



A DIVISION OF OPTERRA ENERGY 



For Immediate Release

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Bluestone Energy Services Helps Stop & Shop Reduce its Carbon Footprint across Hundreds of Locations, Saving 46 Million Kilowatt Hours and Securing Utility Incentives Totaling \$4 Million over a Four-Year Period

Comprehensive efficiency measures from LED lighting to new ECM motors provide leading supermarket chain with significant energy reduction and an ROI of about two years per project

Norwell & Quincy, Mass. – January 18, 2012 – [Bluestone Energy Services](#), LLC, a leader in energy conservation engineering and project development services for industrial and commercial clients, announced today that it has helped The Stop & Shop Supermarket Company LLC substantially reduce energy consumption in hundreds of store locations and warehouses, enabling Stop & Shop to meet aggressive sustainability goals, cut costs, and receive over \$4 million in utility incentives.

The projects included installing electronically-commutated motors (ECMs) and replacing lighting fixtures with energy-efficient LEDs in both grocery stores and distribution warehouses. At Stop & Shop stores in North Kingstown and North Providence, Rhode Island, Bluestone Energy completed a range of infrastructure upgrades that resulted in an annual savings of over 343,000 kWh and an average ROI of less than two years. In Smithtown, NY, Bluestone Energy completed similar retrofits, resulting in a savings of over 121,000 kWh in a single store.

“Stop & Shop is committed to building sustainable stores and reducing our impact in the communities we serve. For the past four years, Bluestone Energy has helped us improve energy efficiency at our stores and warehouses,” said Mark Macomber, Energy Project Manager for Stop & Shop. “Not only has Bluestone Energy been an integral partner in our sustainability initiatives, Bluestone has consistently delivered a low ROI - enabling us to pass savings along to the consumer.”

“Bluestone Energy is pleased to continue our partnership with Stop & Shop,” said Ryan Blair, Director of Bluestone Energy’s [Supermarket Division](#). “Bluestone Energy looks forward to continuing to provide custom solutions for Stop & Shop’s energy conservation needs and help navigate the utility incentive process.”

In 2012, Bluestone Energy will continue its partnership with Stop & Shop and provide solutions for additional Stop & Shop locations throughout the Northeast.

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, Biogen Idec, Genesis Management Group and Stop & Shop Supermarket Company. Additional information on Bluestone can be found at <http://www.bluestoneenergy.com>.

About Stop & Shop

The Stop & Shop Supermarket Company LLC employs approximately 62,000 associates and operates more than 400 stores throughout Massachusetts, Connecticut, Rhode Island, New Hampshire, New York, and New Jersey. The company helps support local communities fight hunger, combat childhood cancer and promote general health and wellness - with emphasis on children's educational and support programs. In its commitment to be a sustainable company, Stop & Shop is a member of the U.S. Green Building Council and EPA's Smart Way program; has been awarded LEED (EB) certifications for 50 of its existing stores; and has been recognized by the EPA for the superior energy management of its stores. Stop & Shop is an Ahold company. To learn more about Stop & Shop, visit www.stopandshop.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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