



**FOR IMMEDIATE RELEASE**

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**FOR ADDITIONAL INFORMATION**

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**NIPSCO Promotes W. Robert Jessen to Director of  
Major Accounts, Large Customer Relations**

**MERRILLVILLE, Ind.** --- Northern Indiana Public Service Company (NIPSCO) today announced it has promoted W. Robert Jessen to Director, Major Accounts, Large Customer Relations.

Mr. Jessen formerly served as a senior manager, Major Accounts, for NIPSCO. He will report to Carol Fox, vice president of Large Customer Relations and Gas Transportation Management. In his new role, Jessen will be leading the large customer relations group at NIPSCO, which includes three major account managers, four major account representatives, four business solutions representatives and one major account specialist. This group is responsible for attracting and retaining NIPSCO's largest commercial and industrial gas and electric customers.

"Bob brings knowledge, leadership and integrity to this key sales position," said Fox. "Most importantly, he brings credibility from the standpoint of our largest customers. He has proven time and time again that he is someone they can rely on."

During his career with NIPSCO, Jessen has held a variety of positions, including manager of Rate and Regulatory Administration, manager of Rate Development, and principal of Regulation and Rate Administration.

Jessen earned a degree in Electrical Engineering from Marquette University and is a registered Professional Engineer in Indiana and Wisconsin. In addition, he's a Senior Member of the Association of Energy Engineers and is a Certified Energy Manager, as well as a Certified Energy Procurement Professional, Certified Business Energy Professional, and a Certified Demand-Side Management Professional.

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**NIPSCO APPOINTS JESSEN AS DIRECTOR, MAJOR ACCOUNTS**  
**Page 2 of 2**

A resident of Crown Point, Jessen is heavily involved in his community, having served as chairman of the Crown Point July 4<sup>th</sup> Celebration, chairman of the South Lake County Christmas in April program, and being active in community theater groups.

NIPSCO, with headquarters in Merrillville, Ind., is one of the 10 energy distribution companies of NiSource Inc. (NYSE: NI). With nearly 700,000 natural gas customers and 440,000 electric customers across the northern third of Indiana, NIPSCO is the largest natural gas distribution company, and the second largest electric distribution company, in the state. NiSource distribution companies serve 3.7 million natural gas and electric customers primarily in nine states. More information about NIPSCO is available at [www.nipSCO.nisource.com](http://www.nipSCO.nisource.com).