

Northern Utilities - NH Division  
 Residential Heating Customer - R5  
 May 1, 2012 Step Rates versus May 1 Proposed Rates  
 Winter

Cumulative Percentage of Bills	Average Monthly Usage (Therms)	Monthly Bills		\$ Difference	% Difference
		@ May 1 Rates	Monthly Bills @ May 1 Step Rates		
<u>Delivery and Supply</u>					
10.0%	8.30	\$26.44	\$27.21	\$0.77	2.9%
20.0%	27.97	\$58.02	\$59.18	\$1.16	2.0%
30.0%	44.24	\$84.14	\$85.62	\$1.48	1.8%
40.0%	59.56	\$108.21	\$109.97	\$1.76	1.6%
50.0%	75.43	\$132.79	\$134.82	\$2.03	1.5%
60.0%	92.72	\$159.60	\$161.93	\$2.33	1.5%
70.0%	112.97	\$190.99	\$193.66	\$2.67	1.4%
80.0%	138.37	\$230.35	\$233.46	\$3.11	1.3%
90.0%	174.57	\$286.45	\$290.17	\$3.73	1.3%
100.0%	271.29	\$436.35	\$441.73	\$5.38	1.2%
<u>Distribution Only</u>					
10.0%	8.30	\$16.62	\$17.39	\$0.77	4.7%
20.0%	27.97	\$24.90	\$26.06	\$1.16	4.7%
30.0%	44.24	\$31.76	\$33.24	\$1.48	4.7%
40.0%	59.56	\$37.68	\$39.44	\$1.76	4.7%
50.0%	75.43	\$43.49	\$45.52	\$2.03	4.7%
60.0%	92.72	\$49.81	\$52.14	\$2.33	4.7%
70.0%	112.97	\$57.22	\$59.89	\$2.67	4.7%
80.0%	138.37	\$66.51	\$69.62	\$3.11	4.7%
90.0%	174.57	\$79.75	\$83.48	\$3.73	4.7%
100.0%	271.29	\$115.13	\$120.51	\$5.38	4.7%

May 1 Proposed Rates

Customer Charge (\$/customer)	\$13.12 (1)
Distribution Charge - First 50 therms (\$/thm)	\$0.4213 (1)
Distribution Charge - Excess 50 therms (\$/thm)	\$0.3658 (1)
LDAC (\$/thm)	\$0.0496 (2)
COG (\$/thm)	\$1.1345 (3)

May 1 Proposed Rates with Step Adjustment

Customer Charge (\$/customer)	\$13.73 (4)
Distribution Charge - First 50 therms (\$/thm)	\$0.4410 (4)
Distribution Charge - Excess 50 therms (\$/thm)	\$0.3829 (4)
LDAC (\$/thm)	\$0.0496 (2)
COG (\$/thm)	\$1.1345 (3)

- (1) Proposed May 1 rates without step adjustment  
 (2) Rates at initial filing including effect of other proposed rate changes  
 (3) 6 month average seasonal COG at initial filing adjusted for changes due to rate proposal  
 (4) Proposed May 1 rates including step adjustment

Northern Utilities - NH Division  
 Residential Heating Customer - R5  
 May 1, 2012 Step Rates versus May 1 Proposed Rates  
 Summer

Cumulative Percentage of Bills	Average Monthly Usage (Therms)	Monthly Bills		\$ Difference	% Difference
		@ May 1 Rates	Monthly Bills @ May 1 Step Rates		
<u>Delivery and Supply</u>					
10.0%	0.20	\$13.35	\$13.96	\$0.61	4.6%
20.0%	4.63	\$18.54	\$19.24	\$0.70	3.8%
30.0%	8.97	\$23.62	\$24.40	\$0.79	3.3%
40.0%	12.48	\$27.72	\$28.58	\$0.86	3.1%
50.0%	15.70	\$31.48	\$32.40	\$0.92	2.9%
60.0%	19.12	\$35.49	\$36.47	\$0.99	2.8%
70.0%	23.20	\$40.26	\$41.32	\$1.07	2.7%
80.0%	28.81	\$46.82	\$48.00	\$1.18	2.5%
90.0%	38.74	\$58.44	\$59.81	\$1.37	2.3%
100.0%	74.04	\$99.73	\$101.80	\$2.07	2.1%
<u>Distribution Only</u>					
10.0%	0.20	\$13.20	\$13.82	\$0.61	4.6%
20.0%	4.63	\$15.07	\$15.77	\$0.70	4.7%
30.0%	8.97	\$16.90	\$17.69	\$0.79	4.7%
40.0%	12.48	\$18.38	\$19.23	\$0.86	4.7%
50.0%	15.70	\$19.73	\$20.65	\$0.92	4.7%
60.0%	19.12	\$21.18	\$22.16	\$0.99	4.7%
70.0%	23.20	\$22.89	\$23.96	\$1.07	4.7%
80.0%	28.81	\$25.26	\$26.44	\$1.18	4.7%
90.0%	38.74	\$29.44	\$30.81	\$1.37	4.7%
100.0%	74.04	\$44.31	\$46.38	\$2.07	4.7%

May 1 Proposed Rates

Customer Charge (\$/customer)	\$13.12 (1)
Distribution Charge - First 50 therms (\$/thm)	\$0.4213 (1)
Distribution Charge - Excess 50 therms (\$/thm)	\$0.4213 (1)
LDAC (\$/thm)	\$0.0496 (2)
COG (\$/thm)	\$0.6989 (3)

May 1 Proposed Rates with Step Adjustment

Customer Charge (\$/customer)	\$13.73 (4)
Distribution Charge - First 50 therms (\$/thm)	\$0.4410 (4)
Distribution Charge - Excess 50 therms (\$/thm)	\$0.4410 (4)
LDAC (\$/thm)	\$0.0496 (2)
COG (\$/thm)	\$0.6989 (3)

- (1) Seasonal rates at initial filing  
 (2) Rates at initial filing including effect of other proposed rate changes  
 (3) 6 month average seasonal COG at initial filing adjusted for changes due to rate proposal  
 (4) Proposed May 1 rates including step adjustment

Northern Utilities - NH Division  
 Residential Low Income Heating Customer - R10  
 May 1, 2012 Step Rates versus May 1 Proposed Rates  
 Winter

Cumulative Percentage of Bills	Average Monthly Usage (Therms)	Monthly Bills		\$ Difference	% Difference
		@ May 1 Rates	Monthly Bills @ May 1 Step Rates		
<u>Delivery and Supply</u>					
10.0%	15.04	\$25.59	\$25.96	\$0.37	1.4%
20.0%	33.73	\$50.88	\$51.39	\$0.52	1.0%
30.0%	46.08	\$67.58	\$68.19	\$0.61	0.9%
40.0%	57.87	\$83.34	\$84.04	\$0.70	0.8%
50.0%	69.48	\$98.79	\$99.57	\$0.78	0.8%
60.0%	81.67	\$115.02	\$115.88	\$0.86	0.8%
70.0%	96.50	\$134.74	\$135.71	\$0.97	0.7%
80.0%	115.53	\$160.06	\$161.16	\$1.10	0.7%
90.0%	145.81	\$200.33	\$201.64	\$1.31	0.7%
100.0%	215.50	\$293.05	\$294.84	\$1.79	0.6%
<u>Distribution Only</u>					
10.0%	15.04	\$7.78	\$8.15	\$0.37	4.7%
20.0%	33.73	\$10.93	\$11.45	\$0.52	4.7%
30.0%	46.08	\$13.02	\$13.63	\$0.61	4.7%
40.0%	57.87	\$14.83	\$15.53	\$0.70	4.7%
50.0%	69.48	\$16.52	\$17.30	\$0.78	4.7%
60.0%	81.67	\$18.31	\$19.17	\$0.86	4.7%
70.0%	96.50	\$20.48	\$21.44	\$0.97	4.7%
80.0%	115.53	\$23.26	\$24.36	\$1.10	4.7%
90.0%	145.81	\$27.69	\$29.00	\$1.31	4.7%
100.0%	215.50	\$37.89	\$39.68	\$1.79	4.7%

