

D.P.U. 11-16

Unitil Large Customer Default Service Proposal  
Attachment 1

ORIGINAL

N.H.P.U.C. Case No. DE 12-003

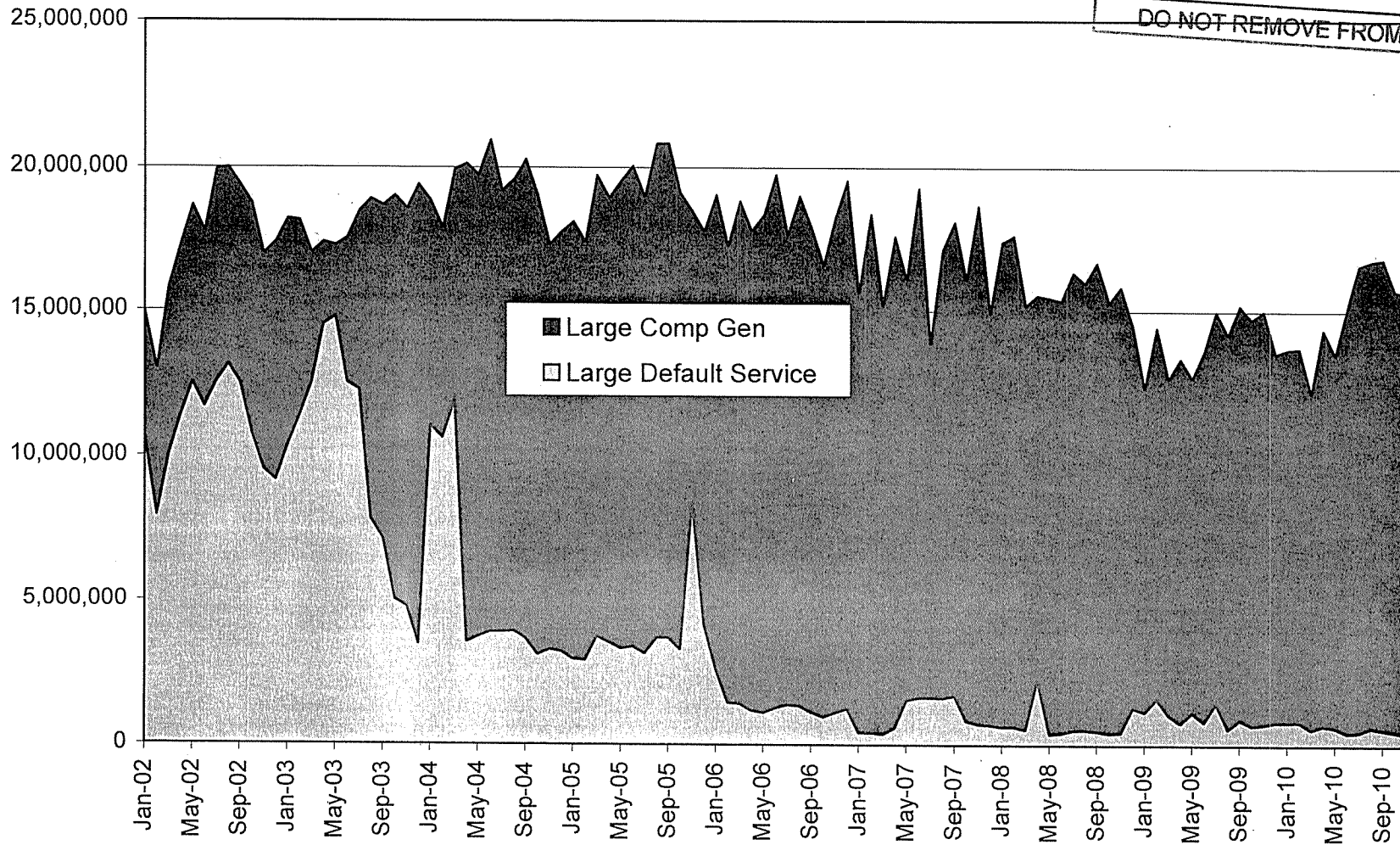
Exhibit No. #9

Witness Panel 3

DO NOT REMOVE FROM FILE

### Fitchburg Gas and Electric Light Company

Large Customer Group Monthly Retail Sales (kWh) by Service Type



**Massachusetts Default Service Prices**  
**Large Customer Class: 2006 - 2010**  
**Average Monthly Variable Rates (¢ per kWh)**

