



## Unitil Earns Top Ranking for Low Distribution Costs

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**Hampton, NH – November 9, 1999:** Industry magazine Electric Light & Power ranked Unitil (AMEX:UTL) utilities Exeter & Hampton Electric (E&H), Concord Electric Company (CECo) and Fitchburg Gas and Electric Light Company #1, #7 and #17, respectively, in their national list of "Distribution costs – best 100 companies". Unitil's E&H has the lowest distribution costs in the nation.

This comprehensive report included the nation's investor owned utilities, federal power authorities, rural electric cooperatives and municipal utilities. Distribution costs are the costs associated with delivering electricity from the electric transmission system to the consumer's home or business.

"We are proud to offer our customers the lowest distribution costs in the nation, and honored to be recognized for it. Unitil is truly a best of class electric distribution organization, and I thank all our employees for the dedication and commitment which makes this possible." Said Unitil CEO Robert G. Schoenberger. "It also puts the lie to the notion that bigger is always better."

"The EL&P top operating performance report offers a statistical snapshot of the industry, but what it does not show is the corporate cultural factors that affect performance. Those utilities that prioritize quality in all their business processes ultimately operate in a more efficient, cost effective way." wrote Managing Editor Michael T. Burr. "As these utilities have learned, quality is not just a source of pride: it's good business."

Unitil is a public utility holding company with a combination electric and gas utility distribution operation in north central Massachusetts and electric utility distribution operations in several cities and towns in the seacoast and capital city areas of New Hampshire. Unitil is also engaged in energy planning, procurement, marketing and consulting activities through both its utility and non-utility subsidiaries. Its subsidiaries are Concord Electric Company, Exeter & Hampton Electric Company, Fitchburg Gas and Electric Light Company, Unitil Power Corp., Unitil Realty Corp., Unitil Resources, Inc., and Unitil Service Corp.

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