



Usource to Partner with NH Business and Industry Association

July 30, 2012

Non-regulated Unitil affiliate will work with BIA to promote its energy management and brokerage services

HAMPTON, N.H.--(BUSINESS WIRE)--Jul. 30, 2012-- Unitil Corporation (NYSE:UTL), a provider of natural gas and electricity to customers in New England, today announced that its non-regulated business subsidiary, Usource (www.usourceonline.com), has entered into an expanded marketing partnership with the New Hampshire Business and Industry Association (BIA) to promote Usource's energy management and brokerage services to thousands of potential new customers.

For the past seven years, Usource has partnered with BIA to help larger businesses save money by negotiating with electricity suppliers for lower rates. Through this new agreement, smaller businesses participating through Chamber of Commerce programs will also enjoy this benefit. A similar Usource initiative in place with the Connecticut Business and Industry Association has saved its members more than \$10 million over the past four years. Usource expects to be able to provide comparable savings for BIA participating chamber members through this agreement. All chambers that are dues-paying members of the BIA will be eligible to participate and realize cost savings immediately.

"Many of our larger industrial members have enjoyed hundreds of thousands of dollars in savings working with the BIA Energy Buying Group powered by Usource," BIA President Jim Roche said. "This benefit now allows chambers to offer additional value to their members."

Starting in August, Usource will offer BIA and participating state chamber members the opportunity to join aggregated buying groups to save money on electricity costs. Upon enrollment in this new energy buying group, participants may see an immediate savings of as much as 25 percent on electric supply costs.

"Usource is pleased to be able to offer this program to BIA members," Usource Managing Director Tom Withka said. "By grouping together, these small businesses are able to secure very attractive pricing at levels below what each business could secure on its own."

About Usource

Usource is a broker of electricity and natural gas in 18 states, has more than 1,200 clients and manages over \$500 million annually in energy contracts. Usource is a non-regulated affiliate of public utility holding company Unitil Corporation of Hampton, N.H. For more information on Usource please visit www.usourceonline.com.

About the Business and Industry Association

The Business and Industry Association is New Hampshire's leading business advocacy group. Its member companies employ 86,000 people throughout the state and contribute \$4.5 billion per year in payroll to the state's economy. The BIA holds the charter as New Hampshire's state chamber of commerce.

About Unitil Corporation

Unitil Corporation provides energy for life by safely and reliably delivering natural gas and electricity in New England. We are committed to the communities we serve and to developing people, business practices and technologies that lead to dependable, more efficient energy. Unitil Corporation is a public utility holding company with operations in Maine, New Hampshire and Massachusetts. Together, Unitil's operating utilities serve approximately 101,400 electric customers and 71,900 natural gas customers. Subsidiaries include Usource, Unitil's non-regulated business segment. For more information about our people, technologies and community involvement please visit www.unitil.com.

Source: Unitil Corporation

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