

## Echelon Technology Selected for China's Growing Streetlight Market

Date: 05-09-2007 05:39 PM CET

Category: [Energy & Environment](#)

Press release from: [Echelon Corporation](#)

Agency: **TEMA Technologie Marketing AG**



(San Jose, CA – May 2007) - Echelon Corporation (NASDAQ: ELON), a leading provider of networking technology that is used to manage and reduce energy consumption, announced today that several major highways and bridges in the Yangtze River Delta, one of the fastest growing regions in China, have chosen Echelon's LonWorks® technology to better manage highway and bridge lighting systems for increased security, beautification, and reduced energy consumption. The lighting control system will be installed and managed by Echelon's Authorized Network Integrator Nanjing Lianhong Automation Co, Ltd.

“China's high growth transportation infrastructure sector has put an urgent stamp on finding the most innovative solutions for managing the country's power quality, security and energy management processes,” said Baocai Wu, Nanjing Lianhong's CEO. “Echelon's ultra-reliable LonWorks technology and products provide the ideal infrastructure required for long-term projects like street and bridge lighting. The open technology ensures that products from multiple manufacturers can be added to the system, now or in the future. The ability to add new functionality, modify energy savings applications, and conduct remote management were the key attributes that led to the selection of the LonWorks platform as the basis of the overall solution.”

Project integrator Nanjing Lianhong needed to create an open, flexible and reliable lighting control system to reduce energy consumption and increase security. Using Echelon's i.LON® Internet servers and LonWorks open standards networking protocol over a single fiber optic network, Nanjing Lianhong is able to offer a system that can remotely control and monitor substations, dehumidify equipment, and serve as the public highway and bridge lighting system.

One of the world's first open IP-based highway and bridge implementations, more than 1,500 of China's highway and bridge segment control points will be embedded with Echelon's LonWorks networking protocol enabled FT smart transceivers. Echelon's i.LON Internet server extends the local area networks over the Internet and IP networks allowing all of the sites to be remotely monitored using PCs and requiring virtually no need for manpower. The system allows for improved energy management and conservation, increased security, and more efficient maintenance and operations. Furthermore the networked lighting system will be leveraged to beautify highways and bridges, turning the latter into more notable landmarks.

“This win extends Echelon's lighting control solutions to one of the world's most important markets, and demonstrates the need for open, standards-based control networks in both near and long-term projects,” said Ken Oshman, Echelon's chairman and CEO. “Energy management is a great benefit of networked public lighting systems, and China's new highway and bridge lighting control system exemplifies the benefits of LonWorks networks – ultra-reliable control networks, open supplier markets now and into the future, and extreme flexibility in function.”

The following locations will use LonWorks based solutions for lighting systems:

- Shanghai and Nanjing highway, covering 288 km, a key corridor linking the cities of Shanghai and Nanjing;
- Shanghai, Zhejiang, Anhui and Jiangsu Expressway, a key highway linking four provinces;
- Jiangsu SuTong Yangzi River Bridge, one of the longest suspension bridges in China; and
- Hangzhou Qiantang River No. 4 Bridge.

#### About Nanjing Lianhong Automation, Co. Ltd

Nanjing Lianhong Automation is a leading LonWorks system integrator specializing in the public infrastructure sector and offers innovative automation solutions for better energy management and reduced maintenance operations. More information about Nanjing Lianhong Automation can be found at [www.nla.com.cn/english/](http://www.nla.com.cn/english/).

#### About Echelon Corporation

Echelon Corporation (NASDAQ:ELON) is networking company that provides products and systems that can monitor and save energy, lower costs, improve productivity and enhance service, quality, safety and convenience by networking together everyday devices in utility, buildings, industrial, transportation and home control systems. Tens of millions of smart devices based on Echelon's LonWorks products and Networked Energy Services (NES) systems are in use around the world today bringing benefits to consumers and industry. More information about Echelon can be found at [www.echelon.com](http://www.echelon.com).

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