

**In The Matter Of:**  
*DG 12-068*  
*NORTHERN UTILITIES, INC.*

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*HEARING RE: 2012 SUMMER PERIOD COST OF GAS  
ADJUSTMENT*  
*April 19, 2012*

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<p>STATE OF NEW HAMPSHIRE PUBLIC UTILITIES COMMISSION</p> <p>April 19, 2012 - 9:35 a.m. Concord, New Hampshire</p> <p>RE: DG 12-068 NORTHERN UTILITIES, INC. 2012 SUMMER PERIOD COST OF GAS ADJUSTMENT</p> <p>PRESENT: F. Anne Ross, Hearings Examiner Clare E. Howard-Pike - Clerk</p> <p>APPEARANCES:</p> <p>Representing Northern Utilities, Inc. Susan M. Geiger, Esq.</p> <p>Representing PUC Staff: Alexander Speidel, Esq. Robert Wyatt, Gas &amp; Water Division</p> <p>COURT REPORTER: Susan J. Robidas, LCR No. 44</p> <p>{DG 12-068} [04-19-12]</p>	1	
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1	P R O C E E D I N G S	
2	HEARINGS EXAMINER ROSS: Good	
3	morning. My name is Anne Ross. I'm going to	
4	be the hearings examiner. Just a couple of	
5	preliminary matters. And by the way, please	
6	refer to me as "Attorney Ross."	
7	We are going to be testing a	
8	new audio system this morning to see if it	
9	will work as a backup or substitute for our	
10	court reporting service. So, please speak	
11	into the mics and make sure that, you know,	
12	the mics are on. You should hear -- I can	
13	hear right now that my voice is coming over	
14	the system. Hopefully we'll be able to kind	
15	of hear the feedback as well.	
16	This is Northern's summer cost	
17	of gas proceeding. I will be acting as	
18	hearings examiner and filing a	
19	recommendation today based upon the filings	
20	and the testimony presented to the	
21	Commission, and the Commission will act on	
22	that recommendation prior to your requested	
23	effective date of May 1st.	

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<p>1 Do we have any procedural 2 matters before we begin this hearing? 3 MS. GEIGER: Attorney Ross, the 4 only thing I would mention is that the 5 Company has filed its affidavit of 6 publication, as required by the order of 7 notice. That was filed on April 5th. 8 HEARINGS EXAMINER ROSS: Thank 9 you. 10 MS. GEIGER: And in addition to 11 that, there was a motion for protective order 12 and confidential treatment that was filed 13 seeking protective treatment for some of the 14 pages that were submitted with the original 15 filing in Schedule 5-A. So I just wanted to 16 make sure that you were aware of that. 17 HEARINGS EXAMINER ROSS: Thank 18 you. I was aware of the motion. And since 19 we're on that subject, I will be making a 20 recommendation on the motion. Could you just 21 tell me quickly what types of information 22 you're seeking to treat as confidential? 23 MS. GEIGER: Yes. Basically,</p>	<p>1 intervenors? My filing record here 2 indicates no intervention. Is that correct? 3 MS. GEIGER: That's correct. 4 HEARINGS EXAMINER ROSS: So we 5 only have Staff and the Company appearing 6 today. 7 (Exhibit 1 marked for identification.) 8 MS. GEIGER: Correct. 9 HEARINGS EXAMINER ROSS: All 10 right. So I would also suggest that we mark 11 the filing that was made on March 15th by the 12 Company, which includes a number of items -- 13 the motion, tariff pages, a summary, three 14 different prefiled testimonies and 15 schedules -- as Exhibit 1. Do you want to 16 designate the first as the public, and then 17 we'll enter the confidential exhibit as 18 Exhibit 2? Would that be helpful? 19 THE CLERK: Excuse me, 20 Attorney Ross. Just a correction. You had 21 mentioned using the affidavit as Exhibit 1. 22 HEARINGS EXAMINER ROSS: Yes. 23 I'm sorry. I misspoke. I meant Exhibit 2.</p>
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<p>1 the information consists of peaking demand 2 cost estimates, asset management agreement 3 revenues, peaking supply demand cost, 4 transportation and delivery terms and 5 conditions, and liquified natural gas 6 trucking and transportation costs. And these 7 documents contain competitively sensitive 8 commercial information and trade secrets that 9 Northern seeks to keep confidential and that 10 have previously been afforded confidential 11 treatment by the Commission in other cost of 12 gas proceedings. 13 HEARINGS EXAMINER ROSS: Thank 14 you. And I assume there are no objections to 15 the motion for confidential treatment? 16 MR. SPEIDEL: No objections, 17 Attorney Ross. 18 HEARINGS EXAMINER ROSS: Thank 19 you. 20 Okay. Why don't we begin by 21 marking for identification the affidavit of 22 publication as Exhibit 1. 23 And then, again, there are no</p>	<p>1 Thank you. 2 THE CLERK: Two. Okay. 3 HEARINGS EXAMINER ROSS: Are 4 there two versions, a public and -- 5 MS. GEIGER: My understanding 6 is that the confidential information that I 7 just referred to had been submitted with the 8 motion for protective order, and I don't 9 believe we're going to be discussing it in 10 the public session. 11 MR. SPEIDEL: Yes, it's all 12 right to mark it as an exhibit under the new 13 procedure, wherein there's no need to 14 resubmit material. So, just for clarity 15 purposes, we can mark the public version as 16 Exhibit 2, perhaps, and the confidential 17 version as Exhibit 3. 18 HEARINGS EXAMINER ROSS: Okay. 19 Thank you. 20 (Exhibits 2, 3 marked for 21 identification.) 22 Are there any other exhibits 23 that parties are going to want marked for</p>

