

From: [Evelyn Francisco](#) on behalf of [Evelyn Weiss Francisco](#)
Subject: Encelium Appoints SESCO Lighting as Exclusive Sales Agency
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NEWS RELEASE

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- Encelium manufactures the Energy Control System™ (ECS), the most advanced lighting control solution for commercial buildings on the market
- Encelium continues its strategic expansion throughout North America

“Our system turns lighting into a highly controllable energy cost for property owners and managers in the commercial real estate industry,” said Tony Marano, president and CEO of Encelium. “We look forward to working with SESCO, which shares in our commitment of environmental stewardship, as we grow our business in the Southeast Region and the Caribbean.”

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ENCELIUM TECHNOLOGIES APPOINTS SESCO LIGHTING AS ITS EXCLUSIVE SALES AGENCY IN TENNESSEE, GEORGIA, FLORIDA AND THE CARIBBEAN *Like-Minded Firms Focus on Energy Efficiency and Environmental Stewardship*

TEANECK, N.J., Dec. 2, 2009 – [Encelium Technologies](#) of Teaneck, N.J., a leading international manufacturer and supplier of addressable lighting controls for commercial buildings, has appointed Winter Park, Fla.-based [SESCO Lighting](#) as its exclusive sales agency in Tennessee, Georgia, Florida and the Caribbean. This collaboration is part of the strategic expansion of Encelium, which manufactures the Energy Control System™ (ECS), the most advanced lighting control solution for commercial buildings on the market.

ECS reduces lighting use and energy costs at a faster rate than other environmental measures and has an average payback of two to five years. Since the company’s founding in 2001, ECS has been installed in more than 20 million square feet of commercial space across North America and Europe. The company has experienced tremendous growth during the last two years, posting a 200% annual increase.

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Encelium's Innovative System

ECS utilizes six distinct energy management strategies. Those include daylight harvesting, which adjusts interior light levels according to available daylight; occupancy controls to turn lights on and off automatically; smart-time scheduling to adjust light where occupancy sensors are not appropriate; task tuning to set default light levels to suit a particular workspace; personal software-based controls for individual occupants to adjust their workspace lighting by need or preference; and variable load shedding, which limits power demand peaks to reduce overall utility costs. The system contributes up to 18 points toward LEED certification and in as many as 4 of 6 LEED categories.

Founded in 1967, SESCO is the largest commercial lighting supplier in the United States. This environmentally conscious company focuses on offering clients new technologies and solutions that work to preserve and sustain our environment. With offices in Florida, Georgia, Tennessee, and Puerto Rico, SESCO employs more than 165 professionals including two PEs, eight LEED APs and seven LCs.

“Our clients are looking for a state-of-the-art lighting control solution like the ECS that provides significant energy savings and improved lighting quality as well as an aggressive payback on investment,” said Rhonda Viveney, manager of SESCO’s Lighting Controls Division. “SESCO’s sales force specializes in meeting – and often exceeding – energy mandates for both new construction and renovation projects. Encelium will help us in doing just that for our clients.”

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