

# **Northern Utilities, Inc.**

## **New Hampshire Division**

### **UPDATED 2011 / 2012 WINTER PERIOD PROPOSED COST OF GAS ADJUSTMENT**

**TO BE EFFECTIVE NOVEMBER 1, 2011**

**FILED OCTOBER 17, 2011**

**Northern Utilities, Inc. – New Hampshire Division**  
**UPDATED 2011/2012 WINTER PERIOD PROPOSED COST OF GAS ADJUSTMENT**  
**TO BE EFFECTIVE NOVEMBER 1, 2011**

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**Northern Utilities, Inc.**  
**New Hampshire Division**  
**Winter Season 2011-2012 Cost of Gas**

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CHECK SHEET

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<u>Pages</u>	<u>Revision</u>	<u>Proposed</u>
Supplement No. 1 Title	Original	
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Title	Original	
i	Original	
ii	Third Revised	
iii	Second Revised	
iv	Second Revised	
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1	Original	
2	Original	
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20.1	Original	
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36	Second Revised	

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37	Third Revised	
37.1	Second Revised	
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38	Forty-eight Revised	Forty-ninth Revised
39	Fifty-eighth Revised	Fifty-ninth Revised
40	Twenty-fourth Revised	
41	First Revised	
42	First Revised	
43	Second Revised	
44	Third Revised	
45	Second Revised	
46	First Revised	
47	First Revised	
48	First Revised	
49	First Revised	
50	First Revised	
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86	Second Revised	
87	Original	
88	Second Revised	
89	Original	
90	Second Revised	
91	Original	
92	Second Revised	
93	Original	
94	Fifty-second Revised	
95	Fifty-second Revised	
96	Forty-first Revised	
97	First Revised	
98	First Revised	
99	Eleventh Revised	
99-a	Eighteenth Revised	
100	Original	
101	Original	
102	Original	
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104	First Revised	
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115	Original	
116	Original	
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120	Original	
121	First Revised	
122	First Revised	
122-a	Original	
123	Original	
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The title page and pages i-171 inclusive of this tariff are effective as of the date shown on the individual tariff pages.

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146	First Revised	
147	First Revised	
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169	Ninth Revised	Tenth Revised
170	Original	
170-a	Original	
170-b	Third Revised	Fourth Revised

Northern Utilities, Inc.  
New Hampshire Division

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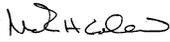
<u>Pages</u>	<u>Revision</u>	<u>Proposed</u>
171	First Revised	

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE DIVISION  
 WINTER SEASON RESIDENTIAL RATES

Winter Season November 2011 - April 2012		Tariff Rates (1)	Total Delivery Rates (Includes LDAC)	Total Billed Rates Tariff Rates, LDAC Plus Cost of Gas	
Residential Heating	<b>Tariff Rate R 5:</b>				
	Monthly Customer Charge	\$9.50	\$9.50	\$9.50	
	First 50 therms	\$0.4395	\$0.4820	\$1.5657	
	All usage over 50 therms	\$0.3283	\$0.3708	\$1.4545	
	<b>LDAC</b>	<b>\$0.0425</b>			
	<b>Gas Cost Adjustment:</b> Cost of Gas	<b>\$1.0837</b>			
Residential Heating Low Income	<b>Tariff Rate R 10:</b>				
	Monthly Customer Charge	\$3.80	\$3.80	\$3.80	
	First 50 therms	\$0.1934	\$0.2359	\$1.3196	
	All usage over 50 therms	\$0.1489	\$0.1914	\$1.2751	
	<b>LDAC</b>	<b>\$0.0425</b>			
	<b>Gas Cost Adjustment:</b> Cost of Gas	<b>\$1.0837</b>			
Residential Non-Heating	<b>Tariff Rate R 6:</b>				
	<b>Bi-monthly</b> Customer Charge	\$19.00	\$19.00	\$19.00	
	First 20 therms	\$0.4360	\$0.4785	\$1.5622	
	All usage over 20 therms	\$0.3375	\$0.3800	\$1.4637	
	<b>Monthly</b> Customer Charge	\$9.50	\$9.50	\$9.50	
	First 10 therms	\$0.4360	\$0.4785	\$1.5622	
	All usage over 10 therms	\$0.3375	\$0.3800	\$1.4637	
	<b>LDAC</b>	<b>\$0.0425</b>			
	<b>Gas Cost Adjustment:</b> Cost of Gas	<b>\$1.0837</b>			
	Residential Non-Heating Low Income	<b>Tariff Rate R 11:</b>			
		<b>Bi-monthly</b> Customer Charge	\$13.80	\$13.80	\$13.80
		First 20 therms	\$0.3377	\$0.3802	\$1.4639
All usage over 20 therms		\$0.2628	\$0.3053	\$1.3890	
<b>Monthly</b> Customer Charge		\$6.90	\$6.90	\$6.90	
First 10 therms		\$0.3377	\$0.3802	\$1.4639	
All usage over 10 therms		\$0.2628	\$0.3053	\$1.3890	
<b>LDAC</b>		<b>\$0.0425</b>			
<b>Gas Cost Adjustment:</b> Cost of Gas		<b>\$1.0837</b>			

(1) Includes temporary rate adjustment of \$0.0293

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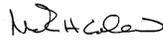
NORTHERN UTILITIES - NEW HAMPSHIRE DIVISION

WINTER SEASON C&I RATES

Winter Season November 2011 - April 2012	Tariff Rates (1)	Total Delivery Rates (Includes LDAC)	Total Billed Rates Tariff Rates, LDAC Plus Cost of Gas
<b>C&amp;I Low Annual/High Winter</b> <u><b>Tariff Rate G 40:</b></u> Monthly Customer Charge First 75 therms All usage over 75 therms <b>LDAC</b> <u><b>Gas Cost Adjustment:</b></u> Cost of Gas	\$18.70 \$0.3370 \$0.2300 <b>\$0.0188</b>  <b>\$1.1166</b>	\$18.70 <b>\$0.3558</b> <b>\$0.2488</b>	\$18.70 <b>\$1.4724</b> <b>\$1.3654</b>
<b>C&amp;I Low Annual/Low Winter</b> <u><b>Tariff Rate G 50:</b></u> Monthly Customer Charge First 75 therms All usage over 75 therms <b>LDAC</b> <u><b>Gas Cost Adjustment:</b></u> Cost of Gas	\$18.70 \$0.3311 \$0.2262 <b>\$0.0188</b>  <b>\$0.9232</b>	\$18.70 <b>\$0.3499</b> <b>\$0.2450</b>	\$18.70 <b>\$1.2731</b> <b>\$1.1682</b>
<b>C&amp;I Medium Annual/High Winter</b> <u><b>Tariff Rate G 41:</b></u> Monthly Customer Charge  All usage <b>LDAC</b> <u><b>Gas Cost Adjustment:</b></u> Cost of Gas	\$60.30  \$0.2235 <b>\$0.0188</b>  <b>\$1.1166</b>	\$60.30  <b>\$0.2423</b>	\$60.30  <b>\$1.3589</b>
<b>C&amp;I Medium Annual/Low Winter</b> <u><b>Tariff Rate G 51:</b></u> Monthly Customer Charge First 1300 therms All usage over 1300 therms <b>LDAC</b> <u><b>Gas Cost Adjustment:</b></u> Cost of Gas	\$60.30 \$0.2155 \$0.1760 <b>\$0.0188</b>  <b>\$0.9232</b>	\$60.30 <b>\$0.2343</b> <b>\$0.1948</b>	\$60.30 <b>\$1.1575</b> <b>\$1.1180</b>
<b>C&amp;I High Annual/High Winter</b> <u><b>Tariff Rate G 42:</b></u> Monthly Customer Charge  All usage <b>LDAC</b> <u><b>Gas Cost Adjustment:</b></u> Cost of Gas	\$254.00  \$0.2018 <b>\$0.0188</b>  <b>\$1.1166</b>	\$254.00  <b>\$0.2206</b>	\$254.00  <b>\$1.3372</b>
<b>C&amp;I High Annual/Low Winter</b> <u><b>Tariff Rate G 52:</b></u> Monthly Customer Charge  All usage <b>LDAC</b> <u><b>Gas Cost Adjustment:</b></u> Cost of Gas	\$254.00  \$0.1555 <b>\$0.0188</b>  <b>\$0.9232</b>	\$254.00  <b>\$0.1743</b>	\$254.00  <b>\$1.0975</b>