May 1 Proposed Rates

Customer Charge (\$/customer)	\$5.25 (1)
Distribution Charge - First 50 therms (\$/thm)	\$0.1685 (1)
Distribution Charge - Excess 50 therms (\$/thm)	\$0.1463 (1)
LDAC (\$/thm)	\$0.0496 (2)
COG (\$/thm)	\$1.1345 (3)

May 1 Proposed Rates with Step Adjustment

Customer Charge (\$/customer)	\$5.50 (4)
Distribution Charge - First 50 therms (\$/thm)	\$0.1764 (4)
Distribution Charge - Excess 50 therms (\$/thm)	\$0.1532 (4)
LDAC (\$/thm)	\$0.0496 (2)
COG (\$/thm)	\$1.1345 (3)

- (1) Seasonal rates at initial filing  
 (2) Rates at initial filing including effect of other proposed rate changes  
 (3) 6 month average seasonal COG at initial filing adjusted for changes due to rate proposal  
 (4) Proposed May 1 rates including step adjustment

Northern Utilities - NH Division  
 Residential Low Income Heating Customer - R10  
 May 1, 2012 Step Rates versus May 1 Proposed Rates  
 Summer

Cumulative Percentage of Bills	Average Monthly Usage (Therms)	Monthly Bills		\$ Difference	% Difference
		@ May 1 Rates	Monthly Bills @ May 1 Step Rates		
<u>Delivery and Supply</u>					
10.0%	0.29	\$5.52	\$5.77	\$0.25	4.6%
20.0%	4.90	\$9.74	\$10.03	\$0.29	3.0%
30.0%	8.99	\$13.50	\$13.82	\$0.32	2.4%
40.0%	12.01	\$16.27	\$16.61	\$0.34	2.1%
50.0%	14.80	\$18.82	\$19.19	\$0.37	1.9%
60.0%	17.72	\$21.50	\$21.89	\$0.39	1.8%
70.0%	21.17	\$24.66	\$25.08	\$0.42	1.7%
80.0%	25.61	\$28.73	\$29.19	\$0.45	1.6%
90.0%	33.09	\$35.59	\$36.10	\$0.51	1.4%
100.0%	57.60	\$58.07	\$58.78	\$0.71	1.2%
<u>Distribution Only</u>					
10.0%	0.29	\$5.30	\$5.55	\$0.25	4.8%
20.0%	4.90	\$6.08	\$6.36	\$0.29	4.8%
30.0%	8.99	\$6.77	\$7.09	\$0.32	4.7%
40.0%	12.01	\$7.27	\$7.62	\$0.34	4.7%
50.0%	14.80	\$7.74	\$8.11	\$0.37	4.7%
60.0%	17.72	\$8.24	\$8.63	\$0.39	4.7%
70.0%	21.17	\$8.82	\$9.23	\$0.42	4.7%
80.0%	25.61	\$9.57	\$10.02	\$0.45	4.7%
90.0%	33.09	\$10.83	\$11.34	\$0.51	4.7%
100.0%	57.60	\$14.96	\$15.66	\$0.71	4.7%

May 1 Proposed Rates

Customer Charge (\$/customer)	\$5.25 (1)
Distribution Charge - First 50 therms (\$/thm)	\$0.1685 (1)
Distribution Charge - Excess 50 therms (\$/thm)	\$0.1685 (1)
LDAC (\$/thm)	\$0.0496 (2)
COG (\$/thm)	\$0.6989 (3)

May 1 Proposed Rates with Step Adjustment

Customer Charge (\$/customer)	\$5.50 (4)
Distribution Charge - First 50 therms (\$/thm)	\$0.1764 (4)
Distribution Charge - Excess 50 therms (\$/thm)	\$0.1764 (4)
LDAC (\$/thm)	\$0.0496 (2)
COG (\$/thm)	\$0.6989 (3)

- (1) Seasonal rates at initial filing  
 (2) Rates at initial filing including effect of other proposed rate changes  
 (3) 6 month average seasonal COG at initial filing adjusted for changes due to rate proposal  
 (4) Proposed May 1 rates including step adjustment

Northern Utilities - NH Division  
 Residential Non-Heating Customer - R6  
 May 1, 2012 Step Rates versus May 1 Proposed Rates  
 Winter

Cumulative Percentage of Bills	Average Monthly Usage (Therms)	Monthly Bills		\$ Difference	% Difference
		@ May 1 Rates	Monthly Bills @ May 1 Step Rates		
<u>Delivery and Supply</u>					
10.0%	0.00	\$13.12	\$13.73	\$0.61	4.6%
20.0%	1.54	\$15.42	\$16.06	\$0.63	4.1%
30.0%	4.13	\$19.32	\$19.99	\$0.67	3.5%
40.0%	8.00	\$25.12	\$25.84	\$0.73	2.9%
50.0%	11.69	\$30.64	\$31.42	\$0.78	2.6%
60.0%	15.15	\$35.83	\$36.67	\$0.83	2.3%
70.0%	19.35	\$42.13	\$43.02	\$0.89	2.1%
80.0%	25.16	\$50.83	\$51.81	\$0.98	1.9%
90.0%	37.17	\$68.84	\$69.99	\$1.16	1.7%
100.0%	107.11	\$173.67	\$175.85	\$2.18	1.3%
<u>Distribution Only</u>					
10.0%	0.00	\$13.12	\$13.73	\$0.61	4.6%
20.0%	1.54	\$13.60	\$14.24	\$0.63	4.7%
30.0%	4.13	\$14.42	\$15.09	\$0.67	4.7%
40.0%	8.00	\$15.64	\$16.37	\$0.73	4.7%
50.0%	11.69	\$16.80	\$17.58	\$0.78	4.7%
60.0%	15.15	\$17.89	\$18.72	\$0.83	4.7%
70.0%	19.35	\$19.21	\$20.11	\$0.89	4.7%
80.0%	25.16	\$21.04	\$22.02	\$0.98	4.7%
90.0%	37.17	\$24.82	\$25.98	\$1.16	4.7%
100.0%	107.11	\$46.85	\$49.03	\$2.18	4.7%

May 1 Proposed Rates

Customer Charge (\$/customer)	\$13.12 (1)
Distribution Charge - First 10 therms (\$/thm)	\$0.3149 (1)
Distribution Charge - Excess 10 therms (\$/thm)	\$0.3149 (1)
LDAC (\$/thm)	\$0.0496 (2)
COG (\$/thm)	\$1.1345 (3)

May 1 Proposed Rates with Step Adjustment

Customer Charge (\$/customer)	\$13.73 (4)
Distribution Charge - First 10 therms (\$/thm)	\$0.3296 (4)
Distribution Charge - Excess 10 therms (\$/thm)	\$0.3296 (4)
LDAC (\$/thm)	\$0.0496 (2)
COG (\$/thm)	\$1.1345 (3)

- (1) Seasonal rates at initial filing  
 (2) Rates at initial filing including effect of other proposed rate changes  
 (3) 6 month average seasonal COG at initial filing adjusted for changes due to rate proposal  
 (4) Proposed May 1 rates including step adjustment

Northern Utilities - NH Division  
 Residential Non-Heating Customer - R6  
 May 1, 2012 Step Rates versus May 1 Proposed Rates  
 Summer

