

VENSTAR
Company Profile
April 2011

Headquarters:

9250 Owensmouth Avenue
Chatsworth, CA 91311

Year Founded: 1992

Ownership Structure:

Privately held, self-funded and profitable

Management Team:

- Steve Dushane, President & CEO
 - Executive Committee:
 - Corey McTigue
 - Terry Zimmerman,
 - Steve Tudhope,
 - Rick Russo,
 - Mustafa Oransel

Company Highlights:

- Venstar® is a leading thermostat and energy management system (EMS) supplier, providing value for 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.
- Venstar designs and produces its Venstar-branded and OEM products. It owns the intellectual property rights associated with these designs.
- There are currently millions of Venstar-made thermostats in use worldwide.
- Venstar's Surveyor® is a leading energy management system (EMS), typically saving small-box retailers millions of dollars in energy costs while giving them unprecedented visibility into their stores.
- Surveyor currently controls the energy usage of more than 13,000 retail locations throughout North America.
- Venstar is a green company, having installed 700 solar-electric rooftop tiles at its corporate headquarters to meet its energy needs.

Key Products:

- Venstar Thermostats — Venstar's branded line of thermostats and accessories for commercial and residential applications offer energy management, Internet control, wireless applications, voice and phone control.
 - **ColorTouch™** — the multi-functional, simple-to-use, richly featured, programmable touch screen thermostat that thinks it's a digital picture frame. ColorTouch has customizable backgrounds, including the users' own photos, and more than a dozen preset themes, including holiday themes. Compatible with virtually every type of heating and air conditioning system, ColorTouch is available now through Venstar distributors and contractors nationwide. Estimated street pricing is less than \$200.
 - **ColorTouch Commercial** — a multi-functional, simple-to-use, touch screen thermostat designed for commercial installations. With ColorTouch Commercial, users can display their business logos, advertisements or promotions on their thermostat screens as a slideshow screensaver or background wallpaper.
 - **FlatStat** — the thermostat that is "only slightly thicker than paint" on the wall.
 - **SchoolStat** — a commercial programmable specialty thermostat that helps schools go green while keeping classrooms comfortable. With 5+2-day programmability, SchoolStat can be programmed separately for weekdays and weekends, ensuring that the classroom is comfortable during the day and that energy use and costs are minimal when the classroom is unoccupied.
 - **Slimline** — the thermostat that is in more than a million homes and businesses.
 - **Surveyor Energy Management System** — Surveyor gives small-box retailers unprecedented visibility and control of energy management (HVAC, lighting/electrical and mechanical systems) at their stores, delivering an average of 25 percent savings and return on investment typically in less than 18 months.
 - Venstar is the patent holder of the wireless, programmable thermostat.

Venstar OEM Customers:

Venstar designs and supplies private-label thermostats for the biggest names in HVAC, including:

- Amana
- Carrier
- Coleman
- Goodman
- Johnson Controls
- Luxaire

- Source1
- York

Distribution:

For Venstar-branded thermostat products, Venstar has a two-step, exclusive distribution model with well-capitalized distributors who have protected territories. Of its HVAC products, Venstar has a large market share in California and approximately 18 percent market share nationwide. It also sells globally.

Venstar sells its Surveyor Energy Management System direct to national accounts.

Markets/Industries Served:

Surveyor Energy Management System

- Small-box retailers, including:
 - Retailers
 - Quick-Service and Dine-in Restaurants
 - Healthcare/Medical
 - Banks and Financial Services
 - Any multi-site business with hundreds or thousands of locations

HVAC/Thermostat Products

- New commercial and residential construction
- Retrofit of commercial and residential buildings

Prominent Surveyor Customers

- AutoZone
- Family Dollar

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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