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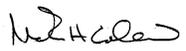
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**NORTHERN UTILITIES, INC. - NEW HAMPSHIRE DIVISION**  
**WINTER SEASON DELIVERY RATES**

Winter Season November 2011 - April 2012		Tariff Rates (1)	Total Delivery Rates (Includes LDAC)
C&I Low Annual/High Winter	<b>Tariff Rate T 40:</b> Monthly Customer Charge First 75 therms All usage over 75 therms  <b>LDAC</b>	\$18.70 \$0.3370 \$0.2300  <b>\$0.0188</b>	\$18.70 <b>\$0.3558</b> <b>\$0.2488</b>
C&I Low Annual/Low Winter	<b>Tariff Rate T 50:</b> Monthly Customer Charge First 75 therms All usage over 75 therms  <b>LDAC</b>	\$18.70 \$0.3311 \$0.2262  <b>\$0.0188</b>	\$18.70 <b>\$0.3499</b> <b>\$0.2450</b>
C&I Medium Annual/High Winter	<b>Tariff Rate T 41:</b> Monthly Customer Charge  All usage  <b>LDAC</b>	\$60.30  \$0.2235  <b>\$0.0188</b>	\$60.30  <b>\$0.2423</b>
C&I Medium Annual/Low Winter	<b>Tariff Rate T 51:</b> Monthly Customer Charge First 1300 therms All usage over 1300 therms  <b>LDAC</b>	\$60.30 \$0.2155 \$0.1760  <b>\$0.0188</b>	\$60.30 <b>\$0.2343</b> <b>\$0.1948</b>
C&I High Annual/High Winter	<b>Tariff Rate T 42:</b> Monthly Customer Charge  All usage  <b>LDAC</b>	\$254.00  \$0.2018  <b>\$0.0188</b>	\$254.00  <b>\$0.2206</b>
C&I High Annual/Low Winter	<b>Tariff Rate T 52:</b> Monthly Customer Charge  All usage  <b>LDAC</b>	\$254.00  \$0.1555  <b>\$0.0188</b>	\$254.00  <b>\$0.1743</b>
C&I Interruptible Transportation	<b>Tariff Rate IT:</b> Monthly Customer Charge First 20,000 therms All usage over 20,000 therms	\$170.21 \$0.1592 \$0.1401	\$170.21 <b>\$0.1592</b> <b>\$0.1401</b>

(1) Includes temporary rate adjustment of \$0.0293

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**Anticipated Cost of Gas**  
**New Hampshire Division**  
**Period Covered: November 1, 2011 - April 30, 2012**

(Col 1)	(Col 2)	(Col 3)
<b><u>ANTICIPATED DIRECT COST OF GAS</u></b>		
<b>Purchased Gas:</b>		
Demand Costs:	\$2,328,979	
Supply Costs:	\$7,429,043	
<b>Storage &amp; Peaking Gas:</b>		
Demand, Capacity:	\$13,980,472	
Commodity Costs:	\$6,062,922	
<b>Hedging (Gain)/Loss</b>	\$703,414	
<b>Interruptible Included Above</b>	\$0	
<b>Inventory Finance Charge</b>	\$7,131	
<b>Capacity Release, Asset Management, PNGTS Cost</b>	<u>(\$1,612,415)</u>	
<b>Total Anticipated Direct Cost of Gas</b>		<u>\$28,899,546</u>
<b><u>ANTICIPATED INDIRECT COST OF GAS</u></b>		
<b>Adjustments:</b>		
Prior Period Under/(Over) Collection	\$973,628	
Interest	\$71,698	
Refunds	\$0	
<u>Interruptible Margins</u>	<u>\$0</u>	
Total Adjustments		\$1,045,326
<b>Working Capital:</b>		
Total Anticipated Direct Cost of Gas	\$28,899,546	
Working Capital Percentage	0.082%	
Working Capital Allowance	\$23,813	
Plus: Working Capital Reconciliation (Acct 182.11)	<u>(\$35,228)</u>	
Total Working Capital Allowance		(\$11,415)
<b>Bad Debt:</b>		
Projected Bad Debt	\$650,000	
Bad Debt Supply Portion (64%)	\$416,526	
Seasonal Bad Debt Portion (91%)	\$377,457	
Plus: Bad Debt Reconciliation (Acct 182.16)	\$1,935	
Total Bad Debt Allowance		\$379,392
<b>Local Production and Storage Capacity</b>		\$349,700
<b>Miscellaneous Overhead-79.31% Allocated to Winter Season</b>		\$349,601
<b>Total Anticipated Indirect Cost of Gas</b>		\$2,112,605
<b>Total Cost of Gas</b>		<u>\$31,012,151</u>

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**CALCULATION OF FIRM SALES COST OF GAS RATE**

Period Covered: November 1, 2011 - April 30, 2012

(Col 1)	(Col 2)	(Col 3)
Total Anticipated Direct Cost of Gas	\$28,899,546	
Projected Prorated Sales (11/01/11-04/30/12)	28,614,458	
<b>Direct Cost of Gas Rate</b>		\$1.0100 per therm
<b>Demand Cost of Gas Rate</b>	\$14,697,036	\$0.5136 per therm
<b>Commodity Cost of Gas Rate</b>	<u>\$14,202,510</u>	<u>\$0.4963</u> per therm
<b>Total Direct Cost of Gas Rate</b>	\$28,899,546	<b>\$1.0099</b> per therm
Total Anticipated Indirect Cost of Gas	\$2,112,605	
Projected Prorated Sales (11/01/11-04/30/12)	28,614,458	
<b>Indirect Cost of Gas</b>		\$0.0738 per therm
<b>TOTAL PERIOD AVERAGE COST OF GAS</b>		<b>\$1.0837 per therm</b>

<b>RESIDENTIAL COST OF GAS RATE - 11/01/11</b>	<b>COGwr</b>	<b>\$1.0837 per therm</b>
	<b>Maximum (COG+25%)</b>	<b>\$1.3546</b>

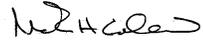
<b>COM/IND LOW WINTER USE COST OF GAS RATE - 11/01/11</b>	<b>COGwl</b>	<b>\$0.9232 per therm</b>
	<b>Maximum (COG+25%)</b>	<b>\$1.1540</b>

C&I HLF DEMAND COSTS ALLOCATED PER SMBA	\$796,510
PLUS: RESIDENTIAL DEMAND RELOCATION TO C7I HLF	<u>\$44,348</u>
C&I HLF TOTAL ADJUSTED DEMAND COSTS	\$840,858
C&I HLF PROJECTED PRORATED SALES (11/1/11-04/30/12)	2,555,355
<b>DEMAND COST OF GAS RATE</b>	<b>\$0.3291</b>
C&I HLF COMMODITY COSTS ALLOCATED PER SMBA	\$1,330,369
PLUS: RESIDENTIAL COMMODITY COSTS	<u>(\$930)</u>
C&I HLF TOTAL ADJUSTED COMMODITY COSTS	\$1,329,439
C&I HLF PROJECTED PRORATED SALES (11/01/11-04/30/12)	2,555,355
<b>COMMODITY COST OF GAS RATE</b>	<b>\$0.5203</b>
<b>INDIRECT COST OF GAS</b>	<b>\$0.0738</b>
<b>TOTAL C&amp;I HLF COST OF GAS RATE</b>	<b>\$0.9232</b>

