



IN THE NEWS

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Green Buildings Leverage ZigBee Wireless to Boost Valuation

Bristol PA (May 10, 2007)– The words, “Go Green” seem to be more than just a catch phrase these days. Savvy marketers now recognize that prospective residents will respond to “Green” properties, and that energy savings from green systems can boost valuations by 5 to 10 times their cost. Growth in demand for green buildings (and green homes) is inspiring many new products and systems.

The submetering industry is responding - incorporating new 2-way wireless technology to add consumer feedback systems that extract and deliver helpful information to residents who respond by reducing waste. This new GREEN approach to utility monitoring mixes conservation measures and diagnostics with measurement algorithms. For example, New Jersey based Wellspring Wireless now offers a GREEN THERMOSTAT that tracks energy consumption for billing, and displays energy use to the resident. Owners can monitor and change (remotely) set-points and set-back schedules to help residents save. Properties can also participate in utility sponsored, income generating programs to curtail peak demand. Wellspring’s remote meter reading system compares degree days to run

time in each unit, which identifies inefficiency, and wasteful practices by residents that result in higher heating and cooling bills.

Wellspring's GREEN approach to submetering is enabled by low cost ZigBee two way radio technology. ZigBee is the latest open wireless standard (802.15.4) from the IEEE, which brought us Wi-Fi (802.11) and Bluetooth (802.15.1). Without the two-way communication of ZigBee, control of utilities would not be possible.

The results when submetering, diagnostics and conservation tools are combined are astounding.

An EPA study published in 2005 showed conclusively that apartment communities consume 15.4% less water after being submetered. Several earlier studies show similar results, with drops from 7% to 36%. Wellspring has installed over 125,000 meters that include leak diagnostics and flow controls, and tracks savings at an average rate of 26%. One metering study even inspired a clause in the 1975 Energy Act that requires all new multi-family homes to be individually metered for energy. Its been accepted for more than 30 years and proven countless times that consumption behavior changes when there are positive economic consequences to the elimination of waste - even more so when the residents are provided with tools and feedback that helps them conserve.

Remember the adage, "You cannot control what you do not measure?" It's intuitive, that when residents get feedback in the form of an invoice, they respond by reducing waste. The EPA study also put another myth to rest. People who paid for utilities based on simple allocation did NOT reduce their consumption. Researchers observed the "smorgasbord" syndrome with some residents. Even when it runs against their best interests, people eat more than they should. And

they consume more utilities than they should unless they are individually metered, because there is no incentive to conserve.

Turning GREEN into Gold

Adding GREEN submetering systems pays dividends to savvy owners, who have observed that market rents when utilities are paid by the resident are comparable to rents with utilities included. The reason is that residents usually overlook the cost of utilities when making their rental decision – then they pay less for utilities than owners when included in rent – because they behave differently when its their bill to pay. The savings in utility expense and the gain from higher net rents falls through to Net Operating Income, and impacts property valuation.

Typical payback on new GREEN submetering systems is under 2 years – and valuation boost is 5 to 10 times the owner’s investment. Those are numbers that are hard to ignore.

About Wellspring Wireless

Wellspring Wireless offers the nation’s most complete line of water and energy sub-utility products for all building types. Wellspring is based in Bristol Pennsylvania. For more information, call 215-788-8485 or visit their web site at www.wellspringwireless.com .