



A DIVISION OF OPTERRA ENERGY 

**For Immediate Release**

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**Bluestone Energy Completes High Efficiency Lighting Retrofit for National Food Distributor**

*LED and HIF lighting installation saves more than 950,000 kilowatt hours per year and earns a utility incentive of over \$80,000*

**Norwell, Mass. – October 28, 2011** – [Bluestone Energy Services, LLC](#), a division of [OpTerra Energy Group](#) and leader in energy conservation engineering and project development services for industrial and commercial clients, announced today that a lighting project it recently completed for a food distribution center will provide a 950,000 kWh reduction in annual electrical consumption and a payback of less than one year.

Bluestone Energy designed and implemented a three-part lighting retrofit for a 260,000 square-foot facility at the Northeast branch of National DCP (NDCP), a national supply chain manager that is owned and operated by the franchisees of a leading quick-serve restaurant chain. In dry-storage areas, Bluestone Energy replaced bi-level Metal Halide (MH) lighting with High Intensity Fluorescent (HIF) lighting equipped with occupancy sensors. In coolers and freezers, Bluestone converted the MH lighting to LED fixtures with software control.

The project, which significantly reduces the facility's carbon footprint, received from National Grid an \$80,000 incentive that enabled the project to pay for itself in less than one year.

"After careful evaluation of a number of energy service providers, we enthusiastically chose Bluestone Energy. Not only did Bluestone provide us with seamless project design and implementation throughout every step, their knowledge of both lighting technologies and the utility incentive process is second-to-none," said Brian Correia, Director of Operations at NortheastDCP. "Given the results, we plan to partner with Bluestone Energy for future efficiency projects."

"We're pleased to meet all the efficiency goals for this project," said Gabriel Andreson, Director of Lighting Services at Bluestone Energy. "We look forward to partnering with NortheastDCP on future projects for their other facilities, to reduce energy costs and related environmental impact."

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### **About Bluestone Energy Services**

Norwell, Massachusetts-based Bluestone Energy Services, LLC, a division of OpTerra Energy Group, provides professional engineering and project development services for utilities and corporate clients. Bluestone is a leader in demand-side management (DSM) programs for large commercial and industrial organizations. Bluestone has secured millions of dollars in utility incentives for its clients by developing and implementing hundreds of HVAC, lighting and process energy-conservation projects. Bluestone has worked with a wide array of companies including American Airlines, Cabot Corporation, Genesis Management Group and Stop & Shop Supermarket Company. Additional information on Bluestone can be found at <http://www.bluestoneenergy.com>.

### **About OpTerra Energy Group**

OpTerra Energy Group is a leading provider of comprehensive turnkey, energy-efficiency and onsite-generation solutions to public and private sector customers across the United States. For more than 30 years, OpTerra's regional operating divisions have successfully delivered energy cost savings, performance improvements, project financing and investment incentives for commercial, industrial and institutional facilities in over seventeen U.S. states. OpTerra is headquartered near Denver, Colorado. For more information, visit <http://www.OpTerraEnergy.com>.

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