<b>COM/IND HIGH WINTER USE COST OF GAS RATE - 11/01/11</b>	<b>COGwh</b>	<b>\$1.1166 per therm</b>
	<b>Maximum (COG+25%)</b>	<b>\$1.3958</b>

C&I LLF COMMODITY COSTS ALLOCATED PER SMBA	\$6,541,526
PLUS RESIDENTIAL DEMAND REALLOCATION TO C&I LLF	<u>\$364,220</u>
C&I LLF TOTAL ADJUSTED DEMAND COSTS	\$6,905,746
C&I LLF PROJECTED PRORATED SALES (11/01/11-04/30/12)	12,526,929
<b>DEMAND COST OF GAS RATE</b>	<b>\$0.5513</b>
C&I LLF COMMODITY COSTS ALLOCATED PER SMBA	\$6,160,814
PLUS: RESIDENTIAL COMMODITY REALLOCATION TO C&I LLF	<u>(\$4,306)</u>
C&I LLF TOTAL ADJUSTED COMMODITY COSTS	\$6,156,508
C&I LLF PROJECTED PRORATED SALES (11/1/11-04/30/12)	12,526,929
<b>COMMODITY COST OF GAS RATE</b>	<b>\$0.4915</b>
<b>INDIRECT COST OF GAS</b>	<b>\$0.0738</b>
<b>TOTAL C&amp;I LLF COST OF GAS RATE</b>	<b>\$1.1166</b>

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Issued By:   
 \_\_\_\_\_  
 Treasurer

**Local Delivery Adjustment Clause**

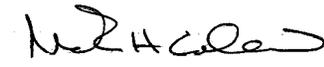
Rate Schedule	RLIAP	DSM	ERC	ITM	WLNG	CCE	RCE	LDAC
Residential Heating	\$0.0059	\$0.0315	\$0.0051	\$0.0000	\$0.0000	\$0.0000	\$0.0000	\$0.0425
Residential Non-Heating	\$0.0059	\$0.0315	\$0.0051	\$0.0000	\$0.0000	\$0.0000	\$0.0000	\$0.0425
Small C&I	\$0.0059	\$0.0078	\$0.0051	\$0.0000	\$0.0000	\$0.0000	\$0.0000	\$0.0188
Medium C&I	\$0.0059	\$0.0078	\$0.0051	\$0.0000	\$0.0000	\$0.0000	\$0.0000	\$0.0188
Large C&I	\$0.0059	\$0.0078	\$0.0051	\$0.0000	\$0.0000	\$0.0000	\$0.0000	\$0.0188
No Previous Sales Service								

Issued: October 17, 2011

Effective: With Service Rendered On and After November 1, 2011

Authorized by NHPUC Order No. \_\_\_\_\_ in Docket N. DG 11-\_\_\_\_, dated \_\_\_\_\_, 2011

Issued by:



Title:

Treasurer

**VII. DELIVERY SERVICE TERMS AND CONDITIONS**

**APPENDIX A**

**Schedule of Administrative Fees and Charges**

**I. Supplier Balancing Charge:      \$0.78 per MMBtu of Daily Imbalance Volumes**

- Updated effective every November 1 to reflect the Company’s latest balancing resources and associated capacity costs.
- Daily Imbalance Volumes represent the difference between ATV and ATV adjusted for actual EDDs.

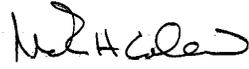
**II. Peaking Service Demand Charge:      \$ 10.15per MMBtu per MDPQ per month for November 2011 through April 2012.**

- Updated effective every November 1 to reflect the Company’s Peaking resources and associated costs.

**III. Supplier Services and Associated Fees:**

<b><u>SERVICE</u></b>	<b><u>PRICING</u></b>
Pool Administration (required) <b>Non-Daily Metered Pools only</b>	• \$0.10/month/customer billed @ marketer level
Standard Passthrough Billing (required)	• \$0.60/customer/month billed @ marketer level
Standard Complete Billing (optional – Passthrough Billing fee not required if this service is elected)	• \$1.50/customer/month billed @ marketer level
Customer Administration (required)	• \$10/customer/switch billed @ marketer level

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Effective:    November 1, 2011

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**VII. DELIVERY SERVICE TERMS AND CONDITIONS**

**APPENDIX C**

**Capacity Allocators**

Capacity Allocators shall be calculated and filed with the Commission each year with the Winter Cost of Gas filing. The following Capacity Allocators shall be applicable for capacity assignments during the period of November 1, 2011 through October 31, 2012.

Commercial and Industrial

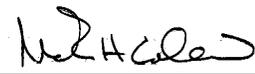
	<u>High Winter Use</u>	<u>Low Winter Use</u>
Pipeline:	17.48%	87.09%
Storage:	37.87%	5.93%
Peaking:	44.65%	6.98%

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Treasurer

**VII. DELIVERY SERVICE TERMS AND CONDITIONS**

**APPENDIX D**

**Firm Sales Service Re-Entry Fee Bill Adjustment  
(continued)**

The Re-Entry Fee shall be calculated and filed with the Commission each year with the Winter Cost of Gas filing. The following Firm Sales Service Re-Entry Fee Unit Charge shall be applicable for the period of November 1, 2011 through October 31, 2012.

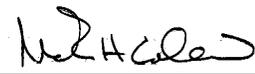
Effective Dates:	<b>November 1, 2011 – October 31, 2012</b>
Annual Average Unit Cost:	\$ 383.86
25% - Annual Charge for Re-Entry Fee:	\$ 95.96
Monthly Unit Charge for Re-Entry Fee:	\$ 8.00

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Treasurer

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE DIVISION

SUMMER WINTER SEASON RESIDENTIAL RATES

	Summer Winter Season May November 2011 - October April 2012		Tariff Rates (1)	Total Delivery Rates (Includes LDAC)	Total Billed Rates Tariff Rates, LDAC Plus Cost of Gas
Residential Heating	<b>Tariff Rate R 5:</b> Monthly Customer Charge First 50 therms All usage over 50 therms LDAC <b>Gas Cost Adjustment:</b> Cost of Gas		\$9.50 \$0.4395 \$0.3283 <del>0.0456</del> 0.0425 <del>0.5570</del> 1.0837	\$9.50 \$0.4820 \$0.3708	\$9.50 <del>\$1.0421</del> 1.5657 <del>\$0.0309</del> 1.4545
Residential Heating Low Income	<b>Tariff Rate R 10:</b> Monthly Customer Charge First 50 therms All usage over 50 therms LDAC <b>Gas Cost Adjustment:</b> Cost of Gas		\$3.80 \$0.1934 \$0.1489 <del>0.0456</del> 0.0425 <del>0.5570</del> 1.0837	\$3.80 \$0.2359 \$0.1914	\$3.80 <del>\$0.7960</del> 1.3196 <del>\$0.7545</del> 1.2751
Residential Non-Heating	<b>Tariff Rate R 6:</b> <b>Bi-monthly</b> Customer Charge First 20 therms All usage over 20 therms  <b>Monthly</b> Customer Charge First 10 therms All usage over 10 therms LDAC <b>Gas Cost Adjustment:</b> Cost of Gas		\$19.00 \$0.4360 \$0.3375  \$9.50 \$0.4360 \$0.3375 <del>0.0456</del> 0.0425 <del>0.5570</del> 1.0837	\$19.00 \$0.4785 \$0.3800  \$9.50 \$0.4785 \$0.3800	\$19.00 <del>\$1.0386</del> 1.5622 <del>\$0.9401</del> 1.4637  \$9.50 <del>\$1.0386</del> 1.5622 <del>\$0.9401</del> 1.4637
Residential Non-Heating Low Income	<b>Tariff Rate R 11:</b> <b>Bi-monthly</b> Customer Charge First 20 therms All usage over 20 therms  <b>Monthly</b> Customer Charge First 10 therms All usage over 10 therms LDAC <b>Gas Cost Adjustment:</b> Cost of Gas		\$13.80 \$0.3377 \$0.2628  \$6.90 \$0.3377 \$0.2628 <del>0.0456</del> 0.0425 <del>0.5570</del> 1.0837	\$13.80 \$0.3802 \$0.3053  \$6.90 \$0.3802 \$0.3053	\$13.80 <del>\$0.9403</del> 1.4639 <del>\$0.8654</del> 1.3890  \$6.90 <del>\$0.9403</del> 1.4639 <del>\$0.9401</del> 1.3890

