







NEW ENGLAND ENERGY NEWS

September 2008 Newsletter

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www.aeenewengland.org

Carbon Footprint

THURSDAY, September 11, 2008
***note change of day for this meeting only**

We are pleased to present speakers from two sides of the Carbon footprint story,

Philip Adams of **World Energy Solutions, Inc** helps customers to buy and sell energy and environmental commodities like Carbon Offsets and Renewable Energy Certificates.

Our speakers from **Millipore Corporation**, David Newman and Paul Lukitsch are tasked with managing the use of energy and minimizing the environmental impact of Millipore's operations. These two complementary points of view should give a much better understanding of this important and timely topic and answer my questions from last issue of this newsletter.

- What is a Carbon Footprint and how do we measure it?
- We never heard about this 2-3-4 years ago---why is it so important now?
- How have organizations changed their policies/work processes to deal w/CF?
- What are offsets, do they really work?
- How does this relate to Renewable Energy Credits?
- As professionals in the energy/engineering industry, what should we be doing to assist our companies and/or clients?

2008 Chapter Officers

President:
Ron Gillooly
National Grid
508-922-6835
ronald.gillooly@us.ngrid.com

Vice President
Brian Crafts
FMC Technologies
978-649-0145
bcrafts@fmc-technologies.com

Treasurer:
Arthur Orenberg
A. Orenberg Associates
781-862-1771
arthur1771@aol.com

Secretary:
Robert A. Di Giandomenico
NSTAR Gas
781-441-3847
robert.digiandomenico@nstar.com

Newsletter Editor:
Roger Goldman
Worcester Housing Authority
508-635-3312
energyguy@verizon.net

Board of Directors:

Jim Armstrong

Siemens Building Technologies
781-774-8360
jarmstrong@siemens.com

Fran Boucher*

National Grid
508-421-7299
francis.boucher@us.ngrid.com

Andrew Coffin

NSTAR Electric & Gas
781-441-8166
andrew.coffin@nstar.com

Richard J. Costello*

(Past President AEE-National)
Acela Energy Group, Inc.
781-255-0316
richard.costello@acelaenergy.com

Kristine Esdale

Massachusetts Maritime Academy
508-830-5019
kesdale@maritime.edu

Stephen M. Di Giacomo* - EMA

508-533-1128
smd@energymgtassoc.com

James Donnelly*

Siemens Building Technologies
781-774-8314
jim.donnelly@siemens.com

Joseph Hall*

National Grid
508-482-1238
joseph.hall@us.ngrid.com

Christopher F. Halpin

Celtic Energy, Inc.
860-633-4914
chris@celticenergy.com

Nelson Medeiros

NSTAR Electric
781-441-8703
nelson.medeiros@nstar.com

Stephen Murphy - SUEZ

617-261-8911
stephen.murphy@suezenergyna.com

Sam Nutter - Massachusetts Technology Collaborative

508-870-0312
nutter@masstech.org

Dinesh Patel

DP Energy Solutions
339-364-0441
dpatel707@msn.com

Kathleen Stanley* - Johnson Controls

781-246-5500
kathleen.stanley@jci.com

Ryan Wartman - Ameresco, Inc.

508-661-2296
rwartman@ameresco.com

Daniel Wheatley*

Environmental Systems Corp.
781-729-3790
dan_wheatley@msn.com

* indicates Past President



Philip V. Adams

President and Chief Operating Officer World Energy Solutions, Inc.

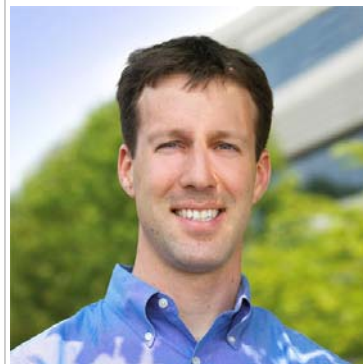
As President and COO of the Company, Phil oversees all aspects of the firm including corporate strategy, sales, marketing, operations, IT, finance, legal, and human resources functions. Prior to joining World Energy, he was a principal at Go2 Market Momentum, LLC, a consulting firm specializing in growth strategies for emerging companies. Before returning to consulting, Phil

held senior executive roles in sales, marketing and product management at several major software and internet companies.

Company Description

World Energy Solutions (TSX: XWE) operates leading online exchanges for energy and environmental commodities. Our World Energy Exchange transacts electricity, natural gas, fuels, and green power and our World Green Exchange transacts renewable energy certificates and greenhouse gas emissions credits.