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<p>1 identification?</p> <p>2 MS. GEIGER: Yes, Attorney</p> <p>3 Ross. The Company made a supplemental filing</p> <p>4 on April 13th, 2012, and we would like to</p> <p>5 have that also marked for identification as</p> <p>6 Exhibit 4.</p> <p>7 HEARINGS EXAMINER ROSS: And</p> <p>8 what was the date of that filing?</p> <p>9 MS. GEIGER: April 13th, 2012.</p> <p>10 HEARINGS EXAMINER ROSS: I have</p> <p>11 one indicated as filed on the 16th. Would</p> <p>12 that be the same?</p> <p>13 MS. GEIGER: It could have</p> <p>14 been. It could have been the 16th. It's</p> <p>15 under a cover letter dated April 13th. I</p> <p>16 just assumed it had been filed that day.</p> <p>17 HEARINGS EXAMINER ROSS: Okay.</p> <p>18 Is there confidential material in that filing</p> <p>19 as well?</p> <p>20 MS. GEIGER: I don't believe</p> <p>21 so.</p> <p>22 HEARINGS EXAMINER ROSS: Okay.</p> <p>23 So that can be marked for identification as</p>	<p>1 that to the clerk and to the hearings</p> <p>2 examiner as well.</p> <p>3 There's also a series of data</p> <p>4 responses dated April 16th. That would be</p> <p>5 marked as Exhibit 6. And then there is one</p> <p>6 additional data response with a cover letter</p> <p>7 dated April 17th, and that would be Exhibit</p> <p>8 7. So I will mark those as such for the</p> <p>9 convenience --</p> <p>10 HEARINGS EXAMINER ROSS: And</p> <p>11 that was April 17th?</p> <p>12 MR. SPEIDEL: Yes, that is</p> <p>13 correct.</p> <p>14 HEARINGS EXAMINER ROSS: And</p> <p>15 you shared -- I mean, the Company knows which</p> <p>16 data requests -- which responses these are?</p> <p>17 MR. SPEIDEL: I believe they</p> <p>18 would know. They should have them on file,</p> <p>19 at least.</p> <p>20 MS. GEIGER: Attorney Ross, I</p> <p>21 just need to confer with Attorney Speidel on</p> <p>22 the April 17th. I think it was filed</p> <p>23 directly by the Company. I did not file it.</p>
Page 10	Page 12
<p>1 Exhibit 4.</p> <p>2 (Exhibit 4 marked for identification.)</p> <p>3 All right. Let's begin by</p> <p>4 taking -- I'm sorry.</p> <p>5 MR. SPEIDEL: If I may,</p> <p>6 Attorney Ross, Staff would also like to mark</p> <p>7 some data requests as additional exhibits.</p> <p>8 HEARINGS EXAMINER ROSS: Oh,</p> <p>9 okay. Hold on a minute. Let me make sure</p> <p>10 I've got a list of what we've done so far.</p> <p>11 You'll have to forgive me, because my report</p> <p>12 is due so quickly, I'm not going to have a</p> <p>13 transcript to refer to, so I have to have</p> <p>14 notes here. Although, maybe I'll have a</p> <p>15 recording.</p> <p>16 THE CLERK: Maybe.</p> <p>17 HEARINGS EXAMINER ROSS: Yes.</p> <p>18 Okay. Go ahead, please.</p> <p>19 MR. SPEIDEL: Okay. There are</p> <p>20 a series of data responses from the Company</p> <p>21 to Staff, with a cover letter dated April 13,</p> <p>22 2012. And I believe that would be marked as</p> <p>23 Exhibit 5, if possible. And I would bring</p>	<p>1 So I want to make sure I have what he's</p> <p>2 talking about.</p> <p>3 MR. SPEIDEL: Okie dokie. I</p> <p>4 can give you a copy. So the 17th is this</p> <p>5 guy. Have you seen this?</p> <p>6 MS. GEIGER: I probably did. I</p> <p>7 just don't have the cover letter.</p> <p>8 MR. SPEIDEL: Here, you can</p> <p>9 just have this.</p> <p>10 MS. GEIGER: Okay. Thank you</p> <p>11 very much. I was just lacking the cover</p> <p>12 letter.</p> <p>13 (Exhibits 5, 6, 7 marked for</p> <p>14 identification.)</p> <p>15 HEARINGS EXAMINER ROSS: All</p> <p>16 right. Any other exhibits that we need to</p> <p>17 identify before we begin?</p> <p>18 MR. SPEIDEL: That will be all,</p> <p>19 thank you.</p> <p>20 HEARINGS EXAMINER ROSS: All</p> <p>21 right. With that, I'm going to suggest that</p> <p>22 we do appearances, and, if you wish to make</p> <p>23 any short opening statement, that you make it</p>

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Page 13	[WITNESS PANEL: CONNEELY WELLS KAHL] Page 15
<p>1 when you appear. And we'll have the Company 2 go first, and then at the end of the hearing 3 we'll have the Company go last with the 4 closing statement. 5 MS. GEIGER: Thank you. I'm 6 Susan Geiger, from the law firm of Orr &amp; 7 Reno. I represent Northern Utilities, Inc. 8 And with me this morning are the witnesses 9 who've prefiled testimony in this case, 10 starting, I guess, at Attorney Ross's 11 immediate right: Joe Conneely, Francis Wells 12 and Christopher Kahl. And also with me at 13 counsel table this morning is George Simmons, 14 all from the Company. 15 MR. SPEIDEL: And this is 16 Alexander Speidel, representing Commission 17 Staff, and I have with me Robert Wyatt of the 18 Gas &amp; Water Division. 19 HEARINGS EXAMINER ROSS: All 20 right. I see that we have witnesses already 21 seated. Maybe the court reporter could swear 22 them in and we'll begin. 23</p>	<p>1 please identify this document? 2 A. (By Mr. Kahl) Yes. That is this summer's 3 cost of gas adjustment filing. 4 Q. And did you assist in preparing that filing? 5 A. (By Mr. Kahl) Yes, I did. 6 Q. And I'd like to show you another document 7 that Attorney Ross has marked for 8 identification as Exhibit No. 4. Do you 9 recognize that document? 10 A. (By Mr. Kahl) Yes, I do. That is the 11 revised summer cost of gas filing which 12 updates the original filing. 13 Q. Okay. 14 A. (By Mr. Kahl) Let me also add that this 15 updated filing reflects NYMEX gas future 16 prices as of April 9th, 2012, as well as 17 other updates, revisions and corrections to 18 the initial filing that were discussed at 19 the technical conference held April 9th in. 20 This docket. 21 HEARINGS EXAMINER ROSS: Mr. 22 Kahl, you could use that microphone. I hate 23 to see you leaning so.</p>
Page 14	[WITNESS PANEL: CONNEELY WELLS KAHL] Page 16
<p>1 (WHEREUPON, JOSEPH F. CONNEELY, 2 FRANCIS X. WELLS AND CHRISTOPHER KAHL 3 were duly sworn and cautioned by the 4 Court Reporter.) 5 JOSEPH F. CONNEELY, SWORN 6 FRANCIS X. WELLS, SWORN 7 CHRISTOPHER KAHL, SWORN 8 DIRECT EXAMINATION 9 BY MS. GEIGER: 10 Q. We'll start with Mr. Kahl. Could you please 11 state your name for the record. 12 A. (By Mr. Kahl) Christopher Kahl. 13 Q. And where are you employed, and what 14 position do you hold? 15 A. I'm a senior regulatory analyst with Unitil 16 Corp. 17 Q. And have you ever testified before the New 18 Hampshire Public Utilities Commission? 19 A. (By Mr. Kahl) Yes. I testified in last 20 winter's cost of gas adjustment. 21 Q. And Mr. Kahl, I'd like to show you the 22 document that Attorney Ross has marked for 23 identification as Exhibit 2. Could you</p>	<p>1 MR. KAHL: Thank you. 2 BY MS. GEIGER: 3 Q. Now, Mr. Kahl, did you prefile testimony in 4 this docket? 5 A. (By Mr. Kahl) In this docket? Yes, I did. 6 Q. And is it your prefiled testimony contained 7 in what's been marked for identification as 8 Exhibit 2 under the tab entitled "Kahl 9 Testimony"? 10 A. (By Mr. Kahl) Yes, it is. 11 Q. And to the best of your knowledge and 12 belief, was your prefiled testimony true and 13 accurate at the time it was filed? 14 A. (By Mr. Kahl) Yes. 15 Q. Do you have any corrections or updates to 16 your prefiled testimony? 17 A. (By Mr. Kahl) Yes. To the extent that my 18 prefiled testimony is inconsistent with the 19 information contained in the revised cost of 20 gas filing that has been marked as 21 Exhibit 4, the revisions in Exhibit 4 take 22 precedence and supersede any conflicting 23 information in my prefiled testimony.</p>