(1) Includes temporary rate adjustment of \$0.0293

Issued: ~~August 25~~ October 17, 2011  
Effective: With Service Rendered On and After ~~September 15~~ November 1, 2011  
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Issued by: \_\_\_\_\_  
Title: Treasurer

NORTHERN UTILITIES - NEW HAMPSHIRE DIVISION

~~SUMMER~~ WINTER SEASON C&I RATES

	Summer May-November 2011	Winter Season -October April 2012	Tariff Rates (1)	Total Delivery Rates (Includes LDAC)	Total Billed Rates Tariff Rates, LDAC Plus Cost of Gas
C&I Low Annual/High Winter	<b>Tariff Rate G 40:</b>				
Monthly Customer Charge			\$18.70	\$18.70	\$18.70
First 75 therms			\$0.3370	\$0.3558	<del>\$0.9750</del> <u>1.4724</u>
All usage over 75 therms			\$0.2300	\$0.2488	<del>\$0.8680</del> <u>1.3654</u>
<b>LDAC</b>			<del>\$0.0249</del> <u>0.0188</u>		
<b>Gas Cost Adjustment:</b>					
Cost of Gas			<del>\$0.6134</del> <u>1.1166</u>		
C&I Low Annual/Low Winter	<b>Tariff Rate G 50:</b>				
Monthly Customer Charge			\$18.70	\$18.70	\$18.70
First 75 therms			\$0.3311	\$0.3499	<del>\$0.8432</del> <u>1.2731</u>
All usage over 75 therms			\$0.2262	\$0.2450	<del>\$0.7383</del> <u>1.1682</u>
<b>LDAC</b>			<del>\$0.0249</del> <u>0.0188</u>		
<b>Gas Cost Adjustment:</b>					
Cost of Gas			<del>\$0.4872</del> <u>0.9232</u>		
C&I Medium Annual/High Wi	<b>Tariff Rate G 41:</b>				
Monthly Customer Charge			\$60.30	\$60.30	\$60.30
All usage			<del>\$0.4417</del> <u>0.2235</u>	\$0.2423	<del>\$0.7797</del> <u>1.3589</u>
<b>LDAC</b>			<del>\$0.0249</del> <u>0.0188</u>		
<b>Gas Cost Adjustment:</b>					
Cost of Gas			<del>\$0.6134</del> <u>1.1166</u>		
C&I Medium Annual/Low Wi	<b>Tariff Rate G 51:</b>				
Monthly Customer Charge			\$60.30	\$60.30	\$60.30
First <del>4000</del> <u>1300</u> therms			<del>\$0.1405</del> <u>0.2155</u>	\$0.2343	<del>\$0.6526</del> <u>1.1575</u>
All Usage Over <del>4000</del> <u>1300</u> therms			<del>\$0.1073</del> <u>0.176</u>	\$0.1948	<del>\$0.6194</del> <u>1.1180</u>
<b>LDAC</b>			<del>\$0.0249</del> <u>0.0203</u>		
<b>Gas Cost Adjustment:</b>					
Cost of Gas			<del>\$0.4872</del> <u>0.9232</u>		
C&I High Annual/High Winte	<b>Tariff Rate G 42:</b>				
Monthly Customer Charge			\$254.00	\$254.00	\$254.00
All usage			<del>\$0.1257</del> <u>0.2018</u>	\$0.2206	<del>\$0.7637</del> <u>1.3372</u>
<b>LDAC</b>			<del>\$0.0249</del> <u>0.0188</u>		
<b>Gas Cost Adjustment:</b>					
Cost of Gas			<del>\$0.6134</del> <u>1.1166</u>		
C&I High Annual/Low Winter	<b>Tariff Rate G 52:</b>				
Monthly Customer Charge			\$254.00	\$254.00	\$254.00
All usage			<del>\$0.0946</del> <u>0.1555</u>	\$0.1743	<del>\$0.6067</del> <u>1.0975</u>
<b>LDAC</b>			<del>\$0.0249</del> <u>0.0188</u>		
<b>Gas Cost Adjustment:</b>					
Cost of Gas			<del>\$0.6134</del> <u>1.1166</u>		

(1) Includes temporary rate adjustment of \$0.0293

Issued: ~~August 25~~ October 17, 2011

Effective: With Service Rendered On and After ~~September~~ November 1, 2011

Authorized by NHPUC Order No. ~~25,215~~, in Docket No. DG 11-045, dated ~~April~~ 29, 2011.

Issued by: \_\_\_\_\_

Title: Treasurer

**NORTHERN UTILITIES, INC. - NEW HAMPSHIRE DIVISION**

~~SUMMER~~ **WINTER** SEASON DELIVERY RATES

<del>Summer</del> <b>Winter</b> Season <del>May November</del> 2011 - <del>October</del> <b>April</b> 2012		Tariff Rates (1)	Total Delivery Rates (Includes LDAC)
C&I Low Annual/High Winter	<b>Tariff Rate T 40:</b>		
	Monthly Customer Charge	\$18.70	\$18.70
	First 75 therms	<del>\$0.3370</del> <u>\$0.3619</u>	<del>\$0.3558</del>
	All usage over 75 therms	<del>\$0.2300</del> <u>\$0.2549</u>	<del>\$0.2488</del>
<b>LDAC</b>		<del>\$0.0249</del> <u>0.0188</u>	
C&I Low Annual/Low Winter	<b>Tariff Rate T 50:</b>		
	Monthly Customer Charge	\$18.70	\$18.70
	First 75 therms	<del>\$0.3311</del> <u>\$0.3560</u>	<del>\$0.3499</del>
	All usage over 75 therms	<del>\$0.2262</del> <u>\$0.2511</u>	<del>\$0.2450</del>
<b>LDAC</b>		<del>\$0.0249</del> <u>0.0188</u>	
C&I Medium Annual/High Winter	<b>Tariff Rate T 41:</b>		
	Monthly Customer Charge	\$60.30	\$60.30
	All usage	<del>0.1417</del> <u>0.2235</u> <del>\$0.1666</del> <u>\$0.2423</u>	
<b>LDAC</b>		<del>\$0.0249</del> <u>0.0188</u>	
C&I Medium Annual/Low Winter	<b>Tariff Rate T 51:</b>		
	Monthly Customer Charge	\$60.30	\$60.30
	First <del>4000</del> <b>1300</b> therms	<del>\$0.1862</del> <u>\$0.2155</u> <del>\$0.2111</del> <u>\$0.2343</u>	
	All usage over <del>4000</del> <b>1300</b> therms	<del>\$0.1467</del> <u>\$0.176</u> <del>\$0.1716</del> <u>\$0.1948</u>	
<b>LDAC</b>		<del>\$0.0249</del> <u>0.0188</u>	
C&I High Annual/High Winter	<b>Tariff Rate T 42:</b>		
	Monthly Customer Charge	\$254.00	\$254.00
	All usage	<del>\$0.1725</del> <u>\$0.2018</u> <del>\$0.1974</del> <u>\$0.2206</u>	
<b>LDAC</b>		<del>\$0.0249</del> <u>0.0188</u>	
C&I High Annual/Low Winter	<b>Tariff Rate T 52:</b>		
	Monthly Customer Charge	\$254.00	\$254.00
	All usage	<del>\$0.1262</del> <u>0.1555</u> <del>\$0.1511</del> <u>\$0.1743</u>	
<b>LDAC</b>		<del>\$0.0249</del> <u>0.0188</u>	
C&I Interruptible Transportation	<b>Tariff Rate IT:</b>		
	Monthly Customer Charge	\$170.21	\$170.21
	First 20,000 therms	<del>\$0.1299</del> <u>\$0.1592</u>	<del>\$0.1299</del> <u>\$0.1592</u>
	All usage over 20,000 therms	<del>\$0.1108</del> <u>\$0.1401</u>	<del>\$0.1108</del> <u>\$0.1401</u>

