

NORTHERN UTILITIES - NEW HAMPSHIRE DIVISION
 Winter '05 Period
 Forecasted Sales Volumes

	November	December	January	February	March	April	TOTAL
Fcst Winter '05	434,307	634,139	741,334	641,704	552,568	359,699	3,363,751
Normalized Winter '04	429,383	626,905	732,863	634,383	546,276	355,638	3,325,448
Difference	4,924	7,234	8,471	7,321	6,292	4,061	38,303
Total Variance	4,924	7,234	8,471	7,321	6,292	4,061	38,303

Variance-difference due to meter count
 -difference in load pattern

126,121
 (87,818)

TOTAL VARIANCE

SALES

NORTHERN UTILITIES, NEW HAMPSHIRE DIVISION
 Winter '05 Period
 Forecast

	NORMAL MMBtu		METERS		NORMAL AVERAGE USE		Change in Sales Due to Change In:		Total Chg MMBtu	% difference
	2005 Forecast	2004 Actual	2005 Forecast	2004 Actual	2005 Forecast	2004 Actual	Meter Count	Load Pattern		
Res Heat	1,297,442	1,274,518	112,739	110,905	11.51	11.49	21,106	1,818	22,924	1.80%
Res General	19,443	19,101	11,673	11,484	1.67	1.66	315	27	342	1.79%
Total Res	1,316,885	1,293,619	124,412	122,389	13.17	13.16	21,421	1,845	23,266	1.80%
C & I	2,046,866	2,031,829	36,128	34,280	56.66	59.27	104,700	(89,663)	15,037	0.74%
Total Comm	2,046,866	2,031,829	36,128	34,280	56.66	59.27	104,700	(89,663)	15,037	0.74%
Total Company	3,363,751	3,325,448	160,540	156,669	20.95	21.23	126,121	(87,818)	38,303	1.15%