<b>Company</b>	<b>Dec-06</b>	<b>Jan-07</b>	<b>Feb-07</b>	<b>Mar-07</b>	<b>Apr-07</b>	<b>May-07</b>	<b>Jun-07</b>	<b>Jul-07</b>	<b>Aug-07</b>	<b>Sep-07</b>	<b>Oct-07</b>	<b>Nov-07</b>
NSTAR (BEC0) <sup>(1)</sup>	13.599	13.179	13.488	11.841	9.653	9.815	10.889	11.347	11.897	10.837	8.950	9.449
NSTAR (Cambridge)	12.370	13.158	13.475	11.828	9.653	9.815	10.889	11.347	11.897	10.837	8.950	9.449
NSTAR (ComElec)	12.694	13.482	13.682	12.023	9.653	9.815	10.889	11.347	11.897	10.837	8.950	9.449
<b>Unitil (FGE)</b>	<b>8.493</b>	<b>8.963</b>	<b>10.898</b>	<b>9.642</b>	<b>9.858</b>	<b>9.862</b>	<b>9.428</b>	<b>9.535</b>	<b>9.945</b>	<b>8.884</b>	<b>8.880</b>	<b>9.097</b>
National Grid (MECo) <sup>(2)</sup>	10.829	13.762	11.527	10.532	10.098	9.290	9.700	10.373	10.986	10.027	10.308	8.786
WMECo	10.363	11.812	11.979	10.828	9.637	9.309	9.743	11.044	11.562	10.850	9.097	9.501
<b>Unitil (FGE) Pricing Type<sup>(3)</sup></b>	Variable	Variable	Variable	Variable	Variable	Variable	Variable	Variable	Variable	Variable	Variable	Variable
<b>Unitil (FGE) Rank<sup>(4)</sup></b>	1	1	1	1	5	6	1	1	1	1	1	2

Notes:

- (1) NSTAR (BEC0) rate is a weighted average based on NEMA and SEMA load zones.
- (2) National Grid (MECo) rate is a weighted average based on NEMA, SEMA and WCMA load zones.
- (3) Variable price passes through ISO locational marginal price; suppliers bid fixed adder. Fixed prices are the norm in Mass.
- (4) Scale based on 1 being lowest price and 6 being highest price.

**Massachusetts Default Service Prices**  
**Large Customer Class: 2006 - 2010**  
**Average Monthly Variable Rates (¢ per kWh)**

<b>Company</b>	<b>Dec-07</b>	<b>Jan-08</b>	<b>Feb-08</b>	<b>Mar-08</b>	<b>Apr-08</b>	<b>May-08</b>	<b>Jun-08</b>	<b>Jul-08</b>	<b>Aug-08</b>	<b>Sep-08</b>	<b>Oct-08</b>	<b>Nov-08</b>
NSTAR (BECo) <sup>(1)</sup>	10.071	11.380	11.461	10.308	10.736	10.349	10.952	14.226	14.525	13.283	10.750	10.673
NSTAR (Cambridge)	10.071	11.380	11.461	10.308	10.736	10.349	10.952	14.226	14.525	13.283	10.750	10.673
NSTAR (ComElec)	10.071	11.380	11.461	10.308	10.736	10.349	10.952	14.226	14.525	13.283	10.750	10.673
<b>Unitil (FGE)</b>	<b>9.656</b>	<b>11.167</b>	<b>11.315</b>	<b>10.588</b>	<b>12.282</b>	<b>13.623</b>	<b>14.307</b>	<b>14.248</b>	<b>10.252</b>	<b>9.616</b>	<b>9.169</b>	<b>9.516</b>
National Grid (MECo) <sup>(2)</sup>	9.624	11.109	10.912	9.958	9.517	11.604	12.300	13.538	15.977	14.575	14.840	10.189
WMECo	10.127	11.558	11.611	10.745	10.545	10.159	10.751	14.874	15.074	13.640	10.839	10.639
<b>Unitil (FGE) Pricing Type<sup>(3)</sup></b>	Fixed	Fixed	Fixed	Variable	Variable	Variable	Variable	Variable	Variable	Variable	Variable	Variable
<b>Unitil (FGE) Rank<sup>(4)</sup></b>	2	2	2	5	6	6	6	5	1	1	1	1

Notes:

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- (3) Variable price passes through ISO locational marginal price; suppliers bid fixed adder. Fixed prices are the norm in Mass.
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**Massachusetts Default Service Prices**  
**Large Customer Class: 2006 - 2010**  
**Average Monthly Variable Rates (¢ per kWh)**