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<p>[WITNESS PANEL: CONNEELY WELLS KAHL] Page 17</p> <p>1 Q. Okay. And subject to the changes that have 2 been -- or would have been necessitated to 3 your prefiled testimony as the result of the 4 revised COG filing that's been marked as 5 Exhibit 4, do you adopt your prefiled 6 testimony under oath today? 7 A. (By Mr. Kahl) Yes, I do. 8 Q. Do you wish to add anything further to your 9 prefiled testimony? 10 A. (By Mr. Kahl) No. 11 Q. Thank you. 12 Mr. Wells, could you please state your 13 name for the record. 14 A. (By Mr. Wells) My name is Francis Wells. 15 Q. Where are you employed, and what position do 16 you hold? 17 A. (By Mr. Wells) I am employed by Unitil 18 Service Corp. I am the manager of gas 19 supply. 20 Q. Did you prepare prefiled testimony for this 21 docket? 22 A. (By Mr. Wells) Yes, I did. 23 Q. And is that prefiled testimony contained</p>	<p>[WITNESS PANEL: CONNEELY WELLS KAHL] Page 19</p> <p>1 Mr. Conneely, could you please state 2 your name for the record. 3 A. (By Mr. Conneely) My name is Joseph 4 Conneely. 5 Q. Where are you employed, and what position do 6 you hold? 7 A. (By Mr. Conneely) I'm employed by Unitil 8 Service Corp. as a senior regulatory 9 analyst. 10 Q. And did you prepare prefiled testimony for 11 this docket? 12 A. (By Mr. Conneely) Yes. 13 Q. And is that prefiled testimony under the tab 14 entitled "Conneely Testimony" in what's been 15 marked as Exhibit 2? 16 A. (By Mr. Conneely) Yes. 17 Q. And to the best of your knowledge and 18 belief, was your prefiled testimony true and 19 accurate at the time it was filed? 20 A. (By Mr. Conneely) Yes. 21 Q. Okay. And do you have any corrections or 22 updates to your prefiled testimony? 23 A. (By Mr. Conneely) Yes, I do. To the extent</p>
<p>[WITNESS PANEL: CONNEELY WELLS KAHL] Page 18</p> <p>1 under the tab entitled "Wells Testimony" in 2 what's been marked as Exhibit 2? 3 A. (By Mr. Wells) Yes. 4 Q. And to the best of your knowledge and 5 belief, was that prefiled testimony true and 6 accurate at the time it was filed? 7 A. (By Mr. Wells) Yes. 8 Q. Do you have any corrections or updates to 9 your prefiled testimony? 10 A. (By Mr. Wells) I did provide some updated 11 schedules that were provided in the updated 12 filing which was marked as Exhibit 4. 13 Q. Okay. And as a result of the updated 14 filing, subject to any changes that might be 15 necessitated to your prefiled testimony as 16 the result of that updated filing, do you 17 adopt your prefiled testimony under oath 18 today? 19 A. (By Mr. Wells) Yes. 20 Q. Okay. Do you have anything further to add 21 to your prefiled testimony? 22 A. (By Mr. Wells) No. 23 Q. Thank you.</p>	<p>[WITNESS PANEL: CONNEELY WELLS KAHL] Page 20</p> <p>1 that my prefiled testimony is inconsistent 2 with the information contained in the cost 3 of gas filing that has been marked as 4 Exhibit 4, revisions in Exhibit 4 take 5 precedence and supercede any conflicting 6 information in my prefiled testimony. 7 Q. Okay. So, subject to any changes to your 8 prefiled testimony that would be 9 necessitated by the updated cost of gas 10 filing, do you adopt that testimony today? 11 A. (By Mr. Conneely) Yes, I do. 12 Q. One additional thing, Mr. Conneely. For 13 Attorney Ross's benefit, could you please 14 provide a brief explanation of the effects 15 of Northern's proposed cost of gas filing on 16 the monthly bill of a typical residential 17 heating customer consuming 50 therms per 18 month? 19 A. (By Mr. Conneely) Yes. Revised Schedule 8 20 provides information that's on Bates Stamp 21 156 of 238. And this page shows the effect 22 of the revised cost of gas on residential 23 customers.</p>

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<p>[WITNESS PANEL: CONNEELY WELLS KAHL] Page 21</p> <p>1 HEARINGS EXAMINER ROSS: Hold</p> <p>2 on a minute. Can you give me one of the</p> <p>3 Exhibits 2 and 3 from the file, just so I</p> <p>4 have them for reference?</p> <p>5 MR. SPEIDEL: Here, we have</p> <p>6 this.</p> <p>7 MS. GEIGER: And this</p> <p>8 actually -- I think the page that Mr.</p> <p>9 Conneely is referring to, it's in Exhibit 4,</p> <p>10 actually.</p> <p>11 HEARINGS EXAMINER ROSS: In</p> <p>12 Exhibit 4?</p> <p>13 MS. GEIGER: Yeah.</p> <p>14 MR. SPEIDEL: So here we have</p> <p>15 the updates. Is there...</p> <p>16 (Off-the-record discussion.)</p> <p>17 HEARINGS EXAMINER ROSS: All</p> <p>18 right. We're going to turn off the audio</p> <p>19 because of the static. We'll have to fiddle</p> <p>20 around with that some other time.</p> <p>21 All right. And we were on</p> <p>22 Exhibit 4.</p> <p>23 MR. CONNEELY: Yeah. Attorney</p>	<p>[WITNESS PANEL: CONNEELY WELLS KAHL] Page 23</p> <p>1 you.</p> <p>2 BY MS. GEIGER:</p> <p>3 Q. And Mr. Conneely, do you have anything</p> <p>4 further to add to your testimony?</p> <p>5 A. (By Mr. Conneely) No.</p> <p>6 MS. GEIGER: Thank you. The</p> <p>7 witnesses are available for</p> <p>8 cross-examination.</p> <p>9 MR. SPEIDEL: Okay. Very good.</p> <p>10 I will provide Attorney Ross with the</p> <p>11 remainder of Exhibit 4's schedule summary so</p> <p>12 that she has it handy in case she wants to</p> <p>13 review it.</p> <p>14 HEARINGS EXAMINER ROSS: Thank</p> <p>15 you.</p> <p>16 CROSS-EXAMINATION</p> <p>17 BY MR. SPEIDEL:</p> <p>18 Q. Let's start from the top. If we can begin</p> <p>19 with Mr. Conneely, would you be able to give</p> <p>20 a quick capsule summary, not in terms of</p> <p>21 bill impacts, but in terms of dollar values,</p> <p>22 of how the proposed 2012 off-peak period</p> <p>23 cost of gas rate, as revised, compares to</p>
<p>[WITNESS PANEL: CONNEELY WELLS KAHL] Page 22</p> <p>1 Ross, it's on Page 156 of 238 of the Bates</p> <p>2 Stamp, and this Schedule 8.</p> <p>3 HEARINGS EXAMINER ROSS: And</p> <p>4 could I ask you a question, only because I</p> <p>5 need to understand as we go. When you say a</p> <p>6 typical customer with 50 therms per month, is</p> <p>7 that the Company's assessment of what a</p> <p>8 summer heating or non-heating customer would</p> <p>9 use? I mean, what customer are we talking</p> <p>10 about here?</p> <p>11 MR. CONNEELY: This is the</p> <p>12 residential heating customer for the summer</p> <p>13 period.</p> <p>14 HEARINGS EXAMINER ROSS: Okay.</p> <p>15 Thanks.</p> <p>16 A. (By Mr. Conneely) And on that Page 156, the</p> <p>17 residential customer using 50 therms monthly</p> <p>18 would expect to see a decrease of \$9.12 in</p> <p>19 their overall monthly bill. This is a</p> <p>20 decrease of 14.2 percent from last summer's</p> <p>21 season's gas bill for the same consumption</p> <p>22 levels.</p> <p>23 HEARINGS EXAMINER ROSS: Thank</p>	<p>[WITNESS PANEL: CONNEELY WELLS KAHL] Page 24</p> <p>1 last year's seasonal average rate?</p> <p>2 A. (By Mr. Conneely) This would be on</p> <p>3 Exhibit 4, and that's Bates Stamp 152 of</p> <p>4 238.</p> <p>5 Q. Okay.</p> <p>6 A. (By Mr. Conneely) Revised Schedule A is the</p> <p>7 tab. And this list of -- the first page</p> <p>8 would be the typical residential heating</p> <p>9 bill using 318 therms for --</p> <p>10 HEARINGS EXAMINER ROSS: Could</p> <p>11 you repeat the page again?</p> <p>12 MR. CONNEELY: Yeah. It's Page</p> <p>13 152 of 238 and that's in the revised</p> <p>14 Schedule 8.</p> <p>15 HEARINGS EXAMINER ROSS: Thank</p> <p>16 you. Okay. Please continue.</p> <p>17 A. (By Mr. Conneely) And this schedule</p> <p>18 contains -- the first page is the</p> <p>19 residential heating bill, and behind that</p> <p>20 are a few different classes of customers:</p> <p>21 G40, G41 and G51. Do you want me to just</p> <p>22 speak to the residential heating bill?</p> <p>23 Q. Sure. That would be fine.</p>

