

NORTHERN UTILITIES - NEW HAMPSHIRE DIVISION
 Winter '06 Period
 Forecasted Sales Volumes

	November	December	January	February	March	April	TOTAL
Fcst Winter '05	430,393	636,489	732,888	634,767	546,973	357,041	3,338,551
Normalized Winter '04	422,119	624,245	718,789	622,557	536,454	350,183	3,274,347
Difference	8,274	12,244	14,099	12,210	10,519	6,858	64,204
Total Variance	8,274	12,244	14,099	12,210	10,519	6,858	64,204
Variance-difference due to meter count -difference in load pattern							1,683,731 (1,619,527)

TOTAL VARIANCE

SALES

NORTHERN UTILITIES, NEW HAMPSHIRE DIVISION
 Winter '06 Period
 Forecast

	NORMAL MMBtu			METERS			NORMAL AVERAGE USE			Change in Sales Due to Change In:		Total Chg	
	2006 Forecast	2005 Actual	Difference	2006 Forecast	2005 Actual	Difference	2006 Forecast	2005 Actual	Difference	Meter Count	Load Pattern	MMBtu	% difference
Res Heat	1,290,255	1,262,529	27,726	90,000	113,971	(23,971)	14.34	11.08	3.26	(343,652)	371,378	27,726	2.20%
Res General	19,152	18,741	411	4,362,327	10,876	4,351,451	0.00	1.72	-1.72	19,104	(18,683)	411	2.19%
Total Res	1,309,407	1,281,270	28,137	4,452,327	124,847	4,327,480	14.34	12.80	1.54	(324,548)	352,685	28,137	2.20%
C & I	2,029,144	1,993,077	36,067	3,338,551	34,330	3,304,221	0.61	58.06	-57.45	2,008,279	(1,972,212)	36,067	1.81%
Total Comm	2,029,144	1,993,077	36,067	3,338,551	34,330	3,304,221	0.61	58.06	-57.45	2,008,279	(1,972,212)	36,067	1.81%
Total Company	3,338,551	3,274,347	64,204	7,790,878	159,177	7,631,701	0.43	20.57	-20.14	1,683,731	(1,619,527)	64,204	1.96%