



A DIVISION OF OPTERRA ENERGY 

**For Immediate Release**

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**Bluestone Energy Services Significantly Expands Business Development, Sales and Operations Staff with the Addition of Six New Members**

*Continued demand for industrial and data center conservation projects drives Bluestone Energy to expand workforce in Baltimore, Boston and Chicago*

**Norwell, Mass – June 22, 2011** – [Bluestone Energy Services, LLC](#), a leader in energy conservation engineering and project development services for industrial and commercial clients, announced today that it is significantly expanding its staff with the addition six new members to its business development, sales and operations workforce.

To keep up with the demand for energy conservation projects throughout its six offices, Bluestone Energy is adding three new members to its business development and sales force, including: Barbara Ayotte, Business Development Manager; Sandy Barrier, Business Development Manager, Mid-Atlantic Region; and Tim Hirschenhofer, Director of Data Center Energy Engineering.

Prior to joining Bluestone, Barbara Ayotte oversaw the development and marketing of vacuum pumps and leak detectors in her role as a product manager at Alcatel Vacuum Products, Inc. Ayotte has also worked as a logistics manager in Honeywell's power systems division.

Based in Bluestone Energy's Baltimore office, Sandy Barrier brings twenty years of experience designing and implementing lighting projects for industrial and commercial clients. In her role as Mid-Atlantic business development director, Sandy will be responsible for growing Bluestone Energy's Mid-Atlantic energy conservation practice. Prior to joining Bluestone Energy, Sandy was part of the energy management lighting team at Capital Tristate, an electrical products and services provider.

Before joining Bluestone Energy, Tim Hirschenhofer designed and managed data-center efficiency projects in his role as the Regional Technology Solutions Engineer at NER Data Products, a data center solutions re-seller. Hirschenhofer has also served as the sales manager for AdaptivCOOL, the data-center efficiency division of Degree Controls, Inc. In his new role, Tim will work with Bluestone Energy's new and existing client base to implement data center efficiency projects with short ROIs and large utility incentives.

Additions to Bluestone Energy's Operation's team include: Mario Gratta, Division Controller; Tony Singh, Project Manager; and Grace Young, Office Manager.

Mario Gratta brings over twenty-four years of accounting and finance experience to his role as Division Controller. Before joining Bluestone Energy, Mario was the controller at Elite Storage Solutions, Inc. Mario will be based in Bluestone Energy's Norwell, Massachusetts office.

Bluestone Energy's growing Chicago office welcomes the addition of Tony Singh as Project Manager. Tony will oversee day-to-day lighting, mechanical and data center conservation projects in the Greater Chicago area. Prior to joining Bluestone Energy, Tony worked as an energy efficiency engineer for ComEd's *Smart Ideas for Your Business* program.

In her role of Office Manager, Grace Young brings to Bluestone Energy over eight years of experience in human resources and payroll management. Grace will be based in Bluestone Energy's Norwell, Massachusetts office.

"Bluestone Energy is thrilled to add these new members to our growing organization," said Peter Fairbanks, president of Bluestone Energy. "The vast demand for comprehensive energy conservation, utility incentives and tax credits has allowed Bluestone to build its staff to better serve current and new customers."

Bluestone's workforce expansion comes two months after it was acquired by [OpTerra Energy Group](#), which has supported Bluestone Energy's aggressive expansion in the energy conservation market.

#### **About Bluestone Energy Services, LLC**

Norwell, Mass-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 customers. Having developed and implemented hundreds of lighting, HVAC, and process energy conservation projects, Bluestone has secured millions of dollars in utility incentives for its clients. Bluestone has worked with a wide array of companies including Boston Properties, Cabot Corporation and Stop & Shop Supermarket Company. Additional information on Bluestone can be found at <http://www.bluestoneenergy.com>.

#### **About OpTerra Energy Group, Inc.**

OpTerra Energy Group delivers energy-related facility performance improvements, cost savings, and carbon footprint reductions for public and private sector markets throughout the U.S. A trusted energy service company headquartered near Denver Colorado, OpTerra provides responsive service and high-quality energy solutions that meet customers' objectives and budgets.

Combining the responsiveness, agility and customer-focus of a regional service provider with the expertise and comprehensive solutions typically found with larger ESCOs, OpTerra tailors solutions to achieve enduring cost savings, improve operational environments and enhance occupant comfort and productivity. For information, visit [www.OpTerraEnergy.com](http://www.OpTerraEnergy.com).

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