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<p>[WITNESS PANEL: CONNEELY WELLS KAHL] Page 25</p> <p>1 A. (By Mr. Conneely) So, on the right-hand side 2 of the layout is May through October, which 3 comprises the summer period. So, for the 4 typical residential heating customer, 5 \$339.01 is the forecasted amount for this 6 upcoming 2012 summer. Down below has a 7 total for the summer 2011 of \$396.53. So, 8 the change, season over season, would be 9 \$57.52, or a net change of 14.51 percent.</p> <p>10 HEARINGS EXAMINER ROSS: You 11 just indicated that the -- I apologize for 12 interrupting the cross. But I thought I had 13 a note earlier that the bill impacts were 14 15.2 percent reduction, and now you're 15 telling me it's a 14.5 percent reduction. 16 Did I get that wrong?</p> <p>17 A. (By Mr. Conneely) There's two different 18 kinds of benchmarks that we're using. On 19 this particular one that we're speaking of, 20 the \$57.52 change, that's using 318 therms 21 for the whole season. And if you look 22 under -- this schedule's a little difficult 23 to read for the first time. But it has the</p>	<p>[WITNESS PANEL: CONNEELY WELLS KAHL] Page 27</p> <p>1 Average Cost of Gas," and that's .6218. 2 Q. Per therm; right? 3 A. (By Mr. Conneely) Per therm, yeah. So the 4 change -- excuse me. I'll do this 5 calculation. It's a decrease of .1954 per 6 therm.</p> <p>7 THE COURT REPORTER: Point? 8 MR. CONNEELY: .1954. 9 MR. SPEIDEL: Dollars.</p> <p>10 BY MR. SPEIDEL: 11 Q. All rightie. Moving on, Mr. Conneely. Are 12 any of the gas supplies in this off-peak 13 cost of gas forecast hedged, pre-purchased 14 or otherwise tied to a predetermined fixed 15 price? 16 A. (By Mr. Wells) I'll take that one, Attorney 17 Speidel. 18 The Company, consistent with its 19 approved hedging plan, has May and October 20 futures contracts purchased for the summer 21 period. The detail of this is found on 22 Schedule 7, which was revised in Exhibit 4. 23 And it's revised on Page 150 of 238.</p>
<p>[WITNESS PANEL: CONNEELY WELLS KAHL] Page 26</p> <p>1 months above, and it has different usage for 2 each month; whereas, on Page 156 --</p> <p>3 HEARINGS EXAMINER ROSS: I 4 think I understand. Would you say the 14.5 5 number might be a little more accurate, since 6 it's based on a monthly variation as opposed 7 to average monthly therm used?</p> <p>8 MR. CONNEELY: Yeah, it's 9 seasonal. It's kind of trying to capture a 10 benchmark of each month.</p> <p>11 HEARINGS EXAMINER ROSS: Okay. 12 Thank you.</p> <p>13 BY MR. SPEIDEL: 14 Q. Now, Mr. Conneely, can you compare the rate 15 itself that's proposed for this summer as 16 compared to the seasonal average rate of 17 last summer? 18 A. (By Mr. Conneely) Yeah. It's again on 19 Page 152 of 238. We have on the left-hand 20 column the summer 2012 proposed cost of gas, 21 and that's .4264. And then last year, down 22 below, under the summer 2011, there's a 23 boxed number that says "Summer Period 2011</p>	<p>[WITNESS PANEL: CONNEELY WELLS KAHL] Page 28</p> <p>1 Q. So we can incorporate that by reference. I 2 think we're all set on that question. Thank 3 you, Mr. Wells. 4 To the Panel: Do you know if the Audit 5 Staff has completed its review of cost of 6 gas reconciliation from last summer? 7 A. (By Mr. Conneely) I can speak to that, 8 Attorney Speidel. 9 As of yet, we have not heard back from 10 the Audit Staff. Historically, they are 11 still looking into it at this point. And if 12 they have any problems, it's usually looked 13 at and reconciled in the next cost of gas. 14 Q. Okay. Are you aware of any issues, at least 15 on an interim basis, resulting from the 16 Audit Staff's review of the reconciliation 17 from 2011? 18 A. (By Mr. Conneely) No, sir, I am not. 19 Q. Thank you very much. 20 These questions are for Mr. Kahl. On 21 Page 7, beginning at Line 6 of your 22 testimony -- 23 MR. SPEIDEL: And Attorney</p>



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<p>[WITNESS PANEL: CONNEELY WELLS KAHL] Page 29</p> <p>1 Ross, that can be found within the Exhibit 2 2 copy that I've shared with you. 3 BY MR. SPEIDEL: 4 Q. You state the demand costs for the summer 5 period have undergone significant changes, 6 making it necessary for the Company to 7 change the annual demand cost allocations in 8 this filing. Are these demand cost 9 allocations normally determined with each 10 peak period cost of gas forecast? 11 A. (By Mr. Kahl) Yes. Excuse me. Yes, they 12 are typically done with the peak period 13 winter filing. 14 Q. What are some of the demand costs that have 15 undergone significant changes since the peak 16 period forecast? 17 A. (By Mr. Kahl) I will turn this one over to 18 Mr. Wells. 19 A. (By Mr. Wells) So the demand cost update is 20 based upon a change in TransCanada demand 21 tolls from what was available during the 22 winter season to what was approved by the 23 NEB prior to the preparation of the budget</p>	<p>[WITNESS PANEL: CONNEELY WELLS KAHL] Page 31</p> <p>1 allocator of actual demand costs incurred 2 for the summer -- during the summer period 3 from the PR allocator that was approved by 4 both the New Hampshire and Maine Commissions 5 out of the winter COG period. 6 The result of changing the annual 7 demand cost in this filing is intended only 8 to reflect a lower amount of cost that is 9 required to be recovered from New Hampshire 10 summer COG customers for this period, but 11 will not affect the allocator of actual 12 costs as they are incurred during the summer 13 period between the Maine and New Hampshire 14 divisions. 15 Q. And that would be a good segue into my next 16 question. Did the changes result in any 17 changes in the cost allocation factors used 18 to allocate these costs between Northern's 19 Maine and New Hampshire divisions? And you 20 can give a yes or no answer to that. The 21 answer would probably be? 22 A. (By Mr. Kahl) I'll take that question. 23 There are several components to the PR</p>
<p>[WITNESS PANEL: CONNEELY WELLS KAHL] Page 30</p> <p>1 for the summer season. 2 HEARINGS EXAMINER ROSS: What 3 is the NEB? 4 MR. WELLS: Excuse me. It is 5 the National Energy Board in Canada -- 6 HEARINGS EXAMINER ROSS: Oh, 7 thank you. 8 MR. WELLS: -- that regulates 9 TransCanada tolls. 10 HEARINGS EXAMINER ROSS: Okay. 11 Thank you. 12 A. (By Mr. Wells) So the reduction of demand 13 costs that was anticipated due to the 14 National Energy Board order results in a 15 projected total Company demand cost 16 reduction of about \$1.8 million per year. 17 The Company believes that it is appropriate 18 to reflect that change on a current basis in 19 the summer filing. So the filing that has 20 been prepared shows a different demand cost 21 than what had been approved in the winter 22 COG filing on that basis. However, the 23 Company does not propose to change the PR</p>	<p>[WITNESS PANEL: CONNEELY WELLS KAHL] Page 32</p> <p>1 allocators. And all we've noticed is one 2 small change to one component of one 3 one-hundredth of a percent. Overall there 4 is no change to the PR allocators. 5 HEARINGS EXAMINER ROSS: Could 6 you tell me what "PR" stands for? 7 MR. KAHL: Proportional 8 responsibility. 9 HEARINGS EXAMINER ROSS: Thank 10 you. 11 MR. KAHL: This is the 12 allocation between New Hampshire and Maine. 13 HEARINGS EXAMINER ROSS: Thank 14 you. 15 BY MR. SPEIDEL: 16 Q. On Page 15, Line 6 of your testimony, Mr. 17 Kahl, you state, "The Company is projecting 18 no refunds related to gas supply-related 19 costs in this filing." Has the Company 20 decided how it would treat the Tennessee Gas 21 Pipeline refunds related to its FERC rate 22 case? 23 A. (By Mr. Kahl) The Company intends to flow</p>

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<p>[WITNESS PANEL: CONNEELY WELLS KAHL] Page 33</p> <p>1 those through in a -- consistent with the</p> <p>2 Company's tariff. The Company can attempt</p> <p>3 to flow those in in the summer CGA.</p> <p>4 When my initial testimony was</p> <p>5 submitted, the Company had not received that</p> <p>6 refund. However, the Company does have to</p> <p>7 do or undertake a number of steps to make</p> <p>8 sure that refund is flowed through</p> <p>9 accurately. The Company will make its best</p> <p>10 effort to get that into the May 1 rates. If</p> <p>11 it feels that it needs additional time, it</p> <p>12 will flow that into the first adjustment a</p> <p>13 month later, which would occur towards the</p> <p>14 end of May and be effective June 1st.</p> <p>15 Q. Thank you for that explanation.</p> <p>16 HEARINGS EXAMINER ROSS: I</p> <p>17 assume that means that the change will be</p> <p>18 less than, is it a 20-percent threshold that</p> <p>19 we have that you can make changes without</p> <p>20 review?</p> <p>21 MR. KAHL: Yes, 25 percent.</p> <p>22 HEARINGS EXAMINER ROSS: Thank</p> <p>23 you.</p>	<p>[WITNESS PANEL: CONNEELY WELLS KAHL] Page 35</p> <p>1 threshold came up. And there is a</p> <p>2 25-percent threshold in which, if rates --</p> <p>3 rates can go up by as much as 25 percent</p> <p>4 without any approvals -- specific approval.</p> <p>5 Rates can decrease 100 percent without any</p> <p>6 approval. There is no threshold downward</p> <p>7 for price adjustments.</p> <p>8 MS. GEIGER: And I'm sorry to</p> <p>9 disrupt the flow of the cross-examination,</p> <p>10 but the Company had submitted to Staff some</p> <p>11 schedules yesterday via e-mail that would</p> <p>12 outline and describe how this adjustment</p> <p>13 would be made, or the refund. I don't know</p> <p>14 if that's something that would be helpful for</p> <p>15 the record at this point, but the Company</p> <p>16 would like to make that available.</p> <p>17 MR. SPEIDEL: As a matter of</p> <p>18 fact, I had conferred with Mr. Wyatt about</p> <p>19 that. It had come in pretty close to our</p> <p>20 hearing. And we think it best for us to</p> <p>21 review it for accuracy, and then the Company</p> <p>22 can provide such explanations within the</p> <p>23 context of one of its monthly over/under cost</p>
<p>[WITNESS PANEL: CONNEELY WELLS KAHL] Page 34</p> <p>1 BY MR. SPEIDEL:</p> <p>2 Q. Mr. Kahl, will the Company be providing</p> <p>3 Staff with detailed summaries and</p> <p>4 explanations of how the refund allocators</p> <p>5 are applied?</p> <p>6 A. (By Mr. Kahl) Yes, it will.</p> <p>7 Q. Thank you.</p> <p>8 A. (By Mr. Kahl) Attorney Speidel, let me just</p> <p>9 add, it's highly likely we will have that in</p> <p>10 place for the May 1st summer season.</p> <p>11 And one other just slight correction.</p> <p>12 We have a 25-percent threshold upwards. So</p> <p>13 this is going to be a refund pushing rates</p> <p>14 downward --</p> <p>15 HEARINGS EXAMINER ROSS: Thank</p> <p>16 you for the clarification.</p> <p>17 A. There is no threshold downward.</p> <p>18 HEARINGS EXAMINER ROSS: You're</p> <p>19 right.</p> <p>20 (Court Reporter interjects, as parties</p> <p>21 are speaking at the same time.</p> <p>22 Previous response read back.)</p> <p>23 A. (By Mr. Kahl) Earlier, the issue of a</p>	<p>[WITNESS PANEL: CONNEELY WELLS KAHL] Page 36</p> <p>1 of gas filings -- for example, for May or</p> <p>2 June or something along those lines -- so</p> <p>3 that we can get everything right.</p> <p>4 MS. GEIGER: Okay.</p> <p>5 MR. SPEIDEL: So, thank you.</p> <p>6 Thank you for offering that, though.</p> <p>7 MS. GEIGER: Okay.</p> <p>8 MR. SPEIDEL: And that's why</p> <p>9 it's nice to have a court reporter in person</p> <p>10 at these hearings, because you can get</p> <p>11 everything in accurately.</p> <p>12 BY MR. SPEIDEL:</p> <p>13 Q. All rightie. We have some general questions</p> <p>14 about company-managed supply allocation for</p> <p>15 the entire panel. Anyone who'd like to</p> <p>16 answer can answer. And these are just</p> <p>17 general background questions.</p> <p>18 Perhaps someone could explain as to</p> <p>19 when company-managed supply resources -- how</p> <p>20 that has developed over time, when they</p> <p>21 first came into use, some of the corporate</p> <p>22 history of that.</p> <p>23 A. (By Mr. Kahl) I'll start out. And it might</p>

