



IN THE NEWS

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Wellspring Ends 2009 with Record Backlog

Penndel PA (December 1, 2009) – Wellspring Wireless revealed the results of its successful transition to ZigBee radio technology. As of December 1, Wellspring's record order backlog includes 6200 radio enabled devices. Even more interesting is the diversity of applications this backlog represents. Less than half are water sub-metering.

2900 Aqura meters, measuring water & domestic hot water energy

2000 Green thermostats, heat monitors and "away" switches

1100 Electric meters, half under glass, and half using remote CT's

150 Fireplace monitors - a new product specific to this application

50 Electric hot water heater shut-offs - another new product

Wellspring's large backlog heralds the success of Wellspring's Green Thermostat, launched in 2007 and reflects the growing demand for 2-way communication in energy markets. Wellspring partner Wade Smith explains. "Many apartment

owners step up from simple utility sub-metering, to offer residents a better means of controlling their utility use using 2-way communication. For example:

- Green Thermostat temps are scheduled and monitored on-line via internet
- Set-points are adjusted automatically when no water is used over 32 hours
- “Away” switches are added at exit doors to trigger set-point reductions
- Hot water heaters are shut-down when residents are away, or when utility bills are not paid.

There is also growing interest in control of electrical demand by temporarily adjusting thermostat and hot water heater setpoints. “

ZigBee technology makes these applications possible, because every radio is two-way, so every radio can receive control instructions as they send meter data. ZigBee networks are also much more reliable owing to use of a self-forming redundant mesh network operating at 2.4 GHz. ZigBee radios cost a bit more than older 900 MHz one-way systems, but ZigBee networks can do much more. Wellspring applications exploit the greater power ZigBee networks offer in sub-metering products that exploit the greater power of ZigBee. Wellspring anticipates that ZigBee’s growing popularity with 323 ZigBee alliance members will continue to drive down costs as volume rises. (See ZigBee Alliance member list at <http://zigbee.org/About/OurMembers/tabid/191/Default.aspx>)

About Wellspring Wireless

Wellspring Wireless offers the nation’s most complete line of radio based water and energy sub-utility products for all building types. Wellspring is a pioneer in the use of open protocol two way ZigBee mesh network radios which comply with IEEE 802.15.4. Wellspring is based in Penndel Pennsylvania. For more information, call 215-788-8485 or visit www.wellspringwireless.com.

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