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news release

For Immediate Release

EMERSON CLIMATE TECHNOLOGIES ANNOUNCES STRATEGIC PARTNERSHIP WITH COMVERGE, INC.

White-Rodgers thermostat to become integral piece of Comverge's peak load management program for utility companies

ST. LOUIS, January 25, 2005 – Emerson Climate Technologies™, a business of Emerson (NYSE: EMR) today announced a strategic partnership between its White-Rodgers division and Comverge, Inc., a leading energy intelligence company. As part of the partnership, a White-Rodgers programmable thermostat will be the primary thermostat used in Comverge's peak load management programs. The thermostat, along with the innovative utility load management software, will be on display at the 2005 DistribuTech Conference and Exhibition in San Diego. (Booth number 1038)

Comverge's peak load management programs dynamically manage HVAC operation based on the requirements imposed by the utility programs. As a result, Comverge clients are capable of implementing intelligent energy load management solutions based on their specific needs without causing customer discomfort.

"Shifting electric loads off the peak periods makes good economic sense for ratepayers and all utilities whether municipally, investor, or co-operative owned," said Bud Vos, Vice President of Marketing for Comverge. "The White-Rodgers thermostat, combined with our communication and load control expertise, presents utilities with a compelling, environmentally-friendly and economic alternative to expanding their energy capacity. Load Management programs are increasingly becoming an integral part of many utilities' long-range integrated resource plans."

Developed jointly by the two companies, the White-Rodgers programmable digital thermostat features an integrated wireless communications module and can be used in commercial or residential applications. In the event of a severe peak load period, the utility is able to remotely contact the thermostat and direct it to very efficiently cycle the home or building air conditioners, enabling the utility to avoid peak operating charges and potential brownouts with virtually no disruption to human comfort.

For White-Rodgers, the partnership provides another opportunity to apply its industry-leading technology within the company's core market -- the heating, ventilation and air conditioning industry. "We've had great success and formed great relationships within the HVAC industry, and we remain committed to advancing that industry through our innovative technologies and solutions," said Ron Miles, vice president of sales and marketing for White-Rodgers. "This partnership with Comverge allows us to expand the applications of our thermostat product offering and bring energy savings to the end user. We're excited to move forward with this opportunity."

The new thermostat from White-Rodgers offers utility companies a depth and breadth of available features that is unmatched within the industry. "Peak load control programs are becoming a critical part of utilities' overall load management strategies, and are increasingly important to many utilities' long-range integrated resource plans," Vos said. "Digital programmable thermostats, like the one from White-Rodgers, have proven to be a successful tool in implementing these energy management programs."

According to Vos, the White-Rodgers thermostat brings a number of unique benefits to the market. