

Pennichuck Water Works, Inc.
Quarterly Sales Volume Schedule for
the Five Years from 2002 through 2007

2002										
Customer Type	March \$	March Cons.	June \$	June Cons.	September \$	September Cons.	December \$	December Cons.	Total \$	Total Cons.
Residential	\$ 1,721,933.91	753,078	\$ 1,903,899.77	803,423	\$ 2,585,098.54	1,222,259	\$ 2,332,908.86	1,057,228	\$ 8,543,841.08	3,835,988
Commercial	\$ 404,753.31	174,187	\$ 476,186.27	203,035	\$ 656,774.66	316,686	\$ 528,438.02	234,418	\$ 2,066,152.26	928,326
Industrial	\$ 367,467.76	320,456	\$ 439,473.80	370,581	\$ 459,909.99	383,346	\$ 444,039.41	371,818	\$ 1,710,890.96	1,446,201
Municipal	\$ 505,807.68	10,812	\$ 526,997.57	16,976	\$ 536,927.53	27,012	\$ 523,237.63	18,700	\$ 2,092,970.41	73,500
Other	\$ 42,448.30	18,874	\$ 63,309.09	37,322	\$ 43,215.17	19,883	\$ 195,017.12	112,743	\$ 343,989.68	188,822
									\$ 106,915.00	Unbilled Revenue
									\$ (57,788.28)	Abatements
									\$ (63,684.41)	Other Adjustments
									<u>14,743,286.70</u>	<u>6,472,837</u>
2003										
Customer Type	March \$	March Cons.	June \$	June Cons.	September \$	September Cons.	December \$	December Cons.	Total \$	Total Cons.
Residential	\$ 1,863,246.43	752,886	\$ 1,894,269.95	770,647	\$ 2,474,011.77	1,142,977	\$ 2,233,858.45	986,049	\$ 8,465,386.60	3,652,559
Commercial	\$ 426,525.70	170,380	\$ 460,494.57	189,006	\$ 622,572.42	290,383	\$ 521,644.39	226,143	\$ 2,031,237.08	875,912
Industrial	\$ 377,241.50	317,423	\$ 405,772.87	347,185	\$ 441,211.58	372,195	\$ 403,461.37	337,502	\$ 1,627,687.32	1,374,305
Municipal	\$ 510,676.72	10,198	\$ 532,877.60	13,940	\$ 547,240.92	27,436	\$ 533,198.56	18,813	\$ 2,123,993.80	70,387
Other	\$ 32,104.71	9,321	\$ 57,361.41	26,079	\$ 186,839.04	114,990	\$ 96,034.96	50,690	\$ 372,340.12	201,080
									\$ 133,221.00	Unbilled Revenue
									\$ (22,245.28)	Abatements
									\$ (591.93)	Other Adjustments
									<u>\$ 14,731,028.71</u>	<u>6,174,243</u>
2004										
Customer Type	March \$	March Cons.	June \$	June Cons.	September \$	September Cons.	December \$	December Cons.	Total \$	Total Cons.
Residential	\$ 1,875,687.48	753,812	\$ 1,910,066.20	772,934	\$ 2,460,271.02	1,128,618	\$ 2,559,991.67	976,586	\$ 8,806,016.37	3,631,950
Commercial	\$ 422,939.07	165,556	\$ 482,563.81	200,608	\$ 635,854.10	296,902	\$ 610,809.43	218,456	\$ 2,152,166.41	881,522
Industrial	\$ 388,682.47	328,314	\$ 408,514.23	343,135	\$ 474,346.72	399,751	\$ 467,760.03	319,929	\$ 1,739,303.45	1,391,129
Municipal	\$ 548,091.76	11,943	\$ 558,381.02	16,948	\$ 578,166.06	29,042	\$ 565,000.34	15,738	\$ 2,249,639.18	73,671
Other	\$ 30,586.28	8,861	\$ 74,732.59	37,373	\$ 203,290.59	123,111	\$ 106,573.53	45,583	\$ 415,182.99	214,928
									\$ 110,418.09	Unbilled Revenue
									\$ (35,189.36)	Abatements
									\$ (17,201.19)	Other Adjustments
									<u>\$ 15,420,335.94</u>	<u>6,193,200</u>