To date, the company has transacted more than 45 billion kWh of electricity, 1 billion kWh of green power and Renewable Energy Certificates (RECs) and over 100 billion Dth of natural gas. For more information, please visit www.worldenergy.com.



David Newman

Director, Sustainability Millipore Corporation

David_newman@millipore.com

Mr. Newman is director, Sustainability for Millipore Corporation, a \$1.5 billion Life Sciences firm. Millipore provides products and services for life sciences research, development, scale-up and biopharmaceutical manufacturing.

Mr. Newman leads a staff of 75 professionals worldwide, encompassing Environment, Health and Safety, Properties and Facilities. He started and leads the company's Sustainability initiative, which is sponsored by the CEO. The initiative is focused on a 20% reduction in greenhouse gas emissions by 2011, as well as addressing waste and product stewardship challenges. Since 2007, the company has implemented savings projects resulting in 10% reduction in energy consumption, changeover to a hybrid vehicle fleet, two LEED building projects, and reduction of 40 million gallons of water per year.

2008 Chapter Sponsors

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617-399-6340

Conservation Solutions Corporation

Dan Cook, *President*
978-266-1900

(David Newman continued)

Prior to joining Millipore in 2003, Mr. Newman worked in EHS management consulting.

He has master degrees in Public Health and Industrial Environmental Management.

Paul Lukitsch

Paul is the Regional Facilities Manager for Millipore in charge of 9 facilities and 880,000 square feet of production, research, laboratories, cleanrooms, warehousing, and office space. In this role he manages a team of 30 and is a member of the Millipore worldwide Corporate Sustainability Steering Team, as well as the leader of energy efficiency and procurement.

Prior to joining Millipore, Paul worked at Teradyne Inc., where he managed facilities and production equipment maintenance at 11 international sites and oversaw high technology equipment transfer to Mexico and Southeast Asia. Paul has a Bachelors Degree in Plastics Engineering from the University of Lowell, MA and additional Six Sigma Leadership training. He is also a Total Quality Management program instructor.

www.millipore.com/sustainability

Meeting Managers: Jim Donnelly and Roger Goldman

Doubletree Guest Suites Hotel

**550 Winter Street - Exit 27B off Route 128 (I-95)
Waltham, MA**

4:30 Open AEE Board Meeting

5:30 Registration and Networking

6:30 Dinner and Presentation

8:30 Close

**Space is Limited - Register online at <http://aenewengland.org/> ,
call 781-446-0125 or send email to: arthur1771@aol.com**

\$40.00 per person

Ask about our special rate for the unemployed job hunter

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Marc J Aronson, *Business Development Manager*
978-441-0090

Constellation NewEnergy, Inc.

Brett Feldman
Program Manager
617-772-7500

CTG Energetics

Stephen Turner
Managing Director, Northeast Region
401-524-4798

D. R. Guilbeault Air Compressor

Don Guilbeault
Principal
603-598-0891

ENE Systems

Vinnie Camillo, *System Support Manager*
781-828-6770

EnerNOC

David Wells , *Business Development Manager*
617-399-5056

Energy Advocates LLC

Kathleen Stanley, *Principal*
508-297-1933

Energy Machinery

Tom Sullivan, *Engineer*
781-871-6220 ext. 3013

Energy Management Consultants

Jeff Hanson , *President*
207-767-1313

Energy New England

John Muro, *President*
508-698-1215

Environmental Health & Engineering

Michael Della Barba
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781-247-4300

Environmental Systems

Dan Wheatley, *Energy Manager*
781-729-3760

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Brian Crafts, *President*
978-649-0145

GDS Associates

Scott Albert
Principal & Northeast Region Manager
603-656-0336

H2O Applied Technologies

Dave MacIntosh, *Vice President, Operations*
617-574-1192

Hershey Energy Systems



Ron Gillyooly
Chapter President

Greetings!

Welcome Back! – September 2008

I hope everyone had an enjoyable summer. The weather certainly made it interesting trying to schedule outdoor activities. **Our 2008 – 2009 program year kicks off on Thursday September 11th.** Our board meetings are open and start at 4:30 p.m. for anyone that would like to attend and possibly get more involved in our New England Chapter. Our Board consists veteran members who have worked cooperatively over the years to make the New England Chapter one of the largest and most vibrant in the country. We also have new members who have been encouraged to get more involved and have found participating on the board a rewarding and enjoyable experience.