(1) Includes temporary rate adjustment of \$0.0293

Issued: ~~July 28~~ **October 17, 2011**

Effective: With Service Rendered On and After ~~August~~ **November 1, 2011**

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Issued by:

Title:

\_\_\_\_\_  
Treasurer

**Anticipated Cost of Gas**

**New Hampshire Division**

Period Covered: ~~May 1, 2011~~ November 1, 2011 - ~~October 31~~ April 30, 2012

(Col 1)	(Col 2)	(Col 3)
<b><u>ANTICIPATED DIRECT COST OF GAS</u></b>		
<b>Purchased Gas:</b>		
Demand Costs:	<del>\$ 497,292</del> \$ 2,328,979	
Supply Costs:	<del>\$ 3,441,524</del> \$ 7,429,043	
<b>Storage &amp; Peaking Gas:</b>		
Demand, Capacity:	<del>\$ 701,178</del> \$ 13,980,472	
Commodity Costs:	<del>\$ 25,185</del> \$ 6,062,922	
<b>Hedging (Gain)/Loss</b>	<del>\$ 72,585</del> \$ 703,414	
<b>Interruptible Included Above</b>	<del>\$</del> \$ -	
<b>Inventory Finance Charge</b>	<del>\$</del> \$ 7,131	
<b>Capacity Release</b>	<del>\$</del> \$ (1,612,415)	
<b>Total Anticipated Direct Cost of Gas</b>	<del>\$ 4,737,763</del> \$ 28,899,546	
<b><u>ANTICIPATED INDIRECT COST OF GAS</u></b>		
<b>Adjustments:</b>		
Prior Period Under/(Over) Collection	<del>\$ 124,276</del> \$ 973,628	
NHPUC Consultant Costs	<del>\$ 28,990</del> \$ 71,698	
Interest	<del>\$ 2,150</del> \$ -	
Refunds	<del>\$</del> \$ -	
<u>Interruptible Margins</u>	<del>\$</del> \$ -	
<b>Total Adjustments</b>	<del>\$ 155,415</del> \$ 1,045,326	
<b>Working Capital:</b>		
Total Anticipated Direct Cost of Gas	<del>\$ 4,737,762</del> \$ 28,899,546	
Working Capital Percentage	<del>0.056%</del> <u>0.082%</u>	
Working Capital Allowance	<del>\$ 2,670</del> \$ 23,813	
Plus: Working Capital Reconciliation (Acct 182.11)	<del>\$ (7,494)</del> \$ (35,228)	
<b>Total Working Capital Allowance</b>	<del>\$ (4,824)</del> \$ (11,415)	
<b>Bad Debt:</b>		
Total Anticipated Direct Cost of Gas	<del>\$ 4,737,762</del>	
Plus: Prior Period Under/(Over) Collection	<del>\$ 124,276</del>	
Plus: Total Working Capital	<del>\$ (4,824)</del>	
<b>Subtotal</b>	<del>\$ 4,857,215</del>	
Bad Debt Percentage	<u>0.450%</u>	
Bad Debt Allowance	<del>\$ 21,857</del>	
Plus: Bad Debt Reconciliation (Acct 182.16)	<del>\$ 3,159</del>	
<b>Projected Bad Debt</b>	\$ 650,000	
Bad Debt Supply Portion (64%)	\$ 416,526	
Seasonal Bad Debt Portion (91%)	\$ 377,457	
Plus: Bad Debt Reconciliation (Acct 182.16)	\$ 1,935	
<b>Total Bad Debt Allowance</b>	<del>\$ 25,016</del> \$ 379,392	
<b>Local Production and Storage Capacity</b>	<del>\$</del> \$ 349,700	
<b>Miscellaneous Overhead-25.15% Allocated to Winter Season</b>	<del>\$ 25,964</del> \$ 349,601	
<b>Total Anticipated Indirect Cost of Gas</b>	<del>\$ 201,572</del> \$ 2,112,605	
<b>Total Cost of Gas</b>	<del>\$ 4,939,335</del> \$ 31,012,151	

Issued: ~~March 15, 2011~~ October 17, 2011  
Effective Date: ~~May 1, 2011~~ November 1, 2011

Issued By: \_\_\_\_\_  
Treasurer

**CALCULATION OF FIRM SALES COST OF GAS RATE**

Period Covered: ~~May 1, 2010 – October 31, 2010~~ November 1, 2010 - April 30, 2011

(Col 1)	(Col 2)	(Col 3)	
Total Anticipated Direct Cost of Gas	\$ 4,737,762	\$28,899,546	
Projected Prorated Sales (05/01/10 – 10/31/10-11/1/11 - 04/30/12)	7,400,652	28,614,458	
<b>Direct Cost of Gas Rate</b>		\$ 0.6402	\$1.0100 per therm
<b>Demand Cost of Gas Rate</b>	\$ 1,198,470	\$14,697,036	\$ 0.1619 \$0.5136 per therm
<b>Commodity Cost of Gas Rate</b>	\$ 3,539,292	\$14,202,510	\$ 0.4782 \$0.4963 per therm
<b>Total Direct Cost of Gas Rate</b>	\$ 4,737,763	\$28,899,546	\$ 0.6404 <u>\$1.0099</u> per therm
Total Anticipated Indirect Cost of Gas	\$ 201,572	\$2,112,605	
Projected Prorated Sales (05/01/10 – 10/31/10-11/1/11 - 04/30/12)	7,400,652	28,614,458	
<b>Indirect Cost of Gas</b>		\$ 0.0272	\$0.0738 per therm
<b>TOTAL PERIOD AVERAGE COST OF GAS</b>		\$ 0.6673	<u>\$1.0837</u> per therm
<b>Period Ending Over-collection as determined on 06/24/11</b>	\$ (391,826)		
<b>PROJECTED SALES (7/01/11 – 10/31/11)</b>	5,755,456		
<b>PER-UNIT CHANGE IN COST OF GAS (7/01/10 – 10/31/11)</b>	\$ (0.0681)		
<b>Period Ending Under-collection as determined on 07/22/11</b>	268,935		
<b>PROJECTED SALES (8/01/11 – 10/31/11)</b>	3,883,054,0000		
<b>PER-UNIT CHANGE IN COST OF GAS (8/01/10 – 10/31/11)</b>	\$ 0.0693		
<b>Period Ending Under-collection as determined on 08/25/11</b>	\$ (327,130.0000)		
<b>PROJECTED SALES (9/01/11 – 10/31/11)</b>	2,934,617,4122		
<b>PER-UNIT CHANGE IN COST OF GAS (9/01/10 – 10/31/11)</b>	\$ (0.1145)		

- 1 Over-collection w/o rate adjustment as contained in NUI's COG Report dated June 24, 2011
- 2 Under-collection w/o rate adjustment as contained in NUI's COG Report dated July 22, 2011
- 3 Under-collection w/o rate adjustment as contained in NUI's COG Report dated August 24, 2011

RESIDENTIAL COST OF GAS RATE - 09/01/11-01/11	COGwr	\$ 0.7280	\$1.0837 per therm
	Maximum (COG+25%)	\$ 0.9181	\$1.3546
RESIDENTIAL COST OF GAS RATE - 05/01/10		\$ 0.6545	
CHANGE IN PER UNIT COST		\$ (0.0576)	
RESIDENTIAL COST OF GAS RATE - 06/01/10		\$ 0.5969	
CHANGE IN PER UNIT COST		\$ 0.1311	
RESIDENTIAL COST OF GAS RATE - 07/01/10		\$ 0.7280	

