



10/31/2022

Dear Customer,

Thank you for being a loyal customer and putting your valuable trust in Utilities and Industries for all these years.

Although we have tried our best to keep expenses low, our operating costs have increased significantly due to global factors and the exploding inflation in recent times. After carefully reviewing the finances, we have made the tough decision to increase our prices for all services and parts.

The change will be effective from January 1, 2023. Updated pricing is attached.

As always, we are striving to evolve and improve our services. This price increase will help us to introduce new features and invest in employees and serve you better.

We thank you for your understanding and support.

Sincerely,

Utilities and Industries

**Utilities & Industries**  
1995 Industrial Blvd. Reynoldsville, PA \* 814-653-8269 \* [\\*\\*\\*.utilitiesandindustries.com](http://***.utilitiesandindustries.com) \*  
[sales@utilitiesandindustries.com](mailto:sales@utilitiesandindustries.com)

Utilities and Industries  
 1995 Industrial Blvd  
 Reynoldsville, PA 15851  
 Phone: (814) 653-8269 Fax: (814) 653-4127

# QUOTATION

Quote Number: 3114  
 Quote Date: 10/31/22  
 Page: 1

This quote is valid for 15 days from the date it is received. If 15 days have passed it will be necessary to contact the company representative who sent you the quote to verify the pricing is still valid.

**B** FITCHBURG GAS AND ELECTRIC  
**I** LIGHT COMPANY  
**L** 285 JOHN FITCH HIGHWAY  
**L** FITCHBURG, MA 01420-8207

**S** FITCHBURG GAS AND ELECTRIC  
**H** LIGHT COMPANY  
**I** 285 JOHN FITCH HIGHWAY  
**P** FITCHBURG, MA 01420-8207  
 ATTN: MIKE

Entered By: JG  
 Location: DEFAULT  
 Account Cd: UNITIL F  
 Salesperson: 0

RFQ Number:  
 Ship Via: UI TRUCK  
 Taxable: N  
 Pmt Terms: NET 15

Line	Order Qty	Part# / Description	DISC	Price	UM	Extended Price	Est Ship
	0	CLASS J REP DOM UNITIL INTEST/CONDEMN DOM	0.00	\$13.0700	EA	\$0.00	10/31/22
	0	CLASS J REP 400 UNITIL INTEST/CONDEMN 400'S	0.00	\$13.0700	EA	\$0.00	10/31/22
	0	CLASS J REP LC UNITIL INTEST/CON LC 700-1000	0.00	\$67.9500	EA	\$0.00	10/31/22
	0	CLASS J REP LC UNITIL INTEST/CON LC AL1400	0.00	\$76.5100	EA	\$0.00	10/31/22
	0	CLASS J REP LC UNITIL INTEST/CON LC AL2300	0.00	\$82.5600	EA	\$0.00	10/31/22
	0	CLASS J REP LC UNITIL INTEST/CON LC AL5000	0.00	\$90.1500	EA	\$0.00	10/31/22
	0	CLASS J REP ROT UNITIL INTEST/CON ROT 1.5M-7M	0.00	\$79.3800	EA	\$0.00	10/31/22
	0	CLASS J REP ROT UNITIL INTEST/CON ROT 11M	0.00	\$82.4100	EA	\$0.00	10/31/22
	0	CLASS J REP ROT UNITIL INTEST/CON ROT 16M	0.00	\$85.4300	EA	\$0.00	10/31/22
	0	CLASS J REP ROT UNITIL INTEST/CON ROT 23M	0.00	\$91.4900	EA	\$0.00	10/31/22
	0	INTEST DOM SPECIAL TEST DOMESTIC METER	0.00	\$33.9800	EA	\$0.00	10/31/22
	0	LC INTEST SPECIAL TEST LARGE CAPACITY	0.00	\$63.9100	EA	\$0.00	10/31/22
	0	ROTARY INTEST SPECIAL TEST ROTARY METER	0.00	\$57.0400	EA	\$0.00	10/31/22
	0	REPAIR CLASS A AMERICAN/ROCKWELL DOM METERS	0.00	\$27.3000	EA	\$0.00	10/31/22

Utilities and Industries  
 1995 Industrial Blvd  
 Reynoldsville, PA 15851  
 Phone: (814) 653-8269 Fax: (814) 653-4127

# QUOTATION

Quote Number: 3114  
 Quote Date: 10/31/22  
 Page: 2

This quote is valid for 15 days from the date it is received. If 15 days have passed it will be necessary to contact the company representative who sent you the quote to verify the pricing is still valid.