Members can also get their organization involved in the New England Chapter by becoming a chapter sponsor? For a nominal fee your organization will receive the following benefits:

- Recognition in our monthly newsletter distributed to 800 energy management professionals
- Optional annual company profiles in the newsletter at no cost
- Employment notices in the newsletter
- A table top booth and a brief talk at our November Chapter Sponsor’s Night meeting
- Access to our AEE New England Chapter mailing list

Look for our annual chapter sponsor drive this fall and consider joining the growing number of sponsors that support our chapter.

Lastly our season kick off meeting on September 11th will focus on the defining the frequently heard buzzwords Carbon Footprint. We hear the term often but what does it really mean? How can we take action as individuals and organizations to reduce our Carbon Footprint? Attend our kick off meeting and find out how you and your company can take responsible action by reducing carbon dioxide emissions.

**Become a
Chapter Sponsor!
Contact Arthur -
arthur1771@aol.com
For More Information**

Arthur Bower, *Application Specialist*
978-927-9151

Johnson Controls

Kathy Stanley, *Account Executive*
781-246-5500

ICF International

Ed McGlynn
Senior Manager
508-758-4245

Kraft Power Corporation

David Barstow, *Sales Manager, Stationary Power*
781-938-9100

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781-939-9103

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781-255-8811 ext. 11

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Rick Galipeau, *Supervisor, C&LM C&I Programs*
860-810-1804

NSTAR Electric & Gas

Robert A. Di Giandomenico
Project Manager, Technical Gas Sales
781-441-3847

Partners Healthcare Systems

Deb Carlson, *Human Resource Generalist*
617-724-2266

Phoenix Controls Corporation

Michael Soper - *Product Marketing Manager*
978-795-1285

PPG Industries

Brian Joyce, *Sales Executive*
508-822-4554

Raytheon Company

Dave Chamberlain, *Principal Engineer*
978-436-8128

Employment Opportunities



National Grid currently has ten positions open in their Energy Efficiency program group in Waltham, MA. These cover levels of experience ranging from junior to highly seasoned professionals. There are both commercial / industrial and residential program positions. The commercial group positions include; a lighting specialist, an individual with strong HVAC / Mechanical systems background and a sustainable project architect. Numerous New England AEE members have been in similar positions for many years and will attest to the fact that they are both interesting and rewarding. National Grid's programs are in the midst of a period of explosive growth with the strong prospects for the future. Apply for all positions through Monster.com or contact one of National Grid's AEE members (see chapter sponsors) for more information.

Constellation NewEnergy Associate - Load Response (CNE-NY)

Constellation NewEnergy, a wholly-owned subsidiary of Constellation Energy, is the largest competitive retail electricity supplier in North America. The New York regional office seeks an Associate for our Load Response Group. Associate will be working with load response product teams in the New York State and Ontario Canada markets.

The Program Associate must have:

- Bachelors degree and at least 2 years of energy industry work experience
- Proficiency with Microsoft Office Suite
- Ability to multitask and prioritize, function in fast-paced environment
- Strong analytical and project management skills
- Interest in interacting with electricity/commodity markets
- A high level of attention to detail

RISE Engineering

Rick Galipeau
Director of Business Development
401-784-3700 x137

RLW Analytics, Inc.

Daniel J. Barbieri, P.E., C.E.M.
Engineering Manager
860-346-5001 x201

Sebesta Blomberg & Associates

Abbe Bjorklund, *Associate*
781-721-3934

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617-268-4041

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Mark Roberts
Regional Sales Manager, New England
978-887-5070

Strategic Building Solutions

Mark Miller, *Director, Client Services*
860-395-0055

SUEZ Energy Resources NA

Kristine Robak, *CEM, Director, Key Accounts*
617-261-8912

Synergy Investments

Dan Gould, *President and CEO*
508-366-0200

Tecogen

Jeffrey Glick, *Sales Manager*
781-466-6481

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Amy Phillips, *Technical Service Engineer*
603-645-6061

Trane

John Connors,
Account Manager Service & Controls
401-435-1410

Trigen Boston

Patrick J. Haswell, *Manager, Sales and Marketing*
617-482-8080 x 326

Tunstall Corporation

T.P. Tunstall, *President*
413-594-8695

Vanderweil Engineers

Charlie Kalasinsky, *PE, Corporate Engineer*
617-423-7423

The Watt Stopper, Inc.