Cumulative Percentage of Bills	Average Monthly Usage (Therms)	Monthly Bills		\$ Difference	% Difference
		@ May 1 Rates	Monthly Bills @ May 1 Step Rates		
<u>Delivery and Supply</u>					
10.0%	0.19	\$13.32	\$13.93	\$0.61	4.6%
20.0%	1.45	\$14.66	\$15.29	\$0.63	4.3%
30.0%	3.48	\$16.82	\$17.48	\$0.66	3.9%
40.0%	5.98	\$19.47	\$20.17	\$0.70	3.6%
50.0%	8.26	\$21.90	\$22.63	\$0.73	3.3%
60.0%	10.43	\$24.22	\$24.98	\$0.76	3.2%
70.0%	12.70	\$26.62	\$27.42	\$0.80	3.0%
80.0%	15.56	\$29.66	\$30.50	\$0.84	2.8%
90.0%	19.72	\$34.09	\$34.99	\$0.90	2.6%
100.0%	38.28	\$53.83	\$55.00	\$1.17	2.2%
<u>Distribution Only</u>					
10.0%	0.19	\$13.18	\$13.79	\$0.61	4.6%
20.0%	1.45	\$13.58	\$14.21	\$0.63	4.7%
30.0%	3.48	\$14.22	\$14.88	\$0.66	4.7%
40.0%	5.98	\$15.00	\$15.70	\$0.70	4.7%
50.0%	8.26	\$15.72	\$16.45	\$0.73	4.7%
60.0%	10.43	\$16.41	\$17.17	\$0.76	4.7%
70.0%	12.70	\$17.12	\$17.91	\$0.80	4.7%
80.0%	15.56	\$18.02	\$18.86	\$0.84	4.7%
90.0%	19.72	\$19.33	\$20.23	\$0.90	4.7%
100.0%	38.28	\$25.17	\$26.35	\$1.17	4.7%

May 1 Proposed Rates

Customer Charge (\$/customer)	\$13.12 (1)
Distribution Charge - First 10 therms (\$/thm)	\$0.3149 (1)
Distribution Charge - Excess 10 therms (\$/thm)	\$0.3149 (1)
LDAC (\$/thm)	\$0.0496 (2)
COG (\$/thm)	\$0.6989 (3)

May 1 Proposed Rates with Step Adjustment

Customer Charge (\$/customer)	\$13.73 (4)
Distribution Charge - First 10 therms (\$/thm)	\$0.3296 (4)
Distribution Charge - Excess 10 therms (\$/thm)	\$0.3296 (4)
LDAC (\$/thm)	\$0.0496 (2)
COG (\$/thm)	\$0.6989 (3)

- (1) Seasonal rates at initial filing  
 (2) Rates at initial filing including effect of other proposed rate changes  
 (3) 6 month average seasonal COG at initial filing adjusted for changes due to rate proposal  
 (4) Proposed May 1 rates including step adjustment

Northern Utilities - NH Division  
 Residential Low Income Non-Heating Customer - R11  
 May 1, 2012 Step Rates versus May 1 Proposed Rates  
 Winter

Cumulative Percentage of Bills	Average Monthly Usage (Therms)	Monthly Bills		\$ Difference	% Difference
		@ May 1 Rates	Monthly Bills @ May 1 Step Rates		
<u>Delivery and Supply</u>					
10.3%	0.59	\$10.36	\$10.82	\$0.46	4.4%
19.9%	4.17	\$15.46	\$15.95	\$0.50	3.2%
30.1%	8.39	\$21.46	\$22.01	\$0.54	2.5%
39.7%	11.24	\$25.52	\$26.09	\$0.58	2.3%
50.0%	14.77	\$30.54	\$31.15	\$0.62	2.0%
60.3%	18.02	\$35.16	\$35.82	\$0.65	1.9%
69.9%	21.31	\$39.85	\$40.53	\$0.69	1.7%
80.1%	30.10	\$52.36	\$53.14	\$0.79	1.5%
89.7%	43.57	\$71.51	\$72.45	\$0.94	1.3%
100.0%	134.86	\$201.41	\$203.37	\$1.96	1.0%
<u>Distribution Only</u>					
10.3%	0.59	\$9.67	\$10.13	\$0.46	4.7%
19.9%	4.17	\$10.52	\$11.02	\$0.50	4.7%
30.1%	8.39	\$11.53	\$12.08	\$0.54	4.7%
39.7%	11.24	\$12.21	\$12.79	\$0.58	4.7%
50.0%	14.77	\$13.05	\$13.67	\$0.62	4.7%
60.3%	18.02	\$13.83	\$14.48	\$0.65	4.7%
69.9%	21.31	\$14.62	\$15.30	\$0.69	4.7%
80.1%	30.10	\$16.72	\$17.50	\$0.79	4.7%
89.7%	43.57	\$19.93	\$20.87	\$0.94	4.7%
100.0%	134.86	\$41.72	\$43.68	\$1.96	4.7%

May 1 Proposed Rates

Customer Charge (\$/customer)	\$9.53 (1)
Distribution Charge - First 10 therms (\$/thm)	\$0.2387 (1)
Distribution Charge - Excess 10 therms (\$/thm)	\$0.2387 (1)
LDAC (\$/thm)	\$0.0496 (2)
COG (\$/thm)	\$1.1345 (3)

May 1 Proposed Rates with Step Adjustment

Customer Charge (\$/customer)	\$9.98 (4)
Distribution Charge - First 10 therms (\$/thm)	\$0.2499 (4)
Distribution Charge - Excess 10 therms (\$/thm)	\$0.2499 (4)
LDAC (\$/thm)	\$0.0496 (2)
COG (\$/thm)	\$1.1345 (3)

- (1) Seasonal rates at initial filing  
 (2) Rates at initial filing including effect of other proposed rate changes  
 (3) 6 month average seasonal COG at initial filing adjusted for changes due to rate proposal  
 (4) Proposed May 1 rates including step adjustment

Northern Utilities - NH Division  
 Residential Low Income Non-Heating Customer - R11  
 May 1, 2012 Step Rates versus May 1 Proposed Rates  
 Summer

Cumulative Percentage of Bills	Average Monthly Usage (Therms)	Monthly Bills		\$ Difference	% Difference
		@ May 1 Rates	Monthly Bills @ May 1 Step Rates		
<u>Delivery and Supply</u>					
9.8%	0.43	\$9.95	\$10.41	\$0.45	4.6%
20.2%	3.63	\$13.11	\$13.60	\$0.49	3.7%
30.1%	6.34	\$15.79	\$16.31	\$0.52	3.3%
39.9%	7.87	\$17.30	\$17.84	\$0.54	3.1%
50.3%	9.22	\$18.63	\$19.19	\$0.55	3.0%
60.1%	11.41	\$20.79	\$21.37	\$0.58	2.8%
69.9%	13.00	\$22.36	\$22.96	\$0.60	2.7%
79.8%	14.83	\$24.17	\$24.79	\$0.62	2.5%
90.2%	18.16	\$27.46	\$28.11	\$0.65	2.4%
100.0%	35.14	\$44.22	\$45.06	\$0.84	1.9%
<u>Distribution Only</u>					
9.8%	0.43	\$9.63	\$10.09	\$0.45	4.7%
20.2%	3.63	\$10.40	\$10.89	\$0.49	4.7%
30.1%	6.34	\$11.04	\$11.56	\$0.52	4.7%
39.9%	7.87	\$11.41	\$11.95	\$0.54	4.7%
50.3%	9.22	\$11.73	\$12.28	\$0.55	4.7%
60.1%	11.41	\$12.25	\$12.83	\$0.58	4.7%
69.9%	13.00	\$12.63	\$13.23	\$0.60	4.7%
79.8%	14.83	\$13.07	\$13.69	\$0.62	4.7%
90.2%	18.16	\$13.87	\$14.52	\$0.65	4.7%
100.0%	35.14	\$17.92	\$18.76	\$0.84	4.7%