COM/IND LOW WINTER USE COST OF GAS RATE - 09/01/11-01/11	COGwl	\$ 0.6810	\$0.9232 per therm
	Maximum (COG+25%)	\$ 0.7594	\$1.1540
COM/IND LOW WINTER USE COST OF GAS RATE - 05/01/10		\$ 0.6075	
CHANGE IN PER UNIT COST		\$ (0.0576)	
COM/IND LOW WINTER USE COST OF GAS RATE - 06/01/10		\$ 0.5499	
CHANGE IN PER UNIT COST		\$ 0.1311	
COM/IND LOW WINTER USE COST OF GAS RATE - 07/01/10		\$ 0.6810	
C&I HLF Demand Costs Allocated per SMBA	\$796,510		
PLUS: Residential Demand Relocation to C&I HLF	\$44,348		
C&I HLF Total Adjusted Demand Costs	\$840,858		
C&I HLF Projected Prorated Sales (11/01/10-04/20/11)	2,555,355		
<b>Demand Cost of Gas Rate</b>	<u>\$0.3291</u>		
C&I HLF Commodity Costs Allocated per SMBA	\$1,330,369		
PLUS: Residential Commodity Reallocation to C&I HLF	(\$930)		
C&I HLF Total Adjusted Commodity Costs	\$1,329,439		
C&I HLF Projected Prorated Sales (11/01/10-04/30/11)	2,555,355		
<b>Commodity Cost of Gas Rate</b>	<u>\$0.5203</u>		
<b>Indirect Cost of Gas</b>	<u>\$0.0738</u>		
<b>Total C&amp;I HLF Cost of Gas Rate</b>	<u>\$0.9232</u>		

COM/IND HIGH WINTER USE COST OF GAS RATE - 09/01/11-01/11	COGwh	\$ 0.7640	\$1.1166 per therm
	Maximum (COG+25%)	\$ 0.9631	\$1.3958
COM/IND HIGH WINTER USE COST OF GAS RATE - 05/01/10		\$ 0.6906	
CHANGE IN PER UNIT COST		\$ (0.0576)	
COM/IND HIGH WINTER USE COST OF GAS RATE - 06/01/10		\$ 0.6329	
CHANGE IN PER UNIT COST		\$ 0.1311	
COM/IND HIGH WINTER USE COST OF GAS RATE - 07/01/10		\$ 0.7640	
C&I LLF Demand Costs Allocated per SMBA	\$6,541,526		
PLUS: Residential Demand Reallocation to C&I LLF	\$364,220		
C&I LLF Total Adjusted Demand Costs	\$6,905,746		
C&I LLF Projected Prorated Sales (11/01/10-04/30/11)	12,526,929		
<b>Demand Cost of Gas Rate</b>	<u>\$0.5513</u>		
C&I LLF Commodity Costs Allocated per SMBA	\$6,160,814		
PLUS: Residential Commodity Reallocation to C&I LLF	(\$4,306)		
C&I LLF Total Adjusted Commodity Costs	\$6,156,508		
C&I LLF Projected Prorated Sales (11/01/10-04/30/11)	12,526,929		
<b>Commodity Cost of Gas Rate</b>	<u>\$0.4915</u>		
<b>Indirect Cost of Gas</b>	<u>\$0.0738</u>		
<b>Total C&amp;I LLF Cost of Gas Rate</b>	<u>\$1.1166</u>		

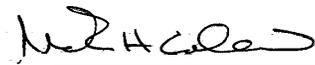
Local Delivery Adjustment Clause

Rate Schedule	RLIAP	DSM	ERC	ITM	WLNG	CCE	RCE	LDAC
Residential Heating	<del>-\$0.0043</del> <b><u>-\$0.0059</u></b>	<del>-\$0.0359</del> <b><u>-\$0.0315</u></b>	<del>-\$0.0054</del> <b><u>-\$0.0051</u></b>	\$0.0000	\$0.0000	\$0.0000	\$0.0000	<del>\$0.0456</del> <b><u>-\$0.0425</u></b>
Residential Non-Heating	<del>-\$0.0043</del> <b><u>-\$0.0059</u></b>	<del>-\$0.0359</del> <b><u>-\$0.0315</u></b>	<del>-\$0.0054</del> <b><u>-\$0.0051</u></b>	\$0.0000	\$0.0000	\$0.0000	\$0.0000	<del>\$0.0456</del> <b><u>-\$0.0425</u></b>
Small C&I	<del>-\$0.0043</del> <b><u>-\$0.0059</u></b>	<del>-\$0.0152</del> <b><u>-\$0.0078</u></b>	<del>-\$0.0054</del> <b><u>-\$0.0051</u></b>	\$0.0000	\$0.0000	\$0.0000	\$0.0000	<del>\$0.0249</del> <b><u>-\$0.0188</u></b>
Medium C&I	<del>-\$0.0043</del> <b><u>-\$0.0059</u></b>	<del>-\$0.0152</del> <b><u>-\$0.0078</u></b>	<del>-\$0.0054</del> <b><u>-\$0.0051</u></b>	\$0.0000	\$0.0000	\$0.0000	\$0.0000	<del>\$0.0249</del> <b><u>-\$0.0188</u></b>
Large C&I	<del>-\$0.0043</del> <b><u>-\$0.0059</u></b>	<del>-\$0.0152</del> <b><u>-\$0.0078</u></b>	<del>-\$0.0054</del> <b><u>-\$0.0051</u></b>	\$0.0000	\$0.0000	\$0.0000	\$0.0000	<del>\$0.0249</del> <b><u>-\$0.0188</u></b>
No Previous Sales Service								

Issued: October 14, 2010 **October 17, 2011**

Effective: With Service Rendered On and After November 1, 2010 **2011**

Authorized by NHPUC Order No. \_\_\_\_\_ in Docket N. DG-10-**11**-, dated \_\_\_\_\_, 2010 **2011**

Issued   
Title: \_\_\_\_\_ Treasurer

**VII. DELIVERY SERVICE TERMS AND CONDITIONS**

**APPENDIX A**

**Schedule of Administrative Fees and Charges**

**I. Supplier Balancing Charge:     ~~\$0.75~~78 per MMBtu of Daily Imbalance Volumes**

- Updated effective every November 1 to reflect the Company’s latest balancing resources and associated capacity costs.
- Daily Imbalance Volumes represent the difference between ATV and ATV adjusted for actual EDDs.

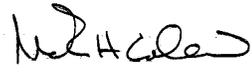
**II. Peaking Service Demand Charge:     ~~\$ 17.68~~10.15per MMBtu per MDPQ per month for November 20110 through April 20121.**

- Updated effective every November 1 to reflect the Company’s Peaking resources and associated costs.

**III. Supplier Services and Associated Fees:**

<u>SERVICE</u>	<u>PRICING</u>
Pool Administration (required) <b>Non-Daily Metered Pools only</b>	• \$0.10/month/customer billed @ marketer level
Standard Passthrough Billing (required)	• \$0.60/customer/month billed @ marketer level
Standard Complete Billing (optional – Passthrough Billing fee not required if this service is elected)	• \$1.50/customer/month billed @ marketer level
Customer Administration (required)	• \$10/customer/switch billed @ marketer level

Issued:     ~~September 15~~October 17,  
                  20101

Issued by:   
\_\_\_\_\_  
Treasurer

Effective: November 1, 20101

Authorized by NHPUC Order No. \_\_\_\_\_ in Docket No. DG 10-\_\_\_\_, dated \_\_\_\_\_.

**VII. DELIVERY SERVICE TERMS AND CONDITIONS**

**APPENDIX C**

**Capacity Allocators**

Capacity Allocators shall be calculated and filed with the Commission each year with the Winter Cost of Gas filing. The following Capacity Allocators shall be applicable for capacity assignments during the period of November 1, 201~~0~~<sup>1</sup> through October 31, 201~~1~~<sup>2</sup>.

