



July 28, 2011



BY OVERNIGHT MAIL AND E-MAIL

Debra A. Howland, Executive Director and Secretary
New Hampshire Public Utilities Commission
21 S. Fruit Street, Suite 10
Concord, NH 03301-2429

Re: Lead-Lag Study Northern Utilities, Inc.- Docket No. DG 11-069

Dear Director Howland:

On behalf of Northern Utilities, Inc., enclosed for filing in the above-referenced docket please find seven (7) copies of the following:

1. Testimony of Paul M. Normand concerning the lead lag study for the New Hampshire Division of Northern Utilities, Inc., and the cash working capital requirements of Northern for its delivery service.
2. Exhibits of Paul M. Normand. (The Excel versions of the exhibits are being provided on the enclosed disk or by e-mail to the service list).
3. Mr. Normand's Workpapers.

As Mr. Normand states in his testimony, applying the lead-lag study to the Company's request for a permanent rate increase in this proceeding has the effect of lowering the revenue requirement by approximately \$132,875.

Thank you for your assistance with this matter

Sincerely,

Gary Epler
Attorney for Northern Utilities, Inc.

Enclosures

Gary Epler
Chief Regulatory Counsel
6 Liberty Lane West
Concord, NH 03301-1720
Phone: 603-773-6440
Fax: 603-773-6640
Email: epler@unitil.com

cc: Alexander Speidel, Staff Counsel
Meredith Hatfield, Consumer Advocate
Service List (by e-mail only)