May 1 Proposed Rates

Customer Charge (\$/customer)	\$9.53 (1)
Distribution Charge - First 10 therms (\$/thm)	\$0.2387 (1)
Distribution Charge - Excess 10 therms (\$/thm)	\$0.2387 (1)
LDAC (\$/thm)	\$0.0496 (2)
COG (\$/thm)	\$0.6989 (3)

May 1 Proposed Rates with Step Adjustment

Customer Charge (\$/customer)	\$9.98 (4)
Distribution Charge - First 10 therms (\$/thm)	\$0.2499 (4)
Distribution Charge - Excess 10 therms (\$/thm)	\$0.2499 (4)
LDAC (\$/thm)	\$0.0496 (2)
COG (\$/thm)	\$0.6989 (3)

- (1) Seasonal rates at initial filing  
 (2) Rates at initial filing including effect of other proposed rate changes  
 (3) 6 month average seasonal COG at initial filing adjusted for changes due to rate proposal  
 (4) Proposed May 1 rates including step adjustment



Northern Utilities - NH Division  
 General Service - Low Annual, High Winter Use - G40  
 May 1, 2012 Step Rates versus May 1 Proposed Rates  
 Winter

Cumulative Percentage of Bills	Average Monthly Usage (Therms)	Monthly Bills		\$ Difference	% Difference
		@ May 1 Rates	Monthly Bills @ May 1 Step Rates		
<u>Delivery and Supply</u>					
10.0%	2.50	\$33.61	\$35.04	\$1.43	4.3%
20.0%	21.84	\$61.57	\$63.24	\$1.66	2.7%
30.0%	48.42	\$100.00	\$101.99	\$1.99	2.0%
40.0%	79.84	\$145.21	\$147.57	\$2.36	1.6%
50.0%	119.64	\$200.94	\$203.70	\$2.75	1.4%
60.0%	170.25	\$271.82	\$275.08	\$3.26	1.2%
70.0%	237.89	\$366.54	\$370.47	\$3.94	1.1%
80.0%	336.45	\$504.55	\$509.47	\$4.92	1.0%
90.0%	499.47	\$732.84	\$739.39	\$6.55	0.9%
100.0%	1,072.72	\$1,535.59	\$1,547.88	\$12.28	0.8%
<u>Distribution Only</u>					
10.0%	2.50	\$30.64	\$32.07	\$1.43	4.7%
20.0%	21.84	\$35.63	\$37.30	\$1.66	4.7%
30.0%	48.42	\$42.49	\$44.48	\$1.99	4.7%
40.0%	79.84	\$50.38	\$52.74	\$2.36	4.7%
50.0%	119.64	\$58.84	\$61.59	\$2.75	4.7%
60.0%	170.25	\$69.60	\$72.86	\$3.26	4.7%
70.0%	237.89	\$83.98	\$87.92	\$3.94	4.7%
80.0%	336.45	\$104.93	\$109.86	\$4.92	4.7%
90.0%	499.47	\$139.59	\$146.14	\$6.55	4.7%
100.0%	1,072.72	\$261.47	\$273.75	\$12.28	4.7%

May 1 Proposed Rates

Customer Charge (\$/customer)	\$30.00 (1)
Distribution Charge - First 75 therms (\$/thm)	\$0.2580 (1)
Distribution Charge - First 75 therms (\$/thm)	\$0.2126 (1)
LDAC (\$/thm)	\$0.0289 (2)
COG (\$/thm)	\$1.1589 (3)

May 1 Proposed Rates with Step Adjustment

Customer Charge (\$/customer)	\$31.40 (4)
Distribution Charge - First 75 therms (\$/thm)	\$0.2701 (4)
Distribution Charge - First 75 therms (\$/thm)	\$0.2226 (4)
LDAC (\$/thm)	\$0.0289 (2)
COG (\$/thm)	\$1.1589 (3)

- (1) Seasonal rates at initial filing  
 (2) Rates at initial filing including effect of other proposed rate changes  
 (3) 6 month average seasonal COG at initial filing adjusted for changes due to rate proposal  
 (4) Proposed May 1 rates including step adjustment

Northern Utilities - NH Division  
 General Service - Low Annual, High Winter Use - G40  
 May 1, 2012 Step Rates versus May 1 Proposed Rates  
 Summer

Cumulative Percentage of Bills	Average Monthly Usage (Therms)	Monthly Bills		\$ Difference	% Difference
		@ May 1 Rates	Monthly Bills @ May 1 Step Rates		
<u>Delivery and Supply</u>					
10.0%	0.00	\$30.00	\$31.40	\$1.40	4.7%
20.0%	0.00	\$30.00	\$31.40	\$1.40	4.7%
30.0%	0.00	\$30.00	\$31.40	\$1.40	4.7%
40.0%	1.03	\$31.05	\$32.47	\$1.41	4.5%
50.0%	5.11	\$35.22	\$36.68	\$1.46	4.2%
60.0%	9.83	\$40.05	\$41.56	\$1.52	3.8%
70.0%	19.03	\$49.44	\$51.07	\$1.63	3.3%
80.0%	37.11	\$67.92	\$69.77	\$1.85	2.7%
90.0%	75.05	\$106.68	\$108.99	\$2.31	2.2%
100.0%	268.19	\$295.26	\$299.50	\$4.24	1.4%
<u>Distribution Only</u>					
10.0%	0.00	\$30.00	\$31.40	\$1.40	4.7%
20.0%	0.00	\$30.00	\$31.40	\$1.40	4.7%
30.0%	0.00	\$30.00	\$31.40	\$1.40	4.7%
40.0%	1.03	\$30.27	\$31.68	\$1.41	4.7%
50.0%	5.11	\$31.32	\$32.78	\$1.46	4.7%
60.0%	9.83	\$32.54	\$34.06	\$1.52	4.7%
70.0%	19.03	\$34.91	\$36.54	\$1.63	4.7%
80.0%	37.11	\$39.58	\$41.42	\$1.85	4.7%
90.0%	75.05	\$49.36	\$51.67	\$2.31	4.7%
100.0%	268.19	\$90.42	\$94.66	\$4.24	4.7%

May 1 Proposed Rates

Customer Charge (\$/customer)	\$30.00 (1)
Distribution Charge - First 75 therms (\$/thm)	\$0.2580 (1)
Distribution Charge - First 75 therms (\$/thm)	\$0.2126 (1)
LDAC (\$/thm)	\$0.0289 (2)
COG (\$/thm)	\$0.7349 (3)

May 1 Proposed Rates with Step Adjustment

Customer Charge (\$/customer)	\$31.40 (4)
Distribution Charge - First 75 therms (\$/thm)	\$0.2701 (4)
Distribution Charge - First 75 therms (\$/thm)	\$0.2226 (4)
LDAC (\$/thm)	\$0.0289 (2)
COG (\$/thm)	\$0.7349 (3)

- (1) Seasonal rates at initial filing  
 (2) Rates at initial filing including effect of other proposed rate changes  
 (3) 6 month average seasonal COG at initial filing adjusted for changes due to rate proposal  
 (4) Proposed May 1 rates including step adjustment

Northern Utilities - NH Division  
 General Service - Low Annual, Low Winter Use - G50  
 May 1, 2012 Step Rates versus May 1 Proposed Rates  
 Winter