** 16803.87 anheuser adjustment recognized gl in 2004 in billing 2005

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2005										
Customer Type	March \$	March Cons.	June \$	June Cons.	September \$	September Cons.	December \$	December Cons.	Total \$	Total Cons.
Residential	\$ 2,048,290.14	732,662	\$ 2,195,773.36	778,104	\$ 2,927,275.27	1,142,855	\$ 2,674,616.28	999,763	\$ 9,845,955.05	3,653,384
Commercial	\$ 457,405.28	164,341	\$ 504,511.40	182,280	\$ 713,159.81	289,057	\$ 626,277.89	238,542	\$ 2,301,354.38	874,220
Industrial	\$ 358,350.98	277,616	\$ 384,996.16	299,196	\$ 465,684.15	354,569	\$ 392,784.72	287,730	\$ 1,601,816.01	1,219,111
Municipal	\$ 561,164.85	12,679	\$ 565,309.73	16,137	\$ 616,759.63	42,508	\$ 575,289.64	18,865	\$ 2,318,523.85	90,189
Other	\$ 55,858.14	22,685	\$ 96,782.26	44,787	\$ 162,929.09	83,360	\$ 77,507.19	40,860	\$ 393,076.68	191,692
	\$ 3,481,069.39	1,209,983	\$ 3,747,372.91	1,320,504	\$ 4,885,807.95	1,912,349	\$ 4,346,475.72	1,585,760	\$ 255,696.18	Unbilled Revenue
									\$ (35,757.88)	Abatements
									\$ 13,621.17	Other Adjustments
CONS OFF 12 UNITS FROM QUARTERLY NUMBERS TO YEAR REPORT									\$ 16,694,285.44	6,028,596

53.25 OFF IN REVENUES FROM QUARTERLY NUMBERS TO YEARLY

2006										
Customer Type	March \$	March Cons.	June \$	June Cons.	September \$	September Cons.	December \$	December Cons.	Total \$	Total Cons.
Residential	\$ 2,092,711.96	716,166	\$ 2,183,482.27	765,521	\$ 2,904,590.54	1,172,418	\$ 2,890,193.18	932,186	\$ 10,070,977.95	3,586,291
Commercial	\$ 460,174.95	157,606	\$ 509,207.04	183,968	\$ 706,249.47	292,323	\$ 630,858.87	204,612	\$ 2,306,490.33	838,509
Industrial	\$ 364,947.83	281,606	\$ 371,996.01	288,074	\$ 459,983.05	359,838	\$ 422,098.23	279,146	\$ 1,619,025.12	1,208,664
Municipal	\$ 558,122.27	10,461	\$ 563,810.46	16,571	\$ 617,456.18	63,545	\$ 581,098.38	30,669	\$ 2,320,487.29	121,246
Other	\$ 35,708.58	12,228	\$ 67,959.20	39,434	\$ 60,071.87	34,864	\$ 33,778.18	9,515	\$ 197,517.83	96,041
	\$ 3,511,665.59	1,178,067	\$ 3,696,454.98	1,293,568	\$ 4,748,351.11	1,922,988	\$ 4,558,026.84	1,456,128	\$ 49,382.24	Unbilled Revenue
ok	ok	ok	ok	ok	ok	ok	ok	ok	\$ (182,005.72)	Abatements
									\$ 247.68	Other Adjustments
									\$ 16,382,122.72	5,850,751

2007										
Customer Type	March \$	March Cons.	June \$	June Cons.	September \$	September Cons.	December \$	December Cons.	Total \$	Total Cons.
Residential	\$ 2,407,562.10	695,075	\$ 2,703,983.07	768,642	\$ 4,019,898.97	1,202,502	\$ 3,639,002.76	1,034,525	\$ 12,770,446.90	3,700,744
Commercial	\$ 511,216.21	147,734	\$ 656,988.20	197,370	\$ 958,217.29	293,160	\$ 795,708.79	224,432	\$ 2,922,130.49	862,696
Industrial	\$ 380,363.89	253,764	\$ 452,866.67	285,316	\$ 591,129.52	338,601	\$ 491,025.81	272,075	\$ 1,915,385.89	1,149,756
Municipal	\$ 558,403.91	9,522	\$ 627,260.00	26,698	\$ 937,864.94	156,602	\$ 790,415.95	69,721	\$ 2,913,944.80	262,543
Other	\$ 34,295.46	9,915	\$ 35,461.45	10,226	\$ 49,200.60	18,034	\$ 36,811.92	9,871	\$ 155,769.43	48,046
	\$ 3,891,841.57	1,116,010	\$ 4,476,559.39	1,288,252	\$ 6,556,311.32	2,008,899	\$ 5,752,965.23	1,610,624	\$ 296,804.21	Unbilled Revenue
ok	ok	ok	ok	ok	ok	ok	ok	ok	\$ (10,878.27)	Abatements
									\$ 110.04	Other Adjustments
									\$ 20,963,713.49	6,023,785