**B** FITCHBURG GAS AND ELECTRIC  
**I** LIGHT COMPANY  
**L** 285 JOHN FITCH HIGHWAY  
**L** FITCHBURG, MA 01420-8207

**S** FITCHBURG GAS AND ELECTRIC  
**H** LIGHT COMPANY  
**I** 285 JOHN FITCH HIGHWAY  
**P** FITCHBURG, MA 01420-8207  
 ATTN: MIKE

Entered By: JG  
 Location: DEFAULT  
 Account Cd: UNITIL F  
 Salesperson: 0

RFQ Number:  
 Ship Via: UI TRUCK  
 Taxable: N  
 Pmt Terms: NET 15

Line	Order Qty	Part# / Description	DISC	Price	UM	Extended Price	Est Ship
	0	REPAIR CLASS B AMERICAN/ROCKWELL DOM METER	0.00	\$42.3500	EA	\$0.00	10/31/22
	0	REPAIR CLASS C AMERICAN/ROCKWELL DOM METER	0.00	\$48.6800	EA	\$0.00	10/31/22
	0	EXTRA PARTS DOM DOMESTIC EXTRTA PARTS	0.00	\$0.0000	EA	\$0.00	10/31/22
	0	REPAIR CLASS A 400 CLASS METERS	0.00	\$26.8400	EA	\$0.00	10/31/22
	0	REPAIR CLASS B 400 CLASS METERS	0.00	\$43.4800	EA	\$0.00	10/31/22
	0	REPAIR CLASS C 400 CLASS METERS	0.00	\$50.5700	EA	\$0.00	10/31/22
	0	EXTRA PARTS DOM EXTRA PARTS 400 CLASS METERS	0.00	\$0.0000	EA	\$0.00	10/31/22
	0	CLASS A REPAIR 700 CLASS LARGE CAPACITY METER	0.00	\$95.0700	EA	\$0.00	10/31/22
	0	CLASS B REPAIR 700 CLASS LARGE CAPACITY METER	0.00	\$188.6800	EA	\$0.00	10/31/22
	0	CLASS C REPAIR 700 CLASS LARGE CAPACITY METER	0.00	\$221.5600	EA	\$0.00	10/31/22
	0	CLASS A REPAIR AL800/1000 LC METER	0.00	\$91.8300	EA	\$0.00	10/31/22
	0	CLASS B REPAIR AL800/1000 LC METER	0.00	\$187.1900	EA	\$0.00	10/31/22
	0	CLASS C REPAIR AL800/1000 LC METER	0.00	\$230.2200	EA	\$0.00	10/31/22
	0	EXTRA PARTS LC LARGE CAPACITY EXTRA PARTS	0.00	\$0.0000	EA	\$0.00	10/31/22

Utilities and Industries  
 1995 Industrial Blvd  
 Reynoldsville, PA 15851  
 Phone: (814) 653-8269 Fax: (814) 653-4127

# QUOTATION

Quote Number: 3114  
 Quote Date: 10/31/22  
 Page: 3

This quote is valid for 15 days from the date it is received. If 15 days have passed it will be necessary to contact the company representative who sent you the quote to verify the pricing is still valid.

**B** FITCHBURG GAS AND ELECTRIC  
**I** LIGHT COMPANY  
**L** 285 JOHN FITCH HIGHWAY  
**L** FITCHBURG, MA 01420-8207

**S** FITCHBURG GAS AND ELECTRIC  
**H** LIGHT COMPANY  
**I** 285 JOHN FITCH HIGHWAY  
**P** FITCHBURG, MA 01420-8207  
 ATTN: MIKE