Cumulative Percentage of Bills	Average Monthly Usage (Therms)	Monthly Bills		\$ Difference	% Difference
		@ May 1 Rates	Monthly Bills @ May 1 Step Rates		
<u>Delivery and Supply</u>					
10.0%	0.00	\$30.00	\$31.40	\$1.40	4.7%
20.0%	2.44	\$33.15	\$34.58	\$1.43	4.3%
30.0%	9.98	\$42.91	\$44.43	\$1.52	3.5%
40.0%	24.16	\$61.23	\$62.92	\$1.69	2.8%
50.0%	48.29	\$92.43	\$94.41	\$1.98	2.1%
60.0%	90.99	\$146.91	\$149.38	\$2.47	1.7%
70.0%	173.62	\$249.99	\$253.29	\$3.29	1.3%
80.0%	293.60	\$399.65	\$404.14	\$4.49	1.1%
90.0%	443.36	\$586.47	\$592.46	\$5.99	1.0%
100.0%	1,180.18	\$1,505.62	\$1,518.98	\$13.36	0.9%
<u>Distribution Only</u>					
10.0%	0.00	\$30.00	\$31.40	\$1.40	4.7%
20.0%	2.44	\$30.63	\$32.06	\$1.43	4.7%
30.0%	9.98	\$32.58	\$34.10	\$1.52	4.7%
40.0%	24.16	\$36.23	\$37.92	\$1.69	4.7%
50.0%	48.29	\$42.46	\$44.44	\$1.98	4.7%
60.0%	90.99	\$52.75	\$55.22	\$2.47	4.7%
70.0%	173.62	\$70.32	\$73.61	\$3.29	4.7%
80.0%	293.60	\$95.82	\$100.32	\$4.49	4.7%
90.0%	443.36	\$127.66	\$133.65	\$5.99	4.7%
100.0%	1,180.18	\$284.31	\$297.67	\$13.36	4.7%

May 1 Proposed Rates

Customer Charge (\$/customer)	\$30.00 (1)
Distribution Charge - First 75 therms (\$/thm)	\$0.2580 (1)
Distribution Charge - First 75 therms (\$/thm)	\$0.2126 (1)
LDAC (\$/thm)	\$0.0289 (2)
COG (\$/thm)	\$1.0060 (3)

May 1 Proposed Rates with Step Adjustment

Customer Charge (\$/customer)	\$31.40 (4)
Distribution Charge - First 75 therms (\$/thm)	\$0.2701 (4)
Distribution Charge - First 75 therms (\$/thm)	\$0.2226 (4)
LDAC (\$/thm)	\$0.0289 (2)
COG (\$/thm)	\$1.0060 (3)

- (1) Seasonal rates at initial filing  
 (2) Rates at initial filing including effect of other proposed rate changes  
 (3) 6 month average seasonal COG at initial filing adjusted for changes due to rate proposal  
 (4) Proposed May 1 rates including step adjustment

Northern Utilities - NH Division  
 General Service - Low Annual, Low Winter Use - G50  
 May 1, 2012 Step Rates versus May 1 Proposed Rates  
 Summer

Cumulative Percentage of Bills	Average Monthly Usage (Therms)	Monthly Bills		\$ Difference	% Difference
		@ May 1 Rates	Monthly Bills @ May 1 Step Rates		
<u>Delivery and Supply</u>					
10.0%	0.00	\$30.00	\$31.40	\$1.40	4.7%
20.0%	1.65	\$31.55	\$32.97	\$1.42	4.5%
30.0%	6.81	\$36.39	\$37.87	\$1.48	4.1%
40.0%	14.56	\$43.66	\$45.24	\$1.58	3.6%
50.0%	28.90	\$57.14	\$58.89	\$1.75	3.1%
60.0%	55.95	\$82.53	\$84.60	\$2.08	2.5%
70.0%	115.39	\$136.50	\$139.21	\$2.71	2.0%
80.0%	219.71	\$229.69	\$233.45	\$3.75	1.6%
90.0%	350.57	\$346.60	\$351.67	\$5.06	1.5%
100.0%	651.40	\$615.36	\$623.44	\$8.07	1.3%
<u>Distribution Only</u>					
10.0%	0.00	\$30.00	\$31.40	\$1.40	4.7%
20.0%	1.65	\$30.43	\$31.85	\$1.42	4.7%
30.0%	6.81	\$31.76	\$33.24	\$1.48	4.7%
40.0%	14.56	\$33.76	\$35.33	\$1.58	4.7%
50.0%	28.90	\$37.46	\$39.21	\$1.75	4.7%
60.0%	55.95	\$44.44	\$46.51	\$2.08	4.7%
70.0%	115.39	\$57.94	\$60.65	\$2.71	4.7%
80.0%	219.71	\$80.12	\$83.87	\$3.75	4.7%
90.0%	350.57	\$107.94	\$113.00	\$5.06	4.7%
100.0%	651.40	\$171.89	\$179.96	\$8.07	4.7%

May 1 Proposed Rates

Customer Charge (\$/customer)	\$30.00 (1)
Distribution Charge - First 75 therms (\$/thm)	\$0.2580 (1)
Distribution Charge - First 75 therms (\$/thm)	\$0.2126 (1)
LDAC (\$/thm)	\$0.0289 (2)
COG (\$/thm)	\$0.6519 (3)

May 1 Proposed Rates with Step Adjustment

Customer Charge (\$/customer)	\$31.40 (4)
Distribution Charge - First 75 therms (\$/thm)	\$0.2701 (4)
Distribution Charge - First 75 therms (\$/thm)	\$0.2226 (4)
LDAC (\$/thm)	\$0.0289 (2)
COG (\$/thm)	\$0.6519 (3)

- (1) Seasonal rates at initial filing  
 (2) Rates at initial filing including effect of other proposed rate changes  
 (3) 6 month average seasonal COG at initial filing adjusted for changes due to rate proposal  
 (4) Proposed May 1 rates including step adjustment

Northern Utilities - NH Division  
 General Service - Medium Annual, High Winter Use - G41  
 May 1, 2012 Step Rates versus May 1 Proposed Rates  
 Winter

Cumulative Percentage of Bills	Average Monthly Usage (Therms)	Monthly Bills		\$ Difference	% Difference
		@ May 1 Rates	Monthly Bills @ May 1 Step Rates		
<u>Delivery and Supply</u>					
10.0%	246.52	\$430.28	\$436.71	\$6.43	1.5%
20.0%	671.03	\$1,016.26	\$1,026.51	\$10.25	1.0%
30.0%	988.38	\$1,454.32	\$1,467.42	\$13.11	0.9%
40.0%	1,278.97	\$1,855.42	\$1,871.14	\$15.72	0.8%
50.0%	1,609.40	\$2,311.54	\$2,330.24	\$18.69	0.8%
60.0%	1,972.72	\$2,813.04	\$2,835.00	\$21.96	0.8%
70.0%	2,467.67	\$3,496.24	\$3,522.66	\$26.42	0.8%
80.0%	3,234.20	\$4,554.33	\$4,587.65	\$33.32	0.7%
90.0%	4,656.92	\$6,518.18	\$6,564.30	\$46.12	0.7%
100.0%	8,340.44	\$11,602.72	\$11,682.00	\$79.27	0.7%
<u>Distribution Only</u>					
10.0%	246.52	\$137.48	\$143.91	\$6.43	4.7%
20.0%	671.03	\$219.24	\$229.49	\$10.25	4.7%
30.0%	988.38	\$280.36	\$293.47	\$13.11	4.7%
40.0%	1,278.97	\$336.33	\$352.05	\$15.72	4.7%
50.0%	1,609.40	\$399.97	\$418.67	\$18.69	4.7%
60.0%	1,972.72	\$469.95	\$491.91	\$21.96	4.7%
70.0%	2,467.67	\$565.27	\$591.69	\$26.42	4.7%
80.0%	3,234.20	\$712.91	\$746.23	\$33.32	4.7%
90.0%	4,656.92	\$986.92	\$1,033.04	\$46.12	4.7%
100.0%	8,340.44	\$1,696.37	\$1,775.64	\$79.27	4.7%

