



REFERENCE FORM

Name: **Town of Lexington, MA – Meter and AMI System Change-out**

Phone: **781-274-8370**

Contact Name: **Vyctoria Walsh**

Email: **vwalsh@lexingtonma.gov**

Business Relationship: **Customer**

Address: **201 Bedford St, Lexington, MA 02420**

AMI System and Type of Meters: **Beacon AMA Solution and EyeOnWater Customer Portal, with Orion Cellular Endpoints and Ultrasonic E-Series Meters**

Number of Accounts: **14,500 accounts**

Name: **Town of Sharon, MA – Meter and AMI System Change-out**

Phone: **781-784-1525**

Contact Name: **Rob Terpstra – Superintendent and Antonetta Fraone – Billing Manager**

Email: **rterpstra@townofsharon.org and AFraone@townofsharon.org**

Business Relationship: **Customer**

Address: **217 S Main St, Sharon, MA 02067**

AMI System and Type of Meters: **Beacon AMA Solution and EyeOnWater Customer Portal, with Orion Cellular Endpoints and Ultrasonic E-Series Meters**

Number of Accounts: **5,000 accounts**

Name: **Town of Dartmouth, MA – Meter and AMI System Change-out**

Phone: **508-999-0742**

Contact Name: **Tricia Anthony and Steve Sullivan**

Email: **tanthony@town.dartmouth.ma.us** and **smsullivan@town.dartmouth.ma.us**

Business Relationship: **Customer**

Address: **751 Allen St, Dartmouth, MA 02747**

AMI System and Type of Meters: **Beacon AMA Solution and EyeOnWater Customer Portal, with Orion Cellular Endpoints and Positive Displacement Meters for residential and Ultrasonic E-Series meters for C&I.**

Number of Accounts: **9,000 accounts**

Name: **Town of Orleans, MA – Meter and AMI System Change-out**

Phone: **508-255-1200**

Contact Name: **Sue Brown, Assistant Superintendent**

Email: **sbrown@town.orleans.ma.us**

Business Relationship: **Customer**

Address: **19 School Rd, Orleans, MA 02653**

AMI System and Type of Meters: **Beacon AMA Solution and EyeOnWater Customer Portal, with Orion Cellular Endpoints and Positive Displacement Meters**

Number of Accounts: **5,000 accounts**

Additional Badger Meter Beacon AMA Cellular Solution References:

Utility: Northborough Water Department

Address: 63 Main St., Northborough, MA 01532

Contact: Jeremy Weeks

Phone: 508-439-3111

5,000 accounts.

Utility: Townsend Water Department

540 Main St, West Townsend, MA 01474

Contact: Dave Vigeant

Phone: 978-597-2212

3,000 accounts. In the process of performing a complete change out to Ultrasonic Meters w/ Cell

Utility: City of Everett, MA

19 Norman Street, Everett MA

Contact: Tameka Walsh

Phone: 617-394-2325

8,000 accounts. In the process of replacing a failing (different manufacturers) Fixed Network System with the Beacon AMA Orion Cellular Endpoints.

Utility: City of Greenfield, MA

189 Well Street, Greenfield MA

Contact: Sam Urkiel

Phone: (413) 772-1528

5,000 accounts. In the process of installing 500 C&I Cellular accounts and 4,500 Beacon Mobile accounts with mechanical meters.

Utility: North Conway Water precinct

104 Sawmill Ln, North Conway, NH 03860

Contact: Jason Gagnon

Phone: (603) 356-5382

Changing all 450 C&I and large residential accounts to ultrasonic meters and Cellular

Utility: North Brookfield Water Department

14 Bell Rd, North Brookfield, MA 01535

Contact: Kelly Valari

Phone: (508) 867-0207

1,200 accounts. Full Beacon Cellular System.

Utility: North Tiverton Fire District

241 Hilton St, Tiverton, RI 02878

Contact: Bob Oulette

Phone: (401) 624-8432

3,300 accounts. Will be performing a complete change out to Mechanical Meters w/ Cell

Utility: Springfield Water and Sewer Commission

71 Colton St, Springfield, MA 00109

Contact: Larry Griffin

Phone: 413-310-3501 ext 224

Running an extended pilot for deciding their AMI system for 44,000 accounts. Currently have 8,000+ Orion Cellular Endpoints installed.

