



550 Meridian Avenue  
San Jose, CA 95126  
Phone: +1-408-938-5200  
Fax: +1-408-790-3800  
[lonworks@echelon.com](mailto:lonworks@echelon.com)  
[www.echelon.com](http://www.echelon.com)

## News Information

## For Immediate Release

### Press Contacts

Julia O'Shaughnessy  
Echelon Corporation  
+1 (408) 938-5357  
[julia@echelon.com](mailto:julia@echelon.com)

Allyson Stinchfield  
Atomic Public Relations  
+1 (415) 402-0230  
[allyson@atomicpr.com](mailto:allyson@atomicpr.com)

## Echelon Joins U.S. Department of Commerce on Energy Efficiency Trade Mission to India

(San Jose, CA – November 17, 2009) - Echelon Corporation ([NASDAQ: ELON](http://www.nasdaq.com)) today announced that it is participating in an energy efficiency trade mission to India, co-hosted by the U.S. Department of Commerce, the Government of India, and the Ministry of Power. The mission aims to introduce U. S. manufacturers of energy efficient products for industrial and/or green building applications and energy service companies to large energy users in India in the hopes of reducing energy use. The mission will visit New Delhi, Chennai, and Mumbai on November 16-20, 2009.

India suffers from obsolete technologies, high energy costs, inefficiently utilized natural resources and chronic power shortages. The Government of India is analyzing over 750 large energy users in an effort to reduce energy consumption by approximately 10,000 megawatts (MW) per year. The targeted sectors include railways, aluminum, cement, chlor-alkali, pulp and paper, fertilizers, steel industries and power generation plants. The Bureau of Energy Efficiency in India is mandating specific energy consumption decreases in these large energy-consuming industries.

Reducing demand helps offset the pressure to increase generation capacity. Using smart energy infrastructures in the form of both smart metering and smart control networks provides the additional benefit of demand management in real-time in response

to grid conditions. The combination creates a long-term solution for nationwide, managed energy and efficiency.

“As energy costs continue to rise, businesses need smarter energy management strategies. Echelon’s control technology provides the benefits of energy management and control systems in a single, sustainable, and flexible network infrastructure. With one investment, you can lower your operating costs and leverage your infrastructure, even as your business grows — all while gaining maximum visibility and transparency to energy use and operations throughout your organization,” said Mark Rodman, managing director, Asia Pacific, Echelon Corporation. “We are pleased to assist the Government of India in its search to find better ways to use and conserve energy.”

Echelon’s LonWorks® technology is used worldwide in energy savings and control networking applications from building automation to streetlights to quick-service restaurants and retail and bank chains. For more information regarding Echelon’s technology, please visit <http://www.echelon.com/solutions/energy/>.

### **About Echelon Corporation**

Echelon Corporation ([NASDAQ: ELON](http://www.nasdaq.com)) is leading the worldwide transformation of the electricity grid into a smart, communicating energy network, connecting utilities to their customers, enabling networking of everyday devices, and providing customers with energy aware homes and businesses that react to conditions on the grid.

Echelon's [NES System – the backbone for the smart grid](#) – is used by utilities to replace existing stand-alone electricity meters with a network infrastructure that is open, inexpensive, reliable, and proven. The NES System helps utilities compete more effectively, reduce operating costs, provide expanded services and help energy users manage and reduce overall energy use. Echelon's [LonWorks® Infrastructure products](#) extend the smart grid, powering tens of millions of energy aware, everyday devices made by thousands of companies – connecting them to each other, to the electricity grid and to the Internet. LonWorks based products work together to monitor and save energy; lower costs; improve productivity; and enhance service, quality, safety, and convenience in utility, municipal, building, industrial, transportation, and home area networks.

More information about Echelon can be found at <http://www.echelon.com>.

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