May 1 Proposed Rates

Customer Charge (\$/customer)	\$90.00 (1)
Distribution Charge - All therms (\$/thm)	\$0.1926 (1)
LDAC (\$/thm)	\$0.0289 (2)
COG (\$/thm)	\$1.1589 (3)

May 1 Proposed Rates with Step Adjustment

Customer Charge (\$/customer)	\$94.21 (4)
Distribution Charge - All therms (\$/thm)	\$0.2016 (4)
LDAC (\$/thm)	\$0.0289 (2)
COG (\$/thm)	\$1.1589 (3)

- (1) Seasonal rates at initial filing  
 (2) Rates at initial filing including effect of other proposed rate changes  
 (3) 6 month average seasonal COG at initial filing adjusted for changes due to rate proposal  
 (4) Proposed May 1 rates including step adjustment

Northern Utilities - NH Division  
 General Service - Medium Annual, High Winter Use - G41  
 May 1, 2012 Step Rates versus May 1 Proposed Rates  
 Summer

Cumulative Percentage of Bills	Average Monthly Usage (Therms)	Monthly Bills		\$ Difference	% Difference
		@ May 1 Rates	Monthly Bills @ May 1 Step Rates		
<u>Delivery and Supply</u>					
10.0%	0.02	\$90.01	\$94.22	\$4.21	4.7%
20.0%	6.93	\$96.33	\$100.59	\$4.26	4.4%
30.0%	35.48	\$122.38	\$126.84	\$4.46	3.6%
40.0%	102.50	\$183.53	\$188.46	\$4.93	2.7%
50.0%	199.62	\$272.15	\$277.76	\$5.61	2.1%
60.0%	324.15	\$385.78	\$392.26	\$6.48	1.7%
70.0%	484.16	\$531.80	\$539.40	\$7.60	1.4%
80.0%	718.63	\$745.75	\$754.99	\$9.24	1.2%
90.0%	1,144.72	\$1,134.56	\$1,146.78	\$12.22	1.1%
100.0%	2,783.39	\$2,629.84	\$2,653.54	\$23.69	0.9%
<u>Distribution Only</u>					
10.0%	0.02	\$90.00	\$94.21	\$4.21	4.7%
20.0%	6.93	\$91.03	\$95.29	\$4.26	4.7%
30.0%	35.48	\$95.28	\$99.73	\$4.46	4.7%
40.0%	102.50	\$105.24	\$110.17	\$4.93	4.7%
50.0%	199.62	\$119.68	\$125.29	\$5.61	4.7%
60.0%	324.15	\$138.20	\$144.68	\$6.48	4.7%
70.0%	484.16	\$161.99	\$169.59	\$7.60	4.7%
80.0%	718.63	\$196.86	\$206.10	\$9.24	4.7%
90.0%	1,144.72	\$260.22	\$272.44	\$12.22	4.7%
100.0%	2,783.39	\$503.89	\$527.58	\$23.69	4.7%

May 1 Proposed Rates

Customer Charge (\$/customer)	\$90.00 (1)
Distribution Charge - All therms (\$/thm)	\$0.1487 (1)
LDAC (\$/thm)	\$0.0289 (2)
COG (\$/thm)	\$0.7349 (3)

May 1 Proposed Rates with Step Adjustment

Customer Charge (\$/customer)	\$94.21 (4)
Distribution Charge - All therms (\$/thm)	\$0.1557 (4)
LDAC (\$/thm)	\$0.0289 (2)
COG (\$/thm)	\$0.7349 (3)

- (1) Seasonal rates at initial filing  
 (2) Rates at initial filing including effect of other proposed rate changes  
 (3) 6 month average seasonal COG at initial filing adjusted for changes due to rate proposal  
 (4) Proposed May 1 rates including step adjustment

Northern Utilities - NH Division  
 General Service - Medium Annual, Low Winter Use - G51  
 May 1, 2012 Step Rates versus May 1 Proposed Rates  
 Winter

Cumulative Percentage of Bills	Average Monthly Usage (Therms)	Monthly Bills		\$ Difference	% Difference
		@ May 1 Rates	Monthly Bills @ May 1 Step Rates		
<u>Delivery and Supply</u>					
10.0%	218.67	\$354.91	\$360.93	\$6.02	1.7%
20.0%	644.76	\$871.09	\$880.66	\$9.56	1.1%
30.0%	823.14	\$1,087.20	\$1,098.24	\$11.04	1.0%
40.0%	961.94	\$1,255.35	\$1,267.54	\$12.19	1.0%
50.0%	1,121.94	\$1,449.18	\$1,462.70	\$13.52	0.9%
60.0%	1,316.68	\$1,684.50	\$1,699.61	\$15.11	0.9%
70.0%	1,574.14	\$1,987.40	\$2,004.21	\$16.81	0.8%
80.0%	1,993.24	\$2,480.44	\$2,500.02	\$19.58	0.8%
90.0%	2,682.85	\$3,291.74	\$3,315.86	\$24.13	0.7%
100.0%	4,689.09	\$5,651.98	\$5,689.35	\$37.37	0.7%
<u>Distribution Only</u>					
10.0%	218.67	\$128.62	\$134.64	\$6.02	4.7%
20.0%	644.76	\$203.86	\$213.43	\$9.56	4.7%
30.0%	823.14	\$235.37	\$246.41	\$11.04	4.7%
40.0%	961.94	\$259.88	\$272.07	\$12.19	4.7%
50.0%	1,121.94	\$288.14	\$301.66	\$13.52	4.7%
60.0%	1,316.68	\$321.94	\$337.05	\$15.11	4.7%
70.0%	1,574.14	\$358.40	\$375.21	\$16.81	4.7%
80.0%	1,993.24	\$417.74	\$437.32	\$19.58	4.7%
90.0%	2,682.85	\$515.39	\$539.52	\$24.13	4.7%
100.0%	4,689.09	\$799.48	\$836.84	\$37.37	4.7%

May 1 Proposed Rates

Customer Charge (\$/customer)	\$90.00 (1)
Distribution Charge - First 1,300 therms (\$/thm)	\$0.1766 (1)
Distribution Charge - Excess 1,300 therms (\$/thm)	\$0.1416 (1)
LDAC (\$/thm)	\$0.0289 (2)
COG (\$/thm)	\$1.0060 (3)

May 1 Proposed Rates with Step Adjustment

Customer Charge (\$/customer)	\$94.21 (4)
Distribution Charge - First 1,300 therms (\$/thm)	\$0.1849 (4)
Distribution Charge - Excess 1,300 therms (\$/thm)	\$0.1482 (4)
LDAC (\$/thm)	\$0.0289 (2)
COG (\$/thm)	\$1.0060 (3)

- (1) Seasonal rates at initial filing  
 (2) Rates at initial filing including effect of other proposed rate changes  
 (3) 6 month average seasonal COG at initial filing adjusted for changes due to rate proposal  
 (4) Proposed May 1 rates including step adjustment

Northern Utilities - NH Division  
 General Service - Medium Annual, Low Winter Use - G51  
 May 1, 2012 Step Rates versus May 1 Proposed Rates  
 Summer

