



## Heidelberg (Dover NH) Buys Gas via Usource

July 5, 2000

Hampton, NH – July 5, 2000: Usource L.L.C. ([www.usourceonline.com](http://www.usourceonline.com)), a subsidiary of Unitil Corporation (AMEX:UTL), today announced a successful natural gas purchase for Heidelberg Web Systems Business Group Headquarters in Dover, New Hampshire. The one-year purchase of approximately 37,000 dekatherms demonstrates the value of exchange-based trading via the Usource Internet auction process even in a challenging market.

"These are difficult market conditions," said Justin Eisfeller, Heidelberg's Corporate Facilities Manager. "We recognize that with the NYMEX benchmark at about \$4.50 per dekatherm, prices are higher than they've been for many years. We've been very pleased with the ability for Usource to deliver competitive bids in an easy to use, extremely efficient Internet-based platform."

Heidelberg ([www.heidelberg.com](http://www.heidelberg.com)) is an industry leader in high tech printing systems and applications. The Heidelberg facility in Dover, NH, houses world headquarters for Heidelberg's Web Systems Business as well as the Heidelberg Business Group. The facility provides research, development and manufacturing of web offset printing presses, and employs 600. Usource and Heidelberg are reviewing opportunities for using Usource to purchase energy at Heidelberg facilities in other states.

Usource provides Internet-based energy procurement services to energy buying groups, and commercial, industrial and institutional customers throughout New York, New England and Pennsylvania. Customers include MI Energy, L.L.C., a consortium of many of the largest industrial firms in New York State, the New York City Housing Authority, the municipality of Ilion, NY and large industrial firms in competitive markets throughout the Northeast. Unlike most energy e-commerce sites, Usource is a live auction in which suppliers make firm bids against firm commitments by customers to buy their electricity and gas. Usource runs on the sophisticated transaction-based software and energy commodity Exchange developed and licensed by Enermetrix.com. ([www.enermetrix.com](http://www.enermetrix.com)), a privately held company headquartered in Maynard, MA.

Unitil is a public utility holding company with subsidiaries providing electric service in New Hampshire and electric and gas service in Massachusetts and energy services throughout the Northeast. It's subsidiaries include Concord Electric Company, Exeter & Hampton Electric Company, Fitchburg Gas and Electric Light Company, Unitil Power Corp., Unitil Realty Corp., Unitil Service Corp. and its unregulated business unit Unitil Resources, Inc. Usource L.L.C. is a subsidiary of Unitil Resources, Inc. The Usource product line of Internet-based energy brokering and related products and services is available at [www.usourceonline.com](http://www.usourceonline.com)

For more information, visit Unitil at [www.unitil.com](http://www.unitil.com) or call Todd Black at 603-773-6530

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