Utility: City of Danbury, CT

53 Newton Rd.

Danbury, CT

Contact: Susan McClain

Phone: (203) 797-4539

13,000 Accounts. Recently Awarded Project to upgrade the system to a complete Beacon Cellular AMI solution.

Utility: Town of Hanover, NH

41 Grasse Rd.

Hanover, NH 03755

Contact: Dylan McDermott

Phone: 603-643-3439

1900 Accounts. Began installation on a recently Awarded Project to upgrade the system to a complete Beacon Cellular AMI solution.

Utility: Town of Franklin, NH

43 West Bow St.

Franklin, NH

Contact: Justin Hanscom

Phone: 603-934-4103

2200 Accounts. Began installation on a recently Awarded Project to upgrade the system to a complete Beacon Cellular AMI solution.

Additional Stiles Co. Cellular References:

Hooksett Village Water

2 Main Street
Hooksett, NH
Matt Norris
603-485-3392
1800 accounts
Ultrasonic Meters
100% Cellular, ongoing

Shirley, MA

124 Ayer Rd
Shirley, MA
Brian Goodman
978-425-2245
1,200 accounts
Ultrasonic Meters
100% Cellular

Easton, MA

417 Bay Rd
Easton, MA
Rich Tierny
508-230-0850
7,500 accounts
Mechanical Meters
100% Cellular - ongoing

Billerica MA

365 Boston Rd
Billerica, MA
Judy Dunn
978-671-1313
15,000 accounts
Mechanical Meters
100% Cellular

Tewksbury, MA

999 Whipple Rd
Tewksbury, MA
Bill Blakeney
978-640-4448
10,000 accounts
Mechanical Meters
Fixed AMI migrating to Cellular

Groton MA

173 Main St
Groton MA
Tom Orcutt
978-448-1122
1300 accounts
Mechanical Meters
100% Cellular. Ongoing

Paxton MA

107 Holden Rd
Paxton MA
Travis Thiabault
508-753-9077
1,400 accounts
Ultrasonic Meters
100% Cellular

Cherry Valley Water

148 Henshaw Street
Leicester, MA 01524
Ben Morris
508-892-9616
3,200 accounts
Ultrasonic Meters
100% Cellular, ongoing project

Leicester Water District

124 Pine Street
Leicester, MA
Joe Wood
508-892-8484
1500 accounts
Ultrasonic Meters
100% Cellular ongoing

Franconia, NH

421 Main Street
Franconia, NH
Peter Hilton
603-986-4021
350 accounts
Ultrasonic Meters
100% Cellular

Middlebury VT

1020 South Rte 7
Middlebury Vt
Heather LaDuke
802-388-4045
2,000 accounts
Mechanical Meters
100% Cellular

North Branch Fire Dist.

76 Dorr Fitch Rd
West Dover, VT
Bart Howes
802-464-8415
1,500 services
Mechanical Meters
100% Cellular

Additional Large Customer References Using the Badger Meter Beacon Cellular System:

Liberty Utilities, NY – 125,000 total accounts. (30k converted to Badger Cellular so far)

Bethpage Water District, NY – 9,800 accounts. Cellular

South Farmingdale Water District, NY – 13,000 accounts. 100% Cellular

Santa Fe, NM – 35,000 accounts. 100% Cellular

American Water – 150,000 accounts. Cellular

Columbia, SC – 155,000 Endpoints – 100% Cellular

Pinellas County, FL – 115,000 Endpoints – Active Project. 100% Cellular

Chesterfield County, VA – 125,000 Endpoints – Active Project. 100% Cellular

Aurora, CO – 90,000 Endpoints – 100% Cellular

Alameda County, CA – 90,000 Endpoints – Active Project. 100% Cellular

Oxnard, CA – 44,000 Endpoints – Active Project. 100% Cellular

Galveston, TX – 33,000 Endpoints – 100% Cellular

Miami-Beach, FL – 140,000 Endpoints – 100% Cellular

Orlando, FL – 160,000 Endpoints – Active Project. 100% Cellular