



DEMAND RESPONSE *and*
SMART GRID *Coalition*

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Honeywell, Echelon, Ambient and Steffes Join Demand Response and Smart Grid Coalition

(February 12, 2008—Washington, DC) The Demand Response and Smart Grid Coalition (DRSG) announced today that four more companies have joined the group to help it in its efforts to raise awareness among policymakers, stakeholders and customers of how demand response and smart grid technologies and practices will modernize and strengthen the national electricity system. The DRSG is the trade association for companies that provide products and services in the demand response and smart grid area. More information on DRSG can be found at www.drsgcoalition.org.

Dan Delurey, Executive Director of DRSG, said the new members help to show the diversity of technologies and product offerings in the smart grid space. "While many people are expressing support for the smart grid these days," said Delurey, "not everyone understands what kinds of things make up the smart grid. A look at our new members, and at the existing members of the Coalition, shows that there are many companies ready and able to start building the smart grid and deploying demand response to optimize its operation."

Honeywell is a \$37 billion diversified technology and manufacturing leader, serving customers worldwide with aerospace products and services; control technologies for buildings, homes and industry; automotive products; turbochargers; and specialty materials. The company is a leader in energy efficiency and renewable energy, and in all aspects of demand response — from innovative smart thermostats and automated building controls to program design, marketing and delivery. Honeywell also provides turnkey advanced metering and energy conservation solutions to investor- and municipal-owned utilities. For additional information, visit www.honeywell.com.

Echelon Corporation is a leader in the worldwide transformation of the electricity grid into a smart, communicating energy network, connecting utilities to their customers, and providing customers with energy-aware homes and businesses that interact with conditions on the grid. Echelon's NES System is used by utilities to replace existing stand-alone electricity meters with an advanced metering network infrastructure that is open, inexpensive, reliable, and proven. Echelon's LonWorks® Infrastructure products extend the smart grid to everyday devices made by thousands of companies—connecting them to each other and the grid. Echelon powers tens of millions of energy-aware devices worldwide. More information is available at www.echelon.com.

Ambient Corporation designs, develops and markets Ambient Smart Grid™ communications technologies and equipment. Utilizing open standards-based technologies along with in-depth industry experience, Ambient provides utilities with solutions for creating smart grid communication platforms and technologies. More information about Ambient, a publicly-traded company headquartered in Newton, MA, is available at www.ambientsmartgrid.com.

Steffes Corporation, based in Dickinson, ND, is a world-class manufacturer of Electric Thermal Storage (ETS) off-peak heating equipment for residential and small commercial applications. ETS allows low-cost electricity to be stored in the form of heat for use throughout the day. By utilizing a power company's off-peak electric rate and ETS equipment, owners of ETS heating systems can realize significant savings in their heating bills while having a very safe, comfortable, reliable and affordable heating system. At the same time, thermal heat storage equipment and its contribution to peak management helps to create a smart grid that provides greater support for renewable energy. More information is available at www.steffes.com/off-peak.

Delurey also took the opportunity of the announcement to comment on the Stimulus Bill which the Congress is poised to send to President Obama for his signature. "We are pleased as an industry to see the Stimulus bill include support for the Smart Grid. We believe that the funds provided to DOE for Smart Grid grants will be very important not only in helping the Smart Grid industry to grow and expand, but also in the creation of jobs and meeting other objectives of the Stimulus effort. We also are pleased to see new funding in the area of energy efficiency, given that most parties now recognize that to do energy efficiency properly today it is important to include demand response in efficiency programs and efforts. We are pleased to be part of the Stimulus Plan and look forward to moving forward to put smart grid technologies and practices in place"

About DRSG

The Demand Response and Smart Grid Coalition (DRSG) is the trade association for companies that provide products and services in the areas of demand response, energy storage, smart metering and other smart grid technologies and services. DRSG works to educate and provide information to policymakers, utilities, the media, the financial community and stakeholders on how demand response, smart grid technologies and practices can help modernize our electricity system and provide customers with new information and options for managing their electricity use.

Members of the DRSG Coalition include: Aclara, Ambient, Comverge, Conservation Services Group, Corporate Systems Engineering, CPower, Direct Energy, Echelon Corporation, Eka Systems, eMeter, EnergySolve, EnerNOC, Google, Honeywell, IBM, Ice Energy, Itron, Landis+Gyr, Orion Energy Systems, Sensus, Silver Spring Networks, SmartSynch, Steffes, SureGrid, Tendril, Trilliant Networks, and Ziphany. More information is available at www.drsgcoalition.org

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