Maximum Business rate per installation: \$147.60

	November	December	Cumulative Charges Waived
Residential	(#)	(#)	(#)
Business	(#)	(#)	(#)
		Total Waived	(#)

C) RECURRING NETWORK ACCESS REVENUES
DURING 90 DAY CONDITIONAL PERIOD:

*Return in network access revenues once customer exceeds minimum 90 day period.

**Break-even Analysis = 3.03 months (91 days)

Break-even = Total Waived Installation Fees / Total Monthly Revenue.

	Monthly Revenue	Total Revenue
Residential	(#)	(#)
Business	(#)	(#)
Total	(#)	(#)

D) RECURRING NETWORK ACCESS REVENUES:

*Assuming all customers gained remain in service for 1 year.

Residential	(#)
Business	(#)

** (#)



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OTTAWA, ON
K1A 0N2

Dear Mr. Katz:

Re: Northwestel Inc. Tariff Notice 826

In compliance with the provisions of the *Telecommunications Act* and Section 29 of the *CRTC Telecommunications Rules of Procedure*, Northwestel Inc. applies herewith for approval of the following tariff amendments:

<u>Tariff</u>	<u>Proposed Effective Date</u>	<u>Description</u>
CRTC 3001	01 November 2005	3 rd Revised Page 270

Enclosed herewith are copies of the proposed revised tariff pages and a letter of explanation for the changes requested.

Yours truly,

A handwritten signature in cursive script, appearing to read 'Dallas Yeulett'.

Dallas Yeulett
Manager, Regulatory Affairs

Attachments



PROGRAMS AND PROMOTIONS**Item****1734 ADDITIONAL INDIVIDUAL LINE PROMOTION****1. Description**

During the promotional period, the non-recurring charges rates application schedule specified in Northwestel Tariff CRTC 3001, Item 302B(I) will not apply to current Individual Line Service subscribers who request the installation of an additional Residential or Business Individual Line Service.

2. Promotional Period

The promotional period is from 01 November 2005 to 31 December 2005, inclusive.

(C)**3. Terms and Conditions**

- a) Promotion applies only to customers within Base Rate Areas where sufficient and suitable facilities exist.
- b) Qualifying customers requesting an additional line under this promotion may not disconnect the additional line provisioned under this promotion or any other line existing at the time of the request for a minimum of 90 days from commencement of service of the additional line.
- c) Customers who fail to comply with the condition (b) noted above will be subject to the charges initially waived under the description of this promotion (i.e., non-recurring charges rates application schedule specified in Northwestel Tariff CRTC 3001, Item 302B(I)).
- d) All additional Lines provisioned under this promotion are subject to rates and conditions specified in Northwestel Tariff CRTC 3001, Items 201 – 209.