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FOR Immediate Release

**Digital Lumens and Bluestone Energy Partner to Help Quandt's
Foodservice Distributors Expand Sustainability Initiative with
Intelligent Lighting System**

New LED-based system will save facility 219,436 lbs of CO₂ and 264,915 kWh annually

Boston, Mass., January 25, 2011 – Digital Lumens, developer of the industry's first Intelligent Lighting System, and Bluestone Energy Services, a national design/build engineering firm, today announced the installation of the Digital Lumens Intelligent Lighting System throughout the Quandt's Amsterdam, NY headquarters as part of a broader sustainability program.

Quandt's worked with Bluestone Energy's Lighting Division, which conducted an in-depth analysis of the facility to determine the best lighting option based on ROI and efficiency. Bluestone recommended and installed the Digital Lumens system, and secured a project incentive for Quandt's from National Grid, Quandt's utility partner. The system upgrade will save Quandt's 219,436 lbs of CO₂ and 264,915 kWh per year.

"Commitment to sustainable business practices is a core value for Quandt's and a regular topic of conversation for both our customers and employees," said Larry Bascom, Quandt's Director of Operations. "We reviewed the alternatives with Bluestone Energy and found that the Digital Lumens system offered dramatic energy savings while providing in-depth reports that we can use for ongoing system analysis and refinement. As a family-owned business that has been serving customers since 1918, we take a long-term view of the importance of sustainability in the supply chain."

"Bluestone Energy is excited to strengthen its partnership with Digital Lumens through cost-effective projects like the one completed at Quandt's," said Gabriel Andreson,

(more)

Director of Bluestone Energy's Lighting Program. "We look forward to partnering with Digital Lumens for many more local and nationwide projects in the coming year."

"We are very proud that Quandt's has chosen Digital Lumens for lighting and lighting management," said Tom Pincince, President and CEO of Digital Lumens. "Customers like Quandt's are using Digital Lumens to reduce their carbon footprint and their lighting energy bills by up to 90% over traditional alternatives – wins for both the bottom line and the planet."

Key factors in Quandt's decision to standardize on the Digital Lumens Intelligent Lighting System were the dramatic energy savings and integrated capabilities, which include built-in occupancy sensors and wireless controls built into every Intelligent Light Engine.

The deployment includes all elements of the Digital Lumens Intelligent Lighting System, including highbay Intelligent Light Engines in racked aisles, midbay Intelligent Lighting Engines in open spaces, and the LightRules lighting management system for system management and reporting.

About Quandt's Foodservice Distributors

Quandt's Foodservice is the region's premier independent food service distributor with a market area that spans most of Eastern New York State to the Canadian border and parts of western New England. Quandt's customers include restaurants, schools, colleges, nursing homes, hospitals, and other institutions. For more information, visit www.quandts.com.

About Bluestone Energy Services

Since 1990, Norwell, Mass-based Bluestone Energy Services has provided professional engineering and project development services for industrial and commercial 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's engineers have secured millions of dollars in utility incentives for Bluestone's clients. Bluestone has worked with a wide array of companies including Biogen Idec, Inc., Boston Properties, Cabot Corporation, Harvard Pilgrim Healthcare and Ahold USA Retail. Additional information on Bluestone can be found at <http://www.bluestoneenergy.com>.

About Digital Lumens

Digital Lumens develops LED-based Intelligent Lighting Systems, which reduce industrial customers' lighting-related electricity expenses by up to 90% and transform lighting into a managed asset, improving efficiency, control and operational insight. Incorporating custom-designed LED-based luminaires, integrated intelligence, sensors and wireless networking into a single system, the company is defining a new class of networked lighting solution for customers. Digital Lumens has recently been recognized as a [2011 World Economic Forum Technology Pioneer](#) and a [2010 Global Cleantech 100 Company](#). For more information, please visit <http://www.digitallumens.com>.

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