Cumulative Percentage of Bills	Average Monthly Usage (Therms)	Monthly Bills		\$ Difference	% Difference
		@ May 1 Rates	Monthly Bills @ May 1 Step Rates		
<u>Delivery and Supply</u>					
10.0%	67.77	\$144.72	\$149.33	\$4.61	3.2%
20.0%	446.29	\$450.33	\$457.18	\$6.84	1.5%
30.0%	611.82	\$583.99	\$591.80	\$7.82	1.3%
40.0%	710.72	\$663.83	\$672.24	\$8.40	1.3%
50.0%	814.00	\$747.22	\$756.23	\$9.01	1.2%
60.0%	937.02	\$846.55	\$856.28	\$9.74	1.2%
70.0%	1,109.88	\$982.82	\$993.42	\$10.60	1.1%
80.0%	1,355.12	\$1,173.47	\$1,185.18	\$11.71	1.0%
90.0%	1,721.03	\$1,457.93	\$1,471.28	\$13.35	0.9%
100.0%	3,081.34	\$2,515.44	\$2,534.91	\$19.48	0.8%
<u>Distribution Only</u>					
10.0%	67.77	\$98.58	\$103.19	\$4.61	4.7%
20.0%	446.29	\$146.50	\$153.34	\$6.84	4.7%
30.0%	611.82	\$167.46	\$175.28	\$7.82	4.7%
40.0%	710.72	\$179.98	\$188.38	\$8.40	4.7%
50.0%	814.00	\$193.05	\$202.06	\$9.01	4.7%
60.0%	937.02	\$208.63	\$218.36	\$9.74	4.7%
70.0%	1,109.88	\$227.21	\$237.82	\$10.60	4.7%
80.0%	1,355.12	\$250.90	\$262.61	\$11.71	4.7%
90.0%	1,721.03	\$286.25	\$299.61	\$13.35	4.7%
100.0%	3,081.34	\$417.66	\$437.13	\$19.48	4.7%

May 1 Proposed Rates

Customer Charge (\$/customer)	\$90.00 (1)
Distribution Charge - First 1,000 therms (\$/thm)	\$0.1266 (1)
Distribution Charge - Excess 1,000 therms (\$/thm)	\$0.0966 (1)
LDAC (\$/thm)	\$0.0289 (2)
COG (\$/thm)	\$0.6519 (3)

May 1 Proposed Rates with Step Adjustment

Customer Charge (\$/customer)	\$94.21 (4)
Distribution Charge - First 1,000 therms (\$/thm)	\$0.1325 (4)
Distribution Charge - Excess 1,000 therms (\$/thm)	\$0.1011 (4)
LDAC (\$/thm)	\$0.0289 (2)
COG (\$/thm)	\$0.6519 (3)

- (1) Seasonal rates at initial filing  
 (2) Rates at initial filing including effect of other proposed rate changes  
 (3) 6 month average seasonal COG at initial filing adjusted for changes due to rate proposal  
 (4) Proposed May 1 rates including step adjustment



Northern Utilities - NH Division  
 General Service - High Annual, High Winter Use - G42  
 May 1, 2012 Step Rates versus May 1 Proposed Rates  
 Winter

Cumulative Percentage of Bills	Average Monthly Usage (Therms)	Monthly Bills		\$ Difference	% Difference
		@ May 1 Rates	Monthly Bills @ May 1 Step Rates		
<u>Delivery and Supply</u>					
9.8%	278.68	\$682.48	\$698.92	\$16.45	2.4%
20.2%	2,824.49	\$4,176.48	\$4,214.82	\$38.34	0.9%
30.1%	5,297.10	\$7,570.01	\$7,629.61	\$59.61	0.8%
39.9%	8,003.36	\$11,284.21	\$11,367.08	\$82.88	0.7%
50.3%	10,306.33	\$14,444.92	\$14,547.60	\$102.68	0.7%
60.1%	12,102.22	\$16,909.69	\$17,027.82	\$118.13	0.7%
69.9%	14,613.38	\$20,356.13	\$20,495.86	\$139.73	0.7%
79.8%	17,984.75	\$24,983.17	\$25,151.89	\$168.72	0.7%
90.2%	27,649.07	\$38,246.97	\$38,498.80	\$251.83	0.7%
100.0%	112,123.29	\$154,183.61	\$155,161.93	\$978.31	0.6%
<u>Distribution Only</u>					
9.8%	278.68	\$351.47	\$367.92	\$16.45	4.7%
20.2%	2,824.49	\$821.68	\$860.02	\$38.34	4.7%
30.1%	5,297.10	\$1,278.37	\$1,337.98	\$59.61	4.7%
39.9%	8,003.36	\$1,778.22	\$1,861.10	\$82.88	4.7%
50.3%	10,306.33	\$2,203.58	\$2,306.26	\$102.68	4.7%
60.1%	12,102.22	\$2,535.28	\$2,653.41	\$118.13	4.7%
69.9%	14,613.38	\$2,999.09	\$3,138.82	\$139.73	4.7%
79.8%	17,984.75	\$3,621.78	\$3,790.50	\$168.72	4.7%
90.2%	27,649.07	\$5,406.78	\$5,658.62	\$251.83	4.7%
100.0%	112,123.29	\$21,009.17	\$21,987.48	\$978.31	4.7%

May 1 Proposed Rates

Customer Charge (\$/customer)	\$300.00 (1)
Distribution Charge - All therms (\$/thm)	\$0.1847 (1)
LDAC (\$/thm)	\$0.0289 (2)
COG (\$/thm)	\$1.1589 (3)

May 1 Proposed Rates with Step Adjustment

Customer Charge (\$/customer)	\$314.05 (4)
Distribution Charge - All therms (\$/thm)	\$0.1933 (4)
LDAC (\$/thm)	\$0.0289 (2)
COG (\$/thm)	\$1.1589 (3)

- (1) Seasonal rates at initial filing
- (2) Rates at initial filing including effect of other proposed rate changes
- (3) 6 month average seasonal COG at initial filing adjusted for changes due to rate proposal
- (4) Proposed May 1 rates including step adjustment

Northern Utilities - NH Division  
 General Service - High Annual, High Winter Use - G42  
 May 1, 2012 Step Rates versus May 1 Proposed Rates  
 Summer

Cumulative Percentage of Bills	Average Monthly Usage (Therms)	Monthly Bills		\$ Difference	% Difference
		@ May 1 Rates	Monthly Bills @ May 1 Step Rates		
<u>Delivery and Supply</u>					
9.8%	0.00	\$300.00	\$314.05	\$14.05	4.7%
20.1%	9.16	\$308.05	\$322.15	\$14.10	4.6%
29.9%	137.47	\$420.75	\$435.54	\$14.79	3.5%
40.2%	508.03	\$746.26	\$763.05	\$16.79	2.3%
50.0%	1,007.17	\$1,184.70	\$1,204.19	\$19.49	1.6%
59.8%	2,063.86	\$2,112.90	\$2,138.09	\$25.19	1.2%
70.1%	3,570.66	\$3,436.47	\$3,469.80	\$33.33	1.0%
79.9%	5,250.46	\$4,912.01	\$4,954.41	\$42.40	0.9%
90.2%	7,665.82	\$7,033.66	\$7,089.10	\$55.45	0.8%
100.0%	58,344.99	\$51,550.24	\$51,879.35	\$329.11	0.6%

<u>Distribution Only</u>					
9.8%	0.00	\$300.00	\$314.05	\$14.05	4.7%
20.1%	9.16	\$301.05	\$315.15	\$14.10	4.7%
29.9%	137.47	\$315.75	\$330.55	\$14.79	4.7%
40.2%	508.03	\$358.22	\$375.01	\$16.79	4.7%
50.0%	1,007.17	\$415.42	\$434.91	\$19.49	4.7%
59.8%	2,063.86	\$536.52	\$561.71	\$25.19	4.7%
70.1%	3,570.66	\$709.20	\$742.53	\$33.33	4.7%
79.9%	5,250.46	\$901.70	\$944.11	\$42.40	4.7%
90.2%	7,665.82	\$1,178.50	\$1,233.95	\$55.45	4.7%
100.0%	58,344.99	\$6,986.34	\$7,315.45	\$329.11	4.7%

May 1 Proposed Rates

Customer Charge (\$/customer)	\$300.00 (1)
Distribution Charge - All therms (\$/thm)	\$0.1146 (1)
LDAC (\$/thm)	\$0.0289 (2)
COG (\$/thm)	\$0.7349 (3)

May 1 Proposed Rates with Step Adjustment

Customer Charge (\$/customer)	\$314.05 (4)
Distribution Charge - All therms (\$/thm)	\$0.1200 (4)
LDAC (\$/thm)	\$0.0289 (2)
COG (\$/thm)	\$0.7349 (3)

- (1) Seasonal rates at initial filing  
 (2) Rates at initial filing including effect of other proposed rate changes  
 (3) 6 month average seasonal COG at initial filing adjusted for changes due to rate proposal  
 (4) Proposed May 1 rates including step adjustment

Northern Utilities - NH Division  
 General Service - High Annual, Low Winter Use - G52  
 May 1, 2012 Step Rates versus May 1 Proposed Rates  
 Winter

Cumulative Percentage of Bills	Average Monthly Usage (Therms)	Monthly Bills @ May 1 Rates	Monthly Bills @ May 1 Step Rates	\$ Difference	% Difference
<u>Delivery and Supply</u>					
9.9%	4,719.19	\$5,850.95	\$5,896.15	\$45.20	0.8%
19.8%	9,572.28	\$11,559.40	\$11,636.62	\$77.23	0.7%
30.2%	13,301.50	\$15,945.89	\$16,047.73	\$101.84	0.6%
40.1%	19,132.26	\$22,804.32	\$22,944.65	\$140.32	0.6%
50.0%	23,692.46	\$28,168.25	\$28,338.67	\$170.42	0.6%
59.9%	31,220.30	\$37,022.88	\$37,242.98	\$220.10	0.6%
69.8%	39,944.04	\$47,284.18	\$47,561.86	\$277.68	0.6%
80.2%	49,319.95	\$58,312.59	\$58,652.16	\$339.56	0.6%
90.1%	73,906.46	\$87,232.47	\$87,734.30	\$501.83	0.6%
100.0%	152,638.36	\$179,840.88	\$180,862.34	\$1,021.46	0.6%
<u>Distribution Only</u>					
9.9%	4,719.19	\$967.29	\$1,012.49	\$45.20	4.7%
19.8%	9,572.28	\$1,653.52	\$1,730.75	\$77.23	4.7%
30.2%	13,301.50	\$2,180.83	\$2,282.67	\$101.84	4.7%
40.1%	19,132.26	\$3,005.30	\$3,145.62	\$140.32	4.7%
50.0%	23,692.46	\$3,650.11	\$3,820.53	\$170.42	4.7%
59.9%	31,220.30	\$4,714.55	\$4,934.65	\$220.10	4.7%
69.8%	39,944.04	\$5,948.09	\$6,225.77	\$277.68	4.7%
80.2%	49,319.95	\$7,273.84	\$7,613.40	\$339.56	4.7%
90.1%	73,906.46	\$10,750.37	\$11,252.21	\$501.83	4.7%
100.0%	152,638.36	\$21,883.06	\$22,904.53	\$1,021.46	4.7%

May 1 Proposed Rates

Customer Charge (\$/customer)	\$300.00 (1)
Distribution Charge - All therms (\$/thm)	\$0.1414 (1)
LDAC (\$/thm)	\$0.0289 (2)
COG (\$/thm)	\$1.0060 (3)

May 1 Proposed Rates with Step Adjustment

Customer Charge (\$/customer)	\$314.05 (4)
Distribution Charge - All therms (\$/thm)	\$0.1480 (4)
LDAC (\$/thm)	\$0.0289 (2)
COG (\$/thm)	\$1.0060 (3)

- (1) Seasonal rates at initial filing  
 (2) Rates at initial filing including effect of other proposed rate changes  
 (3) 6 month average seasonal COG at initial filing adjusted for changes due to rate proposal  
 (4) Proposed May 1 rates including step adjustment

Northern Utilities - NH Division  
 General Service - High Annual, Low Winter Use - G52  
 May 1, 2012 Step Rates versus May 1 Proposed Rates  
 Summer

Cumulative Percentage of Bills	Average Monthly Usage (Therms)	Monthly Bills @ May 1 Rates	Monthly Bills @ May 1 Step Rates	\$ Difference	% Difference
<u>Delivery and Supply</u>					
9.9%	1,731.45	\$1,593.56	\$1,612.98	\$19.42	1.2%
19.8%	5,725.72	\$4,577.68	\$4,609.48	\$31.80	0.7%
30.2%	8,791.97	\$6,868.48	\$6,909.78	\$41.31	0.6%
40.1%	14,683.47	\$11,270.02	\$11,329.59	\$59.57	0.5%
50.0%	19,406.36	\$14,798.49	\$14,872.70	\$74.21	0.5%
59.9%	23,372.97	\$17,761.95	\$17,848.45	\$86.51	0.5%
69.8%	26,995.01	\$20,467.97	\$20,565.71	\$97.73	0.5%
80.2%	35,054.90	\$26,489.52	\$26,612.24	\$122.72	0.5%
90.1%	46,322.89	\$34,907.83	\$35,065.48	\$157.65	0.5%
100.0%	90,632.09	\$68,011.23	\$68,306.24	\$295.01	0.4%
<u>Distribution Only</u>					
9.9%	1,731.45	\$414.79	\$434.21	\$19.42	4.7%
19.8%	5,725.72	\$679.62	\$711.41	\$31.80	4.7%
30.2%	8,791.97	\$882.91	\$924.21	\$41.31	4.7%
40.1%	14,683.47	\$1,273.51	\$1,333.08	\$59.57	4.7%
50.0%	19,406.36	\$1,586.64	\$1,660.85	\$74.21	4.7%
59.9%	23,372.97	\$1,849.63	\$1,936.13	\$86.51	4.7%
69.8%	26,995.01	\$2,089.77	\$2,187.50	\$97.73	4.7%
80.2%	35,054.90	\$2,624.14	\$2,746.86	\$122.72	4.7%
90.1%	46,322.89	\$3,371.21	\$3,528.86	\$157.65	4.7%
100.0%	90,632.09	\$6,308.91	\$6,603.92	\$295.01	4.7%
<u>May 1 Proposed Rates</u>			<u>May 1 Proposed Rates with Step Adjustment</u>		
Customer Charge (\$/customer)		\$300.00 (1)	Customer Charge (\$/customer)		
Distribution Charge - All therms (\$/thm)		\$0.0663 (1)	Distribution Charge - All therms (\$/thm)		
LDAC (\$/thm)		\$0.0289 (2)	LDAC (\$/thm)		
COG (\$/thm)		\$0.6519 (3)	COG (\$/thm)		

- (1) Seasonal rates at initial filing  
 (2) Rates at initial filing including effect of other proposed rate changes  
 (3) 6 month average seasonal COG at initial filing adjusted for changes due to rate proposal  
 (4) Proposed May 1 rates including step adjustment