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### ***FOR IMMEDIATE RELEASE***

### **ENGENUITY INCREASES COMMITMENT TO LONWORKS TECHNOLOGY**

[Dallas, TX, AHR Show – January 29, 2007] – Engenuity Systems, Inc., the world’s largest distributor of intelligent networked control devices and related peripherals, announced today several new initiatives focused on increasing its commitment to LONWORKS® technology and the open systems community.

The demand for LONWORKS products has continued to surge, creating double-digit growth in 2006 sales for Engenuity; and based on orders already received, 2007 promises similar growth rates for the company. In response to this escalating need, Engenuity has implemented several new initiatives to keep up with the expansion:

- ✓ In Q4 of 2006 the company launched its new support initiative which includes a new technical support team and new web platform. The program was designed to provide comprehensive pre-sales and post-sale technical support and includes an entirely new Level One support team of highly trained, experienced support staff backed by a database-driven website reachable from [www.engenuity.com](http://www.engenuity.com). The web platform includes a searchable knowledge-base, self-help tools, forums and much more. This resource is targeted at the building controls community using LONWORKS technology and products and provides in-depth information about thousands of Engenuity products from over 75 manufacturers. Materials available to users include datasheets, articles, industry news & events, press releases, case studies, white papers, support software and presentations.

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- ✓ Engenuity has committed to becoming one of the first companies to be an “Authorized Test Center” for LONMARK®’s newly announced “Proficiency Testing Program” for qualified open systems installers, professionals and integrators. The program is designed to provide a worldwide standard of proficiency for individuals that install, integrate and maintain systems utilizing LONMARK certified products. Any individual can take the test in a supervised, professional environment.
  
- ✓ In LONMARK Americas’ (LMA) recent member-wide election, Tracy Markie, president of Engenuity Systems, Inc. was elected to a two year term on LMA’s Board of Directors. In its first meeting, the new board also selected Mr. Markie as its new Vice-Chairman. Mr. Markie will continue to serve on the LONMARK International Board of Directors as its Chairman further reaffirming his commitment to the LONWORKS marketplace. “LONMARK is an important ingredient in the overall success of LONWORKS-based building controls systems. These organizations support, nurture and provide enormous resources to the LONWORKS community. One only has to look at their membership rosters to understand the significance of these organizations.”
  
- ✓ Engenuity recently announced it will increase its marketing investment in supporting LONWORKS technology and the open systems community. At this week’s AHR Expo, Engenuity sponsored the LONMARK Americas booth providing both financial and human resources to create the interoperable demonstration display and booth. Mr. Markie, Engenuity’s president, will be the presenter for LONMARK’s educational session entitled “The Value of Integrated, Open Systems” to be held in Room D164 of the Dallas Convention Center in conjunction with the day long series seminar.
  
- ✓ Engenuity also announced it will be a major sponsor of the forthcoming “LONMARK Sessions 2007,” a worldwide tour visiting 57 cities in the Americas, Europe, the Middle East and Asia. The tour is part of the “LONMARK Connection Initiative,” a global educational program that aims to help the controls and automation industries continue the transition from proprietary to open, integrated systems. The organization hopes to capitalize on the success of the 2005 tour (Building Open Systems 2005) which had over 4,000 registrants.

This tremendous growth required the addition of new staff members at Engenuity as well. Most recently, Engenuity welcomed the following individuals to its team: John Cain (North American Sales Manager), Ted Prime (Business Development Manager of Products), Robert Gerdes (Business Development Manager), Clayton Plymill (Technical Specialist), Luann Martinez (Accounting Manager), Carl Rannow (Purchasing), Angela Simpson and Maria Valdivia (Customer Service). Several of these individuals have more than five years of experience directly in the LONWORKS marketplace and will serve key roles in growing this part of Engenuity's business.

For more information about Engenuity's complete line of LonWorks-based control devices and related peripherals, visit [www.engenuity.com](http://www.engenuity.com). If attending this year's AHR Show, visit Engenuity at booth 1611 or attend Engenuity's press conference Monday, January 29 from 3pm to 4pm in room D220 in the Dallas Convention Center.

#### **About Engenuity Systems, Inc.**

Engenuity Systems, Inc. is the world's largest distributor of networked control products and related peripherals. The company has been supplying products to the industrial control market and building automation industry since 1994 and currently offers thousands of products from more than 75 manufacturers. More information about the company's complete line of products can be found at [www.engenuity.com](http://www.engenuity.com), or contact Engenuity at (800) 375-3363, (480) 782-5600, or by email at [info@engenuity.com](mailto:info@engenuity.com).

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