Entered By: JG  
 Location: DEFAULT  
 Account Cd: UNITIL F  
 Salesperson: 0

RFQ Number:  
 Ship Via: UI TRUCK  
 Taxable: N  
 Pmt Terms: NET 15

Line	Order Qty	Part# / Description	DISC	Price	UM	Extended Price	Est Ship
0		ROTARY REPAIR A INTEST.CLEAN,PAINT ALL SIZES	0.00	\$95.3000	EA	\$0.00	10/31/22
0		ROTARY REPAIR B 1.5M ROTARY METER	0.00	\$335.2900	EA	\$0.00	10/31/22
0		ROTARY REPAIR B 3M -5M ROTARY METER	0.00	\$335.2900	EA	\$0.00	10/31/22
0		ROTARY REPAIR B 7M ROTARY METER	0.00	\$298.0900	EA	\$0.00	10/31/22
0		ROTARY REPAIR B 11M ROTARY METER	0.00	\$298.0900	EA	\$0.00	10/31/22
0		ROTARY REPAIR B 16M ROTARY METER	0.00	\$335.2900	EA	\$0.00	10/31/22
0		ROTARY REPAIR B 23M ROTARY METER	0.00	\$408.8200	EA	\$0.00	10/31/22
0		EXTRA PARTS ROT ROTARY METER EXTRA PARTS	0.00	\$0.0000	EA	\$0.00	10/31/22
0		DDM INSTALL BADGES	0.00	\$3.9900	EA	\$0.00	10/31/22
0		DDM INSTALL BADGER UNITS	0.00	\$7.0400	EA	\$0.00	10/31/22
0		DDM INSTALL ERTS	0.00	\$7.0400	EA	\$0.00	10/31/22
0		DELVCHG-PU UNITIL PICKUP CHARGES	0.00	\$0.0000	EA	\$0.00	10/31/22

Utilities and Industries  
 1995 Industrial Blvd  
 Reynoldsville, PA 15851  
 Phone: (814) 653-8269 Fax: (814) 653-4127

# QUOTATION

Quote Number: 3114  
 Quote Date: 10/31/22  
 Page: 4

This quote is valid for 15 days from the date it is received. If 15 days have passed it will be necessary to contact the company representative who sent you the quote to verify the pricing is still valid.

**B** FITCHBURG GAS AND ELECTRIC  
**I** LIGHT COMPANY  
**L** 285 JOHN FITCH HIGHWAY  
**L** FITCHBURG, MA 01420-8207

**S** FITCHBURG GAS AND ELECTRIC  
**H** LIGHT COMPANY  
**I** 285 JOHN FITCH HIGHWAY  
**P** FITCHBURG, MA 01420-8207  
 ATTN: MIKE

Entered By: JG  
 Location: DEFAULT  
 Account Cd: UNITIL F  
 Salesperson: 0

RFQ Number:  
 Ship Via: UI TRUCK  
 Taxable: N  
 Pmt Terms: NET 15

Line	Order Qty	Part# / Description	DISC	Price	UM	Extended Price	Est Ship
	0	DELVCHG-DEL UNITIL DELIVERY CHARGES \$3.25/MI BASED ON \$4.00/GAL DIESEL IN PA. EVERY \$.25+/- PER GALLON=+/- \$.05 PER MILE	0.00	\$0.0000	EA	\$0.00	10/31/22
	0	DDM REPLACE MFG BADGES AS NEEDED	0.00	\$3.9900		\$0.00	10/31/22

THIS QUOTE IS ~~2022~~ PRICING FOR GAS METER TESTING FOR ALL UNITIL COMPANIES.

*2023 pricing*

Serving the Natural Gas  
 Industry With: Meters, Drips,  
 Correctors, Recorders, Filters  
 Prefabs, Separators, Testing,  
 Repairs, H2S Treatment Units

Subtotal: \$0.00  
 Sales Tax: \$0.00  
 Freight: \$0.00  
 Total: \$0.00

**Unitil - Northern  
Gas Meter Testing Facility Cost Analysis 2023**

**Cost Analysis**

The 2023 cost for Northern to outsource the testing of the 257 meters associated with its NH customers was \$7,980.16 or an average of \$31.05 per meter.

The total cost for the 3293 meters associated with Unitil’s three gas companies was \$76,082.59 or an average of \$23.10 per meter.

It is estimated that in order to bring the meter testing and servicing operation back in-house, Unitil would need to hire two full-time employees and the annual cost with benefits would be:

2 Full Time Employees w/ Benefits	\$216,681
Utility Expenses	\$3,500
Tool Replacements	\$1,000
Total	\$221,181

The estimated annual cost of \$216,681 for two employees, utilities, and tools would result in the cost per meter test for the 3293 meters tested in 2023 to be \$67.17 per meter.

Additional consideration should be taken for the start-up costs that would be incurred and depreciated over time to facilitate a meter testing laboratory are as follows:

	<b>Location</b>
<b>Start-up Costs</b>	<b>Portsmouth</b>
Facility Estimate	\$1,234,386
Equipment Estimate	\$379,880
Total	\$1,614,266

**Conclusion**

Due to the estimated annual operating costs of \$221,181 exceeding the most recent annual expenditures of \$76,082.59 paid to vendors for performing testing, it is not economical at this time for Unitil to pursue establishing a gas meter testing facility.