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

CALCULATION OF FIRM SALES COST OF GAS RATE

Period Covered: May 1, 2012 - October 31, 2012

(Col 1)	(Col 2)	(Col 3)	
Total Anticipated Direct Cost of Gas Projected Prorated Sales (05/01/12-10/31/12) Direct Cost of Gas Rate	\$3,165,697 7,466,573	\$0.4240	per therm
Demand Cost of Gas Rate Commodity Cost of Gas Rate Total Direct Cost of Gas Rate	\$858,736 \$ <u>2,306,962</u> \$3,165,697	\$0.1150 \$ <u>0.3090</u> \$0.4240	per therm per therm per therm
Total Anticipated Indirect Cost of Gas Projected Prorated Sales (05/01/12-10/31/12) Indirect Cost of Gas	\$18,025 7,466,573	\$0.0024	per therm
TOTAL PERIOD AVERAGE COST OF GAS		\$0.4264	per therm

RESIDENTIAL COST OF GAS RATE - 05/01/12	COGwr	\$0.4264	per therm
	Maximum (COG+25%)	\$0.5330	
COM/IND LOW WINTER USE COST OF GAS RATE - 05/01/12	COGwl	\$0.3835	per therm
	Maximum (COG+25%)	\$0.4794	
C&I HLF DEMAND COSTS ALLOCATED PER SMBA PLUS: RESIDENTIAL DEMAND RELOCATION TO C7I HLF	\$127,347 (\$158)		
C&I HLF TOTAL ADJUSTED DEMAND COSTS	\$127,189		
C&I HLF PROJECTED PRORATED SALES (05/1/12-10/31/12)	1,760,923		
DEMAND COST OF GAS RATE	\$0.0722		
C&I HLF COMMODITY COSTS ALLOCATED PER SMBA	\$543.894		
PLUS: RESIDENTIAL COMMODITY COSTS	\$6		
C&I HLF TOTAL ADJUSTED COMMODITY COSTS	\$543,900		
C&I HLF PROJECTED PRORATED SALES (05/1/12-10/31/12) COMMODITY COST OF GAS RATE	1,760,923		
COMMODITE COST OF GAS RATE	\$0.3089		
INDIRECT COST OF GAS	\$0.0024		
TOTAL C&I HLF COST OF GAS RATE	\$0.3835		
OM/IND HIGH WINTER USE COST OF GAS RATE - 05/01/12	COGwh	\$0.4597	per therm
	Maximum (COG+25%)	\$0.5746	

C&I LLF COMMODITY COSTS ALLOCATED PER SMBA PLUS RESIDENTIAL DEMAND REALLOCATION TO C&I LLF C&I LLF TOTAL ADJUSTED DEMAND COSTS C&I LLF PROJECTED PRORATED SALES (05/01/12-10/31/12) DEMAND COST OF GAS RATE	\$336,362 (\$417) \$335,945 2,265,631 \$0.1483	
C&I LLF COMMODITY COSTS ALLOCATED PER SMBA PLUS: RESIDENTIAL COMMODITY REALLOCATION TO C&I LLF C&I LLF TOTAL ADJUSTED COMMODITY COSTS C&I LLF PROJECTED PRORATED SALES (05/01/12-10/31/12) COMMODITY COST OF GAS RATE	\$700,089 <u>\$7</u> \$700,096 2,265,631 \$0.3090	
INDIRECT COST OF GAS	\$0.0024	
TOTAL C&I LLF COST OF GAS RATE	\$0.4597	
Issued: June 6, 2012 Effective Date: May 1, 2012	Issued By:	WZHCROD
Automatical Way 1, 2012		Treasurer

Authorized by NHPUC Order No. 25,354, in Docket No. DG 12-068, dated April 30, 2012.

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

Sixty-fourth Revised Page 39 Superseding Sixty-third Revised Page 39

CALCULATION OF FIRM SALES COST OF GAS RATE

Period Covered: May 1, 2012 - October 31, 2012

(Col 1)	(Col 2)	(Col 3)	
Total Anticipated Direct Cost of Gas Projected Prorated Sales (05/01/12-10/31/12)	\$3,165,697 7,466,573		
Direct Cost of Gas Rate		\$0.4240	per therm
Demand Cost of Gas Rate Commodity Cost of Gas Rate Total Direct Cost of Gas Rate	\$858,736 \$ <u>2,306,962</u> \$3,165,697	\$0.1150 \$ <u>0.3090</u> \$0.4240	per therm per therm per therm
Total Anticipated Indirect Cost of Gas Projected Prorated Sales (05/01/12-10/31/12) Indirect Cost of Gas	\$18,025 7,466,573	\$0.0024	per therm
TOTAL PERIOD AVERAGE COST OF GAS		\$0.4264	per therm
Period Ending Under-collection as determined on 5/25/12 ¹ Projected Sales (06/01/12 - 10/31/12) Per Unit Change in Cost of Gas (06/01/11 - 10/31/11) ⁻¹ Over-collection w/o rate adjustement as contained in NUI's COG Report dated May 25, 2012	(\$157,878) 6,120,081 (\$0.0258)		

RESIDENTIAL COST OF GAS RATE - 06/01/12	COGwr	\$0.4006 j	per therm
	Maximum (COG+25%)	\$0.5330	
RESIDENTIAL COST OF GAS RATE - 05/01/12 CHANGE IN PER UNIT COST RESIDENTIAL COST OF GAS RATE - 06/01/12		\$0.4264 (\$0.0258) \$0.4006	
COM/IND LOW WINTER USE COST OF GAS RATE - 06/01/12	COGwi	\$0.3577	per therm
	Maximum (COG+25%)	\$0.4794	
COM/IND LOW WINTER USE COST OF GAS RATE - 05/01/12 CHANGE IN PER UNIT COST COM/IND LOW WINTER USE COST OF GAS RATE - 06/01/12		\$0.3835 (\$0.0258) \$0.3577	
	COGwb	\$0.4220	or thorm

OM/IND HIGH WINTER USE COST OF GAS RATE - 06/01/12	COGwh	\$0.4339 per therm
	Maximum (COG+25%)	\$0.5746
COM/IND HIGH WINTER USE COST OF GAS RATE - 05/01/12		\$0.4597
CHANGE IN PER UNIT COST		(\$0.0258)

Issued: June 6, 2012 Effective Date: June 1, 2012 Authorized by NHPUC Order No. 25,354, in Docket No. DG 12-068, dated April 30, 2012.

W2HClas Issued By:

Treasurer