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Venstar Names SYLVANIA Lighting Services as National Service Partner for Venstar's Surveyor Energy Management System

SYLVANIA has installed 1,500 Surveyor systems, provides ongoing lighting services and Surveyor maintenance via a substantial team of service technicians and fleet vehicles

CHATSWORTH, Calif., Feb. 22, 2012 — [Venstar®](#), a leading thermostat and energy management systems supplier, today named SYLVANIA Lighting Services as a national service partner for the company's [Surveyor®](#) Energy Management System customers. SYLVANIA has installed more than 1,500 Surveyor systems nationwide and provides ongoing lighting services and Surveyor maintenance through 850 service technicians and fleet vehicles.

"We are happy to extend our partnership with SYLVANIA for our national Surveyor business," said Steve Dushane, president and CEO of Venstar Inc. "With more than 40 years of experience servicing energy management systems, including installing more than 1,500 Surveyor systems and features such as a 24-hour toll-free national customer service hotline, SYLVANIA will provide the same top-level customer experience for which Venstar is known. We look forward to continuing to build the Surveyor business together with SYLVANIA."

SYLVANIA Lighting Services and Venstar currently share a number of national accounts, including Family Dollar Stores Inc., one of the largest and fastest-growing discount retailers in the United States with more than \$8 billion in annual revenues.

"We have been working with SYLVANIA and Venstar for quite some time and have experienced outstanding service from both companies," said Marilyn M. Morse, vice

president of facilities management for Family Dollar. "This partnership will go a long way in providing even better service as the two companies integrate operations on accounts such as Family Dollar and other large retail chains."

"SYLVANIA has been providing lighting services for Venstar's Surveyor customers for many years, so this collaboration is a natural extension of a well-established business relationship," said Graham Wark, vice president of SYLVANIA Lighting Services. "By partnering in this fashion, both companies will enhance the service experience for Surveyor customers. We look forward to continued success with Venstar."

About Surveyor

Surveyor is an Internet-based energy management system that allows small-box retailers, restaurant chains and other multi-location businesses to remotely monitor, manage and control their energy usage and reduce maintenance expenses for their HVAC, lighting/electrical and mechanical systems. Whether it's for a chain with hundreds or thousands of locations, Surveyor allows a single authorized person to easily look at the equipment, change set points, and run exception reports and energy usage reports for the entire chain, individual locations, or by groupings of locations. Surveyor is currently installed in more than 13,000 locations, primarily small-box retailers throughout North America. Surveyor gives users unprecedented visibility into their locations.

About SYLVANIA Lighting Services

SYLVANIA Lighting Services (SLS), a division of OSRAM SYLVANIA, is an industry leader in service and maintenance. SLS is headquartered in Danvers, Massachusetts, with Canadian headquarters located in Mississauga, Ontario. SLS is a North American company with 35 locations across the United States, 11 locations in Canada, and one site in Puerto Rico. SLS has been providing customers with innovative product and service solutions since 1968.

About Venstar Inc.

Founded in 1992, Venstar Inc. is a leading thermostat and energy management system (EMS) supplier, known for providing value to its customers via ease of use and installation, proven cost savings, improved energy efficiency, quality and reliability. Venstar is one of the largest thermostat suppliers in the world and designs and produces Venstar-branded products, as well as OEM thermostat products for the biggest names in HVAC. Venstar's Surveyor is a leading energy management system, typically saving small-box retailers 25 percent of their energy costs, which translates to millions of dollars in savings and dramatic reductions in CO₂ emissions. Surveyor currently controls the energy usage of more than 13,000 retail locations across the United States, Mexico, Puerto Rico, and Canada.

Web site: www.venstar.com

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