Commercial and Industrial

	<u>High Winter Use</u>	<u>Low Winter Use</u>
Pipeline:	<del>6.89</del> <u>17.47</u> %	<del>64.97</del> <u>87.09</u> %
Storage:	<del>33.75</del> <u>37.88</u> %	<del>12.70</del> <u>5.93</u> %
Peaking:	<del>59.37</del> <u>44.65</u> %	<del>22.34</del> <u>6.98</u> %

Issued: ~~September 15~~October 17,  
201~~0~~<sup>1</sup>

Issued by:



Effective: November 1, 201~~0~~<sup>1</sup>

Treasurer

Authorized by NHPUC Order No. \_\_\_\_\_ in Docket No. DG10-\_\_\_\_, dated \_\_\_\_\_.

**VII. DELIVERY SERVICE TERMS AND CONDITIONS**

**APPENDIX D**

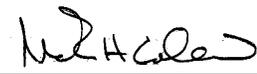
**Firm Sales Service Re-Entry Fee Bill Adjustment  
(continued)**

The Re-Entry Fee shall be calculated and filed with the Commission each year with the Winter Cost of Gas filing. The following Firm Sales Service Re-Entry Fee Unit Charge shall be applicable for the period of November 1, 201~~10~~ through October 31, 201~~21~~.

Effective Dates:	<b>November 1, 201<del>0</del><u>1</u> – October 31, 201<del>2</del><u>1</u></b>
Annual Average Unit Cost:	\$ <del>311.63</del> <u>383.86</u>
25% - Annual Charge for Re-Entry Fee:	\$ <del>77.91</del> <u>95.96</u>
Monthly Unit Charge for Re-Entry Fee:	\$ <del>4.823</del> <u>8.00</u>

Issued: ~~September 15~~October 17,  
201~~0~~1

Issued by:



Treasurer

Effective: November 1, 201~~0~~1

Authorized by NHPUC Order No. \_\_\_\_\_ in Docket No. DG 10-\_\_\_\_, dated \_\_\_\_\_.

# Summary

**N.H.P.U.C No.10  
NORTHERN UTILITIES, INC.**

Anticipated Cost of Gas

New Hampshire Division  
Period Covered: November 1, 2011 - April 30, 2012

Column A	Column B	Column C
1 <b><u>ANTICIPATED DIRECT COST OF GAS</u></b>		
2 <b>Purchased Gas for Sales Service:</b>		
3     Demand Costs:	\$ 2,328,979	
4     Supply Costs:	\$ 7,429,043	
5		
6 <b>Storage &amp; Peaking Gas for Sales Service:</b>		
7     Demand, Capacity:	\$ 13,980,472	
8     Commodity Costs:	\$ 6,062,922	
9		
10 <b>Hedging (Gain)/Loss</b>	\$ 703,414	
11		
12 <b>Interruptible Sendout Cost</b>	\$ -	
13		
14 <b>Inventory Finance Charge</b>	\$ 7,131	
15		
16 <b>Capacity Release</b>	\$ (1,612,415)	
17		
18 <b>Adjustment for Actual Costs</b>	<u>\$ -</u>	
19		
20 <b>Total Anticipated Direct Cost of Gas</b>		\$ 28,899,546
21		
22 <b><u>ANTICIPATED INDIRECT COST OF GAS</u></b>		
23 <b>Adjustments:</b>		
24     Prior Period Under/(Over) Collection	\$ 973,628	
25     Interest	\$ 71,698	
26     Refunds	\$ -	
27 <u>Interruptible Margins</u>	\$ -	
28     Total Adjustments		\$ 1,045,326
29		
30 <b>Working Capital:</b>		
31     Total Anticipated Direct Cost of Gas	\$ 28,899,546	
32     Working Capital Percentage	<u>0.082%</u>	
33     Working Capital Allowance	\$ 23,813	
34		
35     Plus: Working Capital Reconciliation (Acct 182.11)	<u>\$ (35,228)</u>	
36		
37     Total Working Capital Allowance		\$ (11,415)
38		
39 <b>Bad Debt:</b>		
40		
41     Projected Bad Debt	<u>\$ 650,000</u>	
42     Bad Debt Supply Portion (64%)	\$ 416,526	
43     Seasonal Bad Debt Portion (91%)	\$ 377,457	
44     Plus: Bad Debt Reconciliation (Acct 182.16)	<u>\$ 1,935</u>	
45     Total Bad Debt Allowance		\$ 379,392
46		
47 <b>Local Production and Storage Capacity</b>		\$ 349,700
48		
49 <b>Miscellaneous Overhead-79.31% Allocated to Winter Season</b>		<u>\$ 349,601</u>
50		
51 <b>Total Anticipated Indirect Cost of Gas</b>		\$ 2,112,605
52		
53 <b>Total Cost of Gas</b>		<u>\$ 31,012,151</u>
54		

**N.H.P.U.C No.10  
 NORTHERN UTILITIES, INC.**

**Summary**

Anticipated Cost of Gas

New Hampshire Division  
 Period Covered: November 1, 2011 - April 30, 2012

Column A	Reference Column D
1 <b><u>ANTICIPATED DIRECT COST OF GAS</u></b>	
2 <b>Purchased Gas for Sales Service:</b>	
3     Demand Costs:	Schedule 1A, LN 71
4     Supply Costs:	Schedule 1B, LN 14
5	
6 <b>Storage &amp; Peaking Gas for Sales Service:</b>	
7     Demand, Capacity:	Schedule 1A, LN 73
8     Commodity Costs:	Schedule 1B, LN 16 + Schedule 1B, LN 17
9	
10 <b>Hedging (Gain)/Loss</b>	Schedule 1B, LN 15
11	
12 <b>Interruptible Sendout Cost</b>	-(Schedule 1B, LN 22)
13	
14 <b>Inventory Finance Charge</b>	Schedule 22, LN 105
15	
16 <b>Capacity Release</b>	-(Schedule 1A, LN 76)
17	
18 <b>Adjustment for Actual Costs</b>	
19	
20 <b>Total Anticipated Direct Cost of Gas</b>	Sum ( LN 3 : LN 18 )
21	
22 <b><u>ANTICIPATED INDIRECT COST OF GAS</u></b>	
23 <b>Adjustments:</b>	
24     Prior Period Under/(Over) Collection	Schedule 3, LN 103: April 2010
25     Interest	Schedule 3, LN 111
26     Refunds	Company Analysis
27 <u>Interruptible Margins</u>	-(Schedule 1A, LN 77)
28     Total Adjustments	Sum ( LN 24 : LN 27 )
29	
30 <b>Working Capital:</b>	
31     Total Anticipated Direct Cost of Gas	LN 20
32     Working Capital Percentage	NHPUC No. 10 Section 4.06.1
33     Working Capital Allowance	LN 31 * LN 32
34	
35     Plus: Working Capital Reconciliation (Acct 182.11)	Company Analysis
36	
37     Total Working Capital Allowance	Sum ( LN 33 : LN 35 )
38	
39 <b>Bad Debt:</b>	
40	
41     Projected Bad Debt	Schedule 3B LN 15
42     Bad Debt Supply Portion (64%)	Schedule 3B LN 16
43     Seasonal Bad Debt Portion (91%)	Schedule 3B LN 17
44     Plus: Bad Debt Reconciliation (Acct 182.16)	Schedule 15, Attachment B
45     Total Bad Debt Allowance	LN 43 + LN 44
46	
47 <b>Local Production and Storage Capacity</b>	Schedule 1A, LN 84
48	
49 <b>Miscellaneous Overhead-79.31% Allocated to Winter Season</b>	Schedule 1A, LN 83
50	
51 <b>Total Anticipated Indirect Cost of Gas</b>	Sum ( LN 28 : LN 49 )
52	
53 <b>Total Cost of Gas</b>	LN 51 + LN 20
54	

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**CALCULATION OF FIRM SALES COST OF GAS RATE**  
 Period Covered: November 1, 2011 - April 30, 2012

