

NORTHERN UTILITIES - NEW HAMPSHIRE DIVISION  
 Winter '04 Period  
 Forecasted Sales Volumes

	November	December	January	February	March	April	TOTAL
Fcst Winter '04	457,730	677,778	795,548	687,445	590,271	379,847	3,588,618
Normalized Winter '03	452,393	669,859	786,247	679,417	583,387	375,439	3,546,743
Difference	5,337	7,919	9,302	8,027	6,884	4,407	41,875

Total Variance 5,337 7,919 9,302 8,027 6,884 4,407 41,875

Variance-difference due to meter count  
 -difference in load pattern

(178,923)  
 220,798

TOTAL VARIANCE (0)

SALES

NORTHERN UTILITIES, NEW HAMPSHIRE DIVISION

Winter '04 Period  
 Forecast

	NORMAL MMBtu		METERS		NORMAL AVERAGE USE		Change in Sales Due to		Total Chg MMBtu	% difference
	2004 Forecast	2003 Actual	2004 Forecast	2003 Actual	2004 Forecast	2003 Actual	Meter Count/Load Pattern	In:		
Res Heat	1,383,853	1,360,071	74,612	111,441	18.55	12.20	(683,073)	706,854	23,781	1.75%
Res General	17,536	17,235	32,026	8,774	0.55	1.96	12,732	(12,430)	301	1.75%
Total Res	1,401,389	1,377,306	106,638	120,215	19.09	14.17	(670,341)	694,424	24,083	1.75%
C & I	2,187,229	2,169,437	44,044	34,148	49.66	63.53	491,418	(473,626)	17,792	0.82%
Total Comm	2,187,229	2,169,437	44,044	34,148	49.66	63.53	491,418	(473,626)	17,792	0.82%
Total Company	3,588,618	3,546,743	150,682	154,363	23.82	22.98	(178,923)	220,798	41,875	1.18%