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<p>[WITNESS PANEL: CONNEELY WELLS KAHL] Page 37</p> <p>1 help just to clarify what company-managed 2 gas, or company -- we're talking about 3 company-managed or company use? I'm sorry? 4 Q. Company-managed. That's right. Yeah. 5 A. (By Mr. Kahl) All right. Company-managed 6 gas. This is tied to capacity assignment 7 for third-party providers. So if we just 8 pick a third-party-provider, such as Sprague 9 or Amerada Hess, they will serve customers 10 who won't require our supply. And these 11 customers are customers that have migrated. 12 They used to be our customers and they've 13 left our system and they're allowing this 14 third party to provide their supply. When 15 they migrate from a sales customer to a pure 16 transportation customer, they are getting 17 the capacity that we had subscribed for 18 them. 19 So now, their third-party-provider is 20 assigned capacity. And the way that the 21 system operates is contracts, such as 22 pipeline contracts, are released to that 23 third-party-provider. For instance:</p>	<p>[WITNESS PANEL: CONNEELY WELLS KAHL] Page 39</p> <p>1 So when you refer to capacity being 2 released to certain customers, you're making 3 a shorthand reference to the mandatory 4 capacity assignment provisions of Northern's 5 tariff? 6 A. (By Mr. Kahl) Yes, I am. 7 Q. Very good. And when you refer to customers 8 migrating out of Northern's system, you are 9 referring to them migrating out of 10 Northern's supplier/customer stable, but 11 they remain as transportation customers; 12 correct? They're not shutting down their 13 operations, for instance. 14 A. (By Mr. Kahl) That's correct. They're 15 simply not relying on Northern Utilities for 16 the gas itself. They're relying on a 17 third-party-provider for that gas and the 18 transportation to get it to their delivery 19 point. 20 Q. And obviously, Northern still provides 21 delivery service to those customers. Would 22 that be right? 23 A. (By Mr. Kahl) That is correct.</p>
<p>[WITNESS PANEL: CONNEELY WELLS KAHL] Page 38</p> <p>1 Tennessee Gas Pipeline, who is one of our 2 major pipelines, we will release some of 3 that, and the contract basically goes to 4 that third-party-provider. However, some 5 contracts cannot be released. And in that 6 case, it is a company-managed contract, 7 which means that a third-party-provider will 8 nominate the gas, and we will make sure that 9 that gas shows up at their receipt point -- 10 I'm sorry -- at the delivery point. And we 11 will invoice the customer in that case -- 12 or, actually, the third-party provider. So 13 that's what company-managed gas is. 14 So it is gas that we are still buying. 15 It's flowing on our system. And because we 16 couldn't release it, now Northern Utilities 17 will bill the third-party provider for the 18 fixed and variable costs related to that 19 capacity. 20 (Off-the-record discussion between 21 Staff counsel and Mr. Wyatt) 22 BY MR. SPEIDEL: 23 Q. Mr. Kahl, thank you for your patience.</p>	<p>[WITNESS PANEL: CONNEELY WELLS KAHL] Page 40</p> <p>1 Q. Okay. Very good. 2 MR. SPEIDEL: So I think we can 3 skip through this question, Mr. Wyatt. This 4 is redundant at this point. 5 BY MR. SPEIDEL: 6 Q. All right. Now, in general terms, Mr. Kahl, 7 could you tell us the dollar amount of these 8 company-managed supply resources assigned to 9 transportation customers in both the Maine 10 division and the New Hampshire division for 11 the 12-month period from May 2010 to 12 April 2011? Now, that's a very detailed 13 question. But we were wondering if you 14 happen to have that handy in one of your 15 schedules. 16 A. (By Mr. Wells) When you ask that question as 17 a clarifying question, are you referring to 18 the commodity cost or to total cost? 19 Q. Well, commodity or total, perhaps we could 20 have both. I think that would be best to 21 have both. 22 A. (By Mr. Wells) I would have to take that as 23 a record request. I don't have -- I mean,</p>

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<p>[WITNESS PANEL: CONNEELY WELLS KAHL] Page 41</p> <p>1 if we're looking for actual data for the 2 last 12 months, I would have to take that as 3 record request. 4 Q. Okay. Let's just wait a second. 5 A. (By Mr. Wells) Unless you're looking for a 6 ballpark figure. 7 (Off-the-record discussion between 8 Staff counsel and Mr. Wyatt) 9 BY MR. SPEIDEL: 10 Q. A ballpark figure would be fine for the time 11 being. 12 A. (By Mr. Kahl) Can we just clarify what time 13 period we're looking at? 14 Q. May 2010 through April 2011. So, that gas 15 year, if you will. 16 A. (By Mr. Wells) It was -- you know what? I 17 would -- even a -- I would say it was 18 several million dollars. And I would be 19 reluctant to give a tighter range than that. 20 It was significant. 21 Q. Okay. That's satisfactory. Thank you, 22 Mr. Wells. 23 In what year was mandatory capacity</p>	<p>[WITNESS PANEL: CONNEELY WELLS KAHL] Page 43</p> <p>1 A. (By Mr. Wells) December 1st of 2008 I 2 believe was the exact date of transaction. 3 Q. So, since acquiring Northern, how long have 4 company-managed supply resource volume and 5 costs been assigned strictly to New 6 Hampshire, and how long have they been 7 assigned to both Maine and New Hampshire? 8 A. (By Mr. Kahl) Since -- I'm sorry. Since 9 Northern was acquired this is? 10 Q. Yes, by Unitil, by the current parent 11 company. 12 A. (By Mr. Kahl) So it's been since... 13 A. (By Mr. Wells) I would -- as a point of 14 clarification, I would say that I would -- I 15 would say that since we acquired the Company 16 in December 2008, we have been using only 17 New Hampshire company-managed volumes in the 18 calculation of the allocator of commodity 19 costs from December 2008 through 20 October 2011. 21 Now, that may not be the exact same 22 thing as how you phrased your question, 23 Attorney Speidel, and so that's why I am</p>
<p>[WITNESS PANEL: CONNEELY WELLS KAHL] Page 42</p> <p>1 assignment for transportation customers 2 required in New Hampshire as part of the 3 tariff? 4 A. (By Mr. Kahl) I believe that was 2001. 5 Q. Okay. And in what year was mandatory 6 capacity assignment for transportation 7 customers required in Maine? 8 A. (By Mr. Kahl) I believe that was either -- I 9 think it was 2006. 10 Q. All right. So, prior to Maine implementing 11 capacity assignment in 2006, or thereabouts, 12 company-managed supply resources, along with 13 the associated costs, were only required to 14 serve capacity-assigned transportation 15 customers in New Hampshire; and in 2006 or 16 thereabouts, these supply volumes and costs 17 became necessary in both Maine and New 18 Hampshire. Is that right? 19 A. (By Mr. Kahl) That's correct. 20 Q. Okay. So in what year did Unitil acquire 21 the Northern gas utility? 22 A. (By Mr. Wells) It was 2008. 23 A. (By Mr. Conneely) December.</p>	<p>[WITNESS PANEL: CONNEELY WELLS KAHL] Page 44</p> <p>1 answering in a different format, is that we 2 calculated a percentage of variable -- you 3 know, a percentage cost variable allocator 4 each month between Maine and New Hampshire, 5 and then all bills that come in are 6 allocated on that basis. So, as an invoice 7 comes in, we determine if the cost was a 8 demand cost or a commodity cost and then 9 apply the appropriate allocator. And so 10 that's why I phrased -- that's why the 11 response is that we considered New 12 Hampshire -- you know, we've considered New 13 Hampshire company-managed sales in that 14 allocator consistently since the beginning 15 and have realized recently that it is 16 inappropriate to consider only New Hampshire 17 company-managed in the calculation of the 18 allocator, and have determined that 19 company-managed sales in both the Maine and 20 New Hampshire divisions are necessary in 21 order to determine an appropriate allocator 22 of variable commodity costs between the 23 divisions on a prospective basis.</p>