Column A	Column B	Column C
Total Anticipated Direct Cost of Gas	\$ 28,899,546	
Projected Prorated Sales (11/01/11 - 04/30/12)	28,614,458	
<b>Direct Cost of Gas Rate</b>		\$ 1.0100 per therm
<b>Demand Cost of Gas Rate</b>	\$ 14,697,036	\$ 0.5136 per therm
<b>Commodity Cost of Gas Rate</b>	<u>\$ 14,202,510</u>	<u>\$ 0.4963 per therm</u>
<b>Total Direct Cost of Gas Rate</b>	\$ 28,899,546	\$ 1.0099 per therm
Total Anticipated Indirect Cost of Gas	\$ 2,112,605	
Projected Prorated Sales (11/01/11 - 04/30/12)	28,614,458	
<b>Indirect Cost of Gas</b>		\$ 0.0738 per therm
<b>TOTAL PERIOD AVERAGE COST OF GAS EFFECTIVE 11/01/05</b>		<b>\$ 1.0837 per therm</b>
<b>RESIDENTIAL COST OF GAS RATE - 11/01/11</b>		
	<b>COGwr</b>	<b>\$ 1.0837 per therm</b>
	Maximum (COG+25%)	<b>\$ 1.3546</b>
<b>COM/IND LOW WINTER USE COST OF GAS RATE - 11/01/11</b>		
	<b>COGwl</b>	<b>\$ 0.9232 per therm</b>
	Maximum (COG+25%)	<b>\$ 1.1540</b>
C&I HLF Demand Costs Allocated per SMBA	\$ 796,510	
PLUS: Residential Demand Reallocation to C&I HLF	<u>\$ 44,348</u>	
C&I HLF Total Adjusted Demand Costs	\$ 840,858	
C&I HLF Projected Prorated Sales (11/01/11 - 04/30/12)	2,555,355	
<b>Demand Cost of Gas Rate</b>	<b>\$ 0.3291</b>	
C&I HLF Commodity Costs Allocated per SMBA	\$ 1,330,369	
PLUS: Residential Commodity Reallocation to C&I HLF	<u>\$ (930)</u>	
C&I HLF Total Adjusted Commodity Costs	\$ 1,329,439	
C&I HLF Projected Prorated Sales (11/01/11 - 04/30/12)	2,555,355	
<b>Commodity Cost of Gas Rate</b>	<b>\$ 0.5203</b>	
<b>Indirect Cost of Gas</b>	<b>\$ 0.0738</b>	
<b>Total C&amp;I HLF Cost of Gas Rate</b>	<b>\$ 0.9232</b>	
<b>COM/IND HIGH WINTER USE COST OF GAS RATE - 11/01/11</b>		
	<b>COGwh</b>	<b>\$ 1.1166 per therm</b>
	Maximum (COG+25%)	<b>\$ 1.3958</b>
C&I LLF Demand Costs Allocated per SMBA	\$ 6,541,526	
PLUS: Residential Demand Reallocation to C&I LLF	<u>\$ 364,220</u>	
C&I LLF Total Adjusted Demand Costs	\$ 6,905,746	
C&I LLF Projected Prorated Sales (11/01/11 - 04/30/12)	12,526,929	
<b>Demand Cost of Gas Rate</b>	<b>\$ 0.5513</b>	
C&I LLF Commodity Costs Allocated per SMBA	\$ 6,160,814	
PLUS: Residential Commodity Reallocation to C&I LLF	<u>\$ (4,306)</u>	
C&I LLF Total Adjusted Commodity Costs	\$ 6,156,508	
C&I LLF Projected Prorated Sales (11/01/11 - 04/30/12)	12,526,929	
<b>Commodity Cost of Gas Rate</b>	<b>\$ 0.4915</b>	
<b>Indirect Cost of Gas</b>	<b>\$ 0.0738</b>	
<b>Total C&amp;I LLF Cost of Gas Rate</b>	<b>\$ 1.1166</b>	

55		
56		
57	<b>CALCULATION OF FIRM SALES COST OF GAS RATE</b>	
58	Period Covered: November 1, 2011 - April 30, 2012	
59		
60	<b>Column A</b>	<b>Column D</b>
61		
62	Total Anticipated Direct Cost of Gas	LN 20
63	Projected Prorated Sales (11/01/11 - 04/30/12)	Schedule 10B LN 16
64	<b>Direct Cost of Gas Rate</b>	LN 62 / LN 63
65		
66	<b>Demand Cost of Gas Rate</b>	Column B : SUM ( LN 3 , LN 7 , LN 16 )
67	<b>Commodity Cost of Gas Rate</b>	Column B : SUM ( LN 4 , LN 8 , LN 10 , LN 12 , LN 14 )
68	<b>Total Direct Cost of Gas Rate</b>	SUM ( LN 66 : LN 67 )
69		
70	Total Anticipated Indirect Cost of Gas	LN 51
71	Projected Prorated Sales (11/01/11 - 04/30/12)	Schedule 10B LN 16
72	<b>Indirect Cost of Gas</b>	LN 70 / LN 71
73		
74		
75	<b>TOTAL PERIOD AVERAGE COST OF GAS EFFECTIVE 11/01/05</b>	LN 68 + LN 72
76		
77	<b>RESIDENTIAL COST OF GAS RATE - 11/01/11</b>	Company Analysis
78		LN 77 * 1.25
79		
80		
81	<b>COM/IND LOW WINTER USE COST OF GAS RATE - 11/01/11</b>	Company Analysis
82		LN 81 * 1.25
83		
84	C&I HLF Demand Costs Allocated per SMBA	Schedule 10A, LN 169
85	PLUS: Residential Demand Reallocation to C&I HLF	Schedule 23, LN 24
86	C&I HLF Total Adjusted Demand Costs	Sum ( LN 84 : LN 85 )
87	C&I HLF Projected Prorated Sales (11/01/11 - 04/30/12)	Schedule 10B LN 14
88	<b>Demand Cost of Gas Rate</b>	LN 86 / LN 87
89		
90	C&I HLF Commodity Costs Allocated per SMBA	Schedule 10C, LN 139
91	PLUS: Residential Commodity Reallocation to C&I HLF	Schedule 23, LN 26
92	C&I HLF Total Adjusted Commodity Costs	Sum ( LN 90 : LN 91 )
93	C&I HLF Projected Prorated Sales (11/01/11 - 04/30/12)	Schedule 10B LN 14
94	<b>Commodity Cost of Gas Rate</b>	LN 92 / LN 93
95		
96	<b>Indirect Cost of Gas</b>	LN 72
97		
98	<b>Total C&amp;I HLF Cost of Gas Rate</b>	Sum ( LN 88, LN 94, LN 96 )
99		
100		
101	<b>COM/IND HIGH WINTER USE COST OF GAS RATE - 11/01/11</b>	Company Analysis
102		LN 101 * 1.25
103		
104	C&I LLF Demand Costs Allocated per SMBA	Schedule 10A, LN 170
105	PLUS: Residential Demand Reallocation to C&I LLF	Schedule 23, LN 17
106	C&I LLF Total Adjusted Demand Costs	Sum ( LN 104 : LN 105 )
107	C&I LLF Projected Prorated Sales (11/01/11 - 04/30/12)	Schedule 10B LN 15
108	<b>Demand Cost of Gas Rate</b>	LN 106 / LN 107
109		
110	C&I LLF Commodity Costs Allocated per SMBA	Schedule 10C, LN 140
111	PLUS: Residential Commodity Reallocation to C&I LLF	Schedule 23, LN 27
112	C&I LLF Total Adjusted Commodity Costs	Sum ( LN 110 : LN 111 )
113	C&I LLF Projected Prorated Sales (11/01/11 - 04/30/12)	Schedule 10B LN 15
114	<b>Commodity Cost of Gas Rate</b>	LN 112 / LN 113
115		
116	<b>Indirect Cost of Gas</b>	LN 72
117		
118	<b>Total C&amp;I LLF Cost of Gas Rate</b>	Sum ( LN 108, LN 114, LN 116 )