Company	Dec-08	Jan-09	Feb-09	Mar-09	Apr-09	May-09	Jun-09	Jul-09	Aug-09	Sep-09	Oct-09	Nov-09
NSTAR (BECo) <sup>(1)</sup>	11.784	11.129	11.396	9.708	7.784	7.688	8.274	7.808	7.815	7.433	6.991	7.451
NSTAR (Cambridge)	11.784	11.129	11.396	9.708	7.784	7.688	8.274	7.808	7.815	7.433	6.991	7.451
NSTAR (ComElec)	11.784	11.129	11.396	9.708	7.784	7.688	8.274	7.808	7.815	7.433	6.991	7.451
<b>Unitil (FGE)</b>	<b>10.082</b>	<b>10.396</b>	<b>8.158</b>	<b>7.368</b>	<b>6.879</b>	<b>6.862</b>	<b>6.419</b>	<b>6.224</b>	<b>7.351</b>	<b>6.747</b>	<b>8.017</b>	<b>7.352</b>
National Grid (MECo) <sup>(2)</sup>	11.179	12.494	9.998	8.979	8.863	7.197	7.464	7.953	7.174	6.935	7.435	6.585
WMECo	11.763	10.755	10.543	9.296	7.576	7.494	7.967	7.405	7.424	6.856	7.454	7.997
<b>Unitil (FGE) Pricing Type<sup>(3)</sup></b>	Variable	Variable	Variable	Variable	Variable	Variable	Variable	Variable	Variable	Variable	Variable	Variable
<b>Unitil (FGE) Rank<sup>(4)</sup></b>	1	1	1	1	1	1	1	1	2	1	6	2

Notes:

- (1) NSTAR (BECO) rate is a weighted average based on NEMA and SEMA load zones.
- (2) National Grid (MECo) rate is a weighted average based on NEMA, SEMA and WCMA load zones.
- (3) Variable price passes through ISO locational marginal price; suppliers bid fixed adder. Fixed prices are the norm in Mass.
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**Massachusetts Default Service Prices**  
**Large Customer Class: 2006 - 2010**  
**Average Monthly Variable Rates (¢ per kWh)**

Company	Dec-09	Jan-10	Feb-10	Mar-10	Apr-10	May-10	Jun-10	Jul-10	Aug-10	Sep-10	Oct-10	Nov-10
NSTAR (BECO) <sup>(1)</sup>	8.477	9.450	9.837	8.795	8.298	8.037	7.984	7.073	7.142	7.129	7.287	7.565
NSTAR (Cambridge)	8.477	9.450	9.837	8.795	8.298	8.037	7.984	7.073	7.142	7.129	7.287	7.565
NSTAR (ComElec)	8.477	9.450	9.837	8.795	8.298	8.037	7.984	7.073	7.142	7.129	7.287	7.565
<b>Unitil (FGE)</b>	<b>10.882</b>	<b>10.365</b>	<b>10.701</b>	<b>9.051</b>	<b>8.720</b>	<b>10.084</b>	<b>8.503</b>	<b>11.914</b>	<b>10.366</b>	<b>11.408</b>	<b>8.981</b>	<b>9.509</b>
National Grid (MECo) <sup>(2)</sup>	7.581	8.708	9.056	8.676	8.712	7.362	7.355	7.690	7.862	7.276	7.459	6.841
WMECo	9.133	8.828	8.975	8.948	8.642	8.594	8.343	7.073	7.067	7.003	7.609	7.916
<b>Unitil (FGE) Pricing Type<sup>(3)</sup></b>	Variable	Variable	Variable	Variable	Variable	Variable	Variable	Variable	Variable	Variable	Variable	Variable
<b>Unitil (FGE) Rank<sup>(4)</sup></b>	6	6	6	6	6	6	6	6	6	6	6	6

Notes:

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**Massachusetts Default Service Prices**  
**Large Customer Class: 2006 - 2010**  
**Average Yearly Variable Rates (¢ per kWh)**

<b>Company</b>	<b>Dec-06 to Nov-07</b>	<b>Dec-07 to Nov-08</b>	<b>Dec-08 to Nov-09</b>	<b>Dec-09 to Nov-10</b>	<b>Dec-06 to Nov-10</b>
NSTAR (BECo) <sup>(1)</sup>	11.245	11.560	8.772	8.089	9.916
NSTAR (Cambridge)	11.139	11.560	8.772	8.089	9.890
NSTAR (ComElec)	11.226	11.560	8.772	8.089	9.912
<b>Unitil (FGE)</b>	<b>9.457</b>	<b>11.312</b>	<b>7.655</b>	<b>10.040</b>	<b>9.616</b>
National Grid (MECo) <sup>(2)</sup>	10.518	12.012	8.521	7.882	9.733
WMECo	10.477	11.714	8.544	8.178	9.728
<b>Unitil (FGE) Pricing Type<sup>(3)</sup></b>	Variable	Variable 9 mo. Fixed 3 mo.	Variable	Variable	Variable 45 mo. Fixed 3 mo.
<b>Unitil (FGE) Rank<sup>(4)</sup></b>	1	1	1	6	1

Notes:

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(2) National Grid (MECo) rate is a weighted average based on NEMA, SEMA and WCMA load zones.

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