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<p>[WITNESS PANEL: CONNEELY WELLS KAHL] Page 45</p> <p>1 So, as of November 2011, we changed our 2 allocation -- the process by which we 3 calculate the allocator each month to 4 include company-managed sales in both the 5 Maine and New Hampshire division. 6 So the result is we come out with a 7 percentage that takes into account sales 8 service for both Maine and New Hampshire, 9 company-managed service for both Maine and 10 New Hampshire, and then take those into 11 account to come up with a total percentage 12 of all variable costs. 13 Q. Okay. And as part of that, the Company has 14 adjusted these calculations and has applied 15 those adjustments to the current off-peak 16 period cost of gas filing; is that correct? 17 A. (By Mr. Kahl) That is correct. 18 Q. Thank you very much. 19 MR. SPEIDEL: I think we're all 20 set for cross-examination. 21 INTERROGATORIES BY HEARINGS EXAMINER ROSS: 22 Q. Just to follow up on the questions on 23 allocation, before you were actually looking</p>	<p>[WITNESS PANEL: CONNEELY WELLS KAHL] Page 47</p> <p>1 Hampshire for a minute. Seems to me I 2 remember in the filing that, of your total 3 gas volumes, about a third of them are sales 4 volumes and two thirds of them are 5 transportation customer volumes; is that 6 correct? 7 A. (By Mr. Kahl) Well, the issue of what's 8 sales versus what's transportation isn't 9 exactly what you want to compare. You want 10 to compare what the transportation volumes 11 are that are company-managed. 12 Q. Okay. And what subset of transportation 13 volumes are company-managed, roughly? 14 A. (By Mr. Kahl) In our response to Data 15 Request 1-3, I believe we do provide some 16 information on this. You know, I'm looking 17 right now at -- this is attachment Staff 18 1-3A, 2 of 13. 19 MR. SPEIDEL: And that would be 20 within Exhibit 6, Attorney Ross, the big one, 21 I believe. 22 BY HEARINGS EXAMINER ROSS: 23 Q. And what page again? On 119 did you say?</p>
<p>[WITNESS PANEL: CONNEELY WELLS KAHL] Page 46</p> <p>1 at both sales and company-managed service 2 for the two jurisdictions, Maine and New 3 Hampshire, to arrive at an allocator, you 4 were, what, applying an allocator that had 5 been established prior to -- how did you 6 derive an allocator before that? I'm not 7 following it. 8 A. (By Mr. Kahl) An indicator was, you know, 9 taken from our information on how much 10 throughput was going through the system. So 11 we're looking at our sales volumes, and we 12 had been looking at -- 13 Q. For both jurisdictions? 14 A. (By Mr. Kahl) Both jurisdictions, and look 15 at company-managed volumes. But consistent 16 with the instructions from NiSource, the 17 company-managed from Maine was not included 18 in that. So it was giving us basically a 19 number that is not really an appropriate 20 number to use. 21 Q. And of your -- I'm trying to get a sense of 22 proportion. 23 Of your total -- let's take New</p>	<p>[WITNESS PANEL: CONNEELY WELLS KAHL] Page 48</p> <p>1 I'm not finding the page number. But I'll 2 take your word for it, if you'll just give 3 me a percentage or something that I can use 4 as a... 5 MR. SPEIDEL: What is the page 6 number, Mr. Kahl? 7 MR. KAHL: It's Page 2 of 13. 8 MR. SPEIDEL: Two of 13. On 9 Attachment Staff 1-3A. Here we go. Thank 10 you very much. 11 A. (By Mr. Kahl) Yeah, so as we look at these 12 numbers, we see total sales volumes for New 13 Hampshire, 229,000; Maine, 206,000. We also 14 factor in company use, which is a fairly 15 small amount; loss and unaccounted for 16 amounts; and then we factor in 17 company-managed. So this amount for New 18 Hampshire has about 8,000. For Maine, it's 19 about 40,000. And again, the total sales 20 number is about 229,000 for New Hampshire; 21 206,000 for Maine. 22 Q. And the total number would include -- in 23 other words, the company-managed would be a</p>

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<p>[WITNESS PANEL: CONNEELY WELLS KAHL] Page 49</p> <p>1 subset of the total number?</p> <p>2 A. (By Mr. Kahl) Yes. Now --</p> <p>3 Q. Thank you. That at least gives me a sense</p> <p>4 of proportion. I was just trying to...</p> <p>5 A. (By Mr. Kahl) Right. I'd also like to</p> <p>6 follow up on that. If we jump ahead and</p> <p>7 look at Page 7 of 13 -- and one other point</p> <p>8 that's important to mention here is that the</p> <p>9 assignment programs in New Hampshire and</p> <p>10 Maine are different. They operate on a</p> <p>11 different set of rules. And so if we look</p> <p>12 here on Page 7, we're going to see that the</p> <p>13 company-managed for New Hampshire is just</p> <p>14 under 3,000, but there's nothing for Maine.</p> <p>15 So Maine does not have any company-managed</p> <p>16 volumes from April through October.</p> <p>17 If you turn to the next page, Page 8,</p> <p>18 we are in the month of May of 2011. Again,</p> <p>19 you're seeing there's no company-managed</p> <p>20 supplies in this case for either state. But</p> <p>21 Maine will not have any and cannot have any</p> <p>22 by the structure of its program, April</p> <p>23 through October.</p>	<p>[WITNESS PANEL: CONNEELY WELLS KAHL] Page 51</p> <p>1 Q. And I don't know if -- Mr. Wells brought</p> <p>2 this issue up, and I think Mr. Kahl</p> <p>3 continued speaking about it.</p> <p>4 There was some testimony on cross</p> <p>5 regarding the fact that, pursuant to</p> <p>6 instructions from NiSource, the Company had</p> <p>7 not included the Maine company-managed</p> <p>8 volumes in the PR allocator. Could you</p> <p>9 please explain for Attorney Ross's benefit</p> <p>10 exactly what those directions were and the</p> <p>11 Company's reaction to them?</p> <p>12 A. (By Mr. Kahl) Yeah. When we -- when</p> <p>13 Northern undertook getting all the data from</p> <p>14 NiSource for this transition --</p> <p>15 HEARINGS EXAMINER ROSS: And</p> <p>16 when you say "Company," you're now referring</p> <p>17 to Unitil.</p> <p>18 MR. KAHL: Yes. Yes, thank you</p> <p>19 for the clarification.</p> <p>20 A. (By Mr. Kahl) But part of that included a</p> <p>21 set of instructions from NiSource. Those</p> <p>22 have also been included in the response to</p> <p>23 Data Request 1-3, and it is attachment Staff</p>
<p>[WITNESS PANEL: CONNEELY WELLS KAHL] Page 50</p> <p>1 Q. I don't see a line on Page 7 that shows a</p> <p>2 zero for Maine. What am I missing here?</p> <p>3 A. (By Mr. Kahl) This is Page 7 of 13?</p> <p>4 Q. Yes.</p> <p>5 A. (By Mr. Kahl) Company-managed for New</p> <p>6 Hampshire, do you see 2,786?</p> <p>7 Q. No. I see total --</p> <p>8 A. (By Mr. Kahl) Just above the shaded bar.</p> <p>9 It's two rows up from that.</p> <p>10 Q. Oh, okay. I do see a blank. All right.</p> <p>11 You're right. Got it. Thank you.</p> <p>12 HEARINGS EXAMINER ROSS: All</p> <p>13 right. Does Staff have any further</p> <p>14 questions?</p> <p>15 MR. SPEIDEL: No further</p> <p>16 questions. We have a closing statement.</p> <p>17 HEARINGS EXAMINER ROSS: Does</p> <p>18 the Company wish to redirect?</p> <p>19 MS. GEIGER: Very briefly for</p> <p>20 clarification, and it's really just for</p> <p>21 Attorney Ross's benefit.</p> <p>22 REDIRECT EXAMINATION</p> <p>23 BY MS. GEIGER:</p>	<p>[WITNESS PANEL: CONNEELY WELLS KAHL] Page 52</p> <p>1 1-3B that does list this and...</p> <p>2 HEARINGS EXAMINER ROSS: That's</p> <p>3 Staff Data Request 1-3, Attachment B, did you</p> <p>4 say?</p> <p>5 MR. KAHL: Attachment 1-3B.</p> <p>6 HEARINGS EXAMINER ROSS: Okay.</p> <p>7 A. (By Mr. Kahl) And this is, I believe, shown</p> <p>8 on the top of Page 10 of that attachment,</p> <p>9 where we will see instructions saying</p> <p>10 "Include company-managed volumes for New</p> <p>11 Hampshire only." And this is on that first</p> <p>12 little list of items. It's about the third</p> <p>13 one down. Yeah, you'll see that. So these</p> <p>14 were the instructions that we had. And we</p> <p>15 had looked into that. We talked with our</p> <p>16 accounting staff. Best of my knowledge,</p> <p>17 accounting staff had actually talked with</p> <p>18 NiSource, and this was the way that they</p> <p>19 instructed us to handle this. We looked</p> <p>20 into this further last year over a fairly</p> <p>21 lengthy period and basically came to the</p> <p>22 conclusion that either NiSource gave us a</p> <p>23 faulty set of instructions or that their</p>

