

Small Business Program

Housatonic Curtain Company

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Housatonic Curtain Company, a manufacturer of draperies and related products, has been part of the Western Massachusetts business community for more than 30 years. With 63 employees in its 40,000 square foot facility, the company was receptive to the energy-efficient lighting upgrades recommended by National Grid.

National Grid's Small Business Services Program provided a turnkey solution for Housatonic Curtain Company. With a free on-site energy assessment and incentives that paid up to 70% of project costs, the program made the installation of energy efficiency lighting affordable and trouble-free.

Small Business Solutions

Energy Efficiency Measures Installed

- High efficiency lighting systems
- Occupancy sensors

Savings Summary

The Need — Improve lighting throughout the 40,000 square foot building and reduce operating costs.

The Solution — Install high efficiency lighting and occupancy sensors to reduce energy consumption and utility bills.

Strategic Partners

Prism Consulting — Installation Contractor
1150 Hancock Street, Quincy MA 02171

The result:

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| Total Project Cost | \$10,000 |
| National Grid Incentive | \$7,500 |
| Cost to Customer | \$2,500 |
| Estimated Annual Energy Cost Savings | \$1,500 |
| CO₂ Lifetime Reduction | 7.3 tons |



Housatonic, MA

"Our business is very visual and detail-oriented. Good lighting is critical for doing our best work. Being able to improve our lighting and save on energy costs is just smart business for us."

—Bob Betti, VP of Manufacturing