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508-336-3399

WebGen Systems, Inc.

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617-349-0724

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Alan Bshop, *Vice President, Sales*
781-335-2622

WPS Energy Services

Michael Parquette,
207-495-3535

Ziphany Michael P. Ciembor

Business Development
716-695-1103 x143

American Plant Maintenance, Inc.
Sales Position

Massachusetts based energy efficiency Company specializing in steam systems, compressed air and other gas systems is seeking a Sales Person in the Northeast market. We market our services to hospital, colleges, pharmaceuticals, power plants and other users of steam or gases.

He/she will be have three to five years of successfully selling services and be able to create demand for those services.

Forward a cover letter and resume to:

Vern Sherman
American Plant Maintenance, Inc.
vern@apmnortheast.com



Project Development Engineer

Johnson Controls is a world-class employer where ingenuity and excellence are welcome. As a diversified, industrial growth company, we have achieved increased sales for 61 consecutive years. And we do everything possible to value, challenge and reward our employees.

Under minimal direction, participates as a member of the Project Development Team to achieve department and project objectives on large, complex, high-risk projects. Leads engineering, process or financial tasks during detailed development of projects. Performs high-level analysis on more complex technical and financial elements, focused on the breadth of bundled programs. Supports engineering, process or financial tasks during solution design. Responsible to establish an ongoing partnership with the customer on assigned projects.

Bachelor's degree in business, engineering or a related field as appropriate. Eight years or more experience in building systems or operational processes. Function-specific licenses or certifications preferred (e.g., Professional Engineering license for engineering-related roles, etc.) MBA or other advanced degree preferred. Ability to travel approximately 30%.

Johnson Controls
39 Salem Street
Lynnfield, MA 01940
[URL : http://www.johnsoncontrols.com/](http://www.johnsoncontrols.com/)

2008-2009 AEE New England Chapter Future Meeting Topics

| Month | Topic | Program Manager | Date |
|-----------|--|----------------------------------|---------------|
| September | Carbon Footprint - An Overview | Jim Donnelly & Roger Goldman | Sep 11 |
| October | Leed O&M & Retro Commissioning | Dinesh Patel & Dan Wheatly | Oct 1 |
| November | Sponsor Night & Scholarships | Brian Crafts & Kristine Esdale | Nov 5 |
| December | Green Communities Act | Rich Costello & Sam Nutter | Dec 3 |
| January | Energy Outlook Forum | Rich C., Kathy S., & Steve M. | Jan 7 |
| February | Utility Night/Awards - Emphasis on Lighting | Jim Armstrong & Nelson Medeiros | Feb 4 |
| March | Cogeneration | Sam Nutter & Bob Di Giandomenico | Mar 4 |
| April | Emerging Technologies | Dan Wheatley | Apr 1 |
| May | Site Tour w/ Topic | Steve Di Giacomo | May 6 |
| June | Golf Outing | Joe Hall | TBD |
| October | Focus on Energy Management for New England Communities | Kathy Stanley | TBD* |

*Special morning session in addition to our normal October meeting

Upcoming Events From Outside Organizations (subject to change)

ISO New England - 2008 Conference & Vendor Showcase

September 18 & 19, Renaissance Boston Waterfront Hotel – **Boston, MA**

Registration: <http://www.iso-ne-conference.com/2008/register.php>

AEE #37 Facility tour of WGBH, Boston, MA

September 30th, 5:45 – 8:30

Speakers: Steve Ragucci

Host: WGBH

Dan Shea cell: 781-439-8891, dshea2003@earthlink.net

USGBC GreenBuild Conference, Boston Convention and Exhibition Center – November 18th thru 21st

Info: <http://www.greenbuildexpo.org/>

Massachusetts Energy Efficiency Partnership (MEEP), Labs for the 21st Century - Advanced

October 9th 8:30 AM – 5:00 PM, **Burlington, MA**

Online Registration: <http://www.maep.org/events.cfm?recID=108>

The Green Roundtable - ASHRAE Joint Meeting

<http://www.nexusboston.com/space/events.html/2008/2?>

Massachusetts Technology Collaborative (MTC), Programs for Business & Individuals

<http://masstech.org/>

ASHRAE Boston Chapter – Installation of Officers, www.ashraeboston.org