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<p>[WITNESS PANEL: CONNEELY WELLS KAHL] Page 53</p> <p>1 allocation method simply was not appropriate 2 for assigning cost between the two states. 3 MR. SPEIDEL: And if I may just 4 ask one small question. And whenabouts was 5 that, roughly, in time? 6 MR. KAHL: This was all in 7 2011. 8 MR. SPEIDEL: 2011? In the 9 springtime, roughly? 10 MR. KAHL: This was a 11 multi-month period that it was looked at. 12 A. (By Mr. Kahl) I believe we also attached two 13 data requests: 1-3 response, Attachment 14 Staff 1-3C -- which provided some testimony 15 from a hearing that NiSource had. And I 16 believe this was in 2008. But again -- and 17 I bring up this attachment because this is 18 part of the additional work that we had 19 looked into to -- 20 MR. SPEIDEL: Okay. 21 MR. KAHL: -- try to rectify 22 this. 23 HEARINGS EXAMINER ROSS: Does</p>	<p>[WITNESS PANEL: CONNEELY WELLS KAHL] Page 55</p> <p>1 (No verbal response) 2 HEARINGS EXAMINER ROSS: Are 3 there any objections to admitting these 4 exhibits as full exhibits? 5 (No verbal response) 6 HEARINGS EXAMINER ROSS: All 7 right. They'll be admitted then as exhibits. 8 We have six of them, I believe? 9 THE CLERK: Seven. 10 HEARINGS EXAMINER ROSS: Seven? 11 Thank you. 12 And I would invite Staff to 13 present their closing statement first and 14 then the Company. And if you have anything 15 in writing that you can share with me, it 16 would assist me in preparing a report 17 quickly. 18 MR. SPEIDEL: This time around, 19 Attorney Ross, I'd like to give it orally 20 from the basis of memory -- 21 HEARINGS EXAMINER ROSS: That's 22 fine. 23 MR. SPEIDEL: -- from short</p>
<p>[WITNESS PANEL: CONNEELY WELLS KAHL] Page 54</p> <p>1 the Company have any further re-cross or -- 2 redirect? I'm sorry. 3 MS. GEIGER: One moment, 4 please. 5 (Pause in proceedings) 6 MS. GEIGER: Just one further 7 question for clarification. 8 BY MS. GEIGER: 9 Q. In terms of the allocator adjustment that's 10 being made in this cost of gas, is it the 11 Company's position that it's -- that the 12 allocator adjustment that's being made now 13 is being implemented to be -- to update, 14 basically, or to correct for erroneous 15 instructions that the Company received from 16 NiSource? 17 A. (By Mr. Kahl) Yes. Yes, it is. 18 HEARINGS EXAMINER ROSS: I 19 think I get the picture. 20 MS. GEIGER: Okay. 21 HEARINGS EXAMINER ROSS: All 22 right. I think we're -- any other procedural 23 issues?</p>	<p>[WITNESS PANEL: CONNEELY WELLS KAHL] Page 56</p> <p>1 notes, because this is a little bit of an 2 unusual cost of gas proceeding. However, 3 Staff does believe that the Commission's 4 approval of the Company's cost of gas rates 5 as part of this off-peak proceeding is 6 appropriate at the present time, subject to 7 reconciliation. 8 The supply planning and demand 9 forecasting presented by the Company as part 10 of this filing are acceptable and within the 11 normal range of precedent. We do note that 12 the rate as presented and revised before the 13 Commission reflects the Company's revisions 14 to the company-managed supply allocations. 15 However, we do believe that it is time for 16 the Commission to grant the opening of a 17 separate investigative docket to examine 18 this issue. It's a very technical issue. 19 Quite an amount of money might be involved, 20 and Staff believes that further 21 investigation is appropriate at the present 22 time. 23 The revisions we believe are</p>

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<p>[WITNESS PANEL: CONNEELY WELLS KAHL] Page 57</p> <p>1 sufficient for the purpose of this cost of 2 gas rate that is being considered as part of 3 this docket. But the matter at hand should 4 be considered as part of a separate 5 investigative docket going forward, and we 6 do reserve the right to request further 7 reconciliation and revisions as necessary. 8 We thank the Company for its 9 cooperation in providing data responses on a 10 fast track before this proceeding, and we 11 also recommend that the Company continue to 12 work to enhance their legibility and 13 user-friendliness of its filings. Thank 14 you. 15 MS. GEIGER: Yes, thank you. 16 Northern would respectfully ask that the 17 Commission put into place the rates that the 18 Company has requested for the summer period 19 COG, in terms of the updated filing the 20 Company made on April 13th -- dated 21 April 13th. I believe Staff has no objection 22 to those rates. 23 In addition, as testimony has</p>	<p>[WITNESS PANEL: CONNEELY WELLS KAHL] Page 59</p> <p>1 but the Company would be willing to work 2 with Staff over this summer to answer 3 whatever questions Staff has, to meet in a 4 technical session. 5 Also, because this issue 6 affects the Maine division, we believe that 7 we would need to coordinate with Maine Staff 8 on this as well. So there may be a need for 9 a joint meeting with Maine Staff on the 10 issue. 11 So, certainly, the Company 12 would be happy to respond to any data 13 request, formal or informal, as if we were 14 in a separate or formal docket. But we feel 15 that we can talk to Staff and work through 16 these issues outside the need of an official 17 docket, and then hopefully resolve the 18 issue, or tee it up, if you will, during the 19 peak period, or winter 2012-2013 COG filing. 20 Thank you. 21 HEARINGS EXAMINER ROSS: All 22 right. Thank you for your time. Are there 23 any other items we need to cover before we</p>
<p>[WITNESS PANEL: CONNEELY WELLS KAHL] Page 58</p> <p>1 indicated, the Company will be including, in 2 addition to the filing its made, refunds 3 from the Tennessee Gas Pipeline case. 4 And lastly, with respect to 5 the request by Staff for a separate docket 6 to consider the allocator adjustment issue, 7 the Company certainly would be very happy to 8 cooperate with Staff in providing whatever 9 information Staff wants. But we don't, 10 quite frankly, see the need for a separate 11 docket to consider the issue. You know, for 12 example: In Unitil's -- on the electric 13 side of the company Unitil's default service 14 filings, issues come up in between default 15 service filings that we work with the 16 Electric Staff on, and we deal with 17 resolution of them in the subsequent filing. 18 And we certainly understand in this case 19 that Staff hasn't had a lot of time to 20 review and analyze the allocator adjustment 21 issue. So, this is sort of a long way of 22 saying is we don't believe that a separate 23 docket should be opened to consider this,</p>	<p>[WITNESS PANEL: CONNEELY WELLS KAHL] Page 60</p> <p>1 close the hearing? 2 (No verbal response) 3 HEARINGS EXAMINER ROSS: I will 4 take all of these matters under advisement 5 and will issue a recommendation, written 6 shortly, that you'll all get. Thank you. 7 MS. GEIGER: Thank you. 8 MR. SPEIDEL: Thank you. 9 (Whereupon the hearing concluded at 9:38 a.m.) 10 11 12 13 14 15 16 17 18 19 20 21 22 23</p>



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1 C E R T I F I C A T E

2 I, Susan J. Robidas, a Licensed  
3 Shorthand Court Reporter and Notary Public  
4 of the State of New Hampshire, do hereby  
5 certify that the foregoing is a true and  
6 accurate transcript of my stenographic  
7 notes of these proceedings taken at the  
8 place and on the date hereinbefore set  
9 forth, to the best of my skill and ability  
10 under the conditions present at the time.

11 I further certify that I am neither  
12 attorney or counsel for, nor related to or  
13 employed by any of the parties to the  
14 action; and further, that I am not a  
15 relative or employee of any attorney or  
16 counsel employed in this case, nor am I  
17 financially interested in this action.

18

19

20 Susan J. Robidas, LCR/RPR  
21 Licensed Shorthand Court Reporter  
22 Registered Professional Reporter  
23 N.H. LCR No. 44 (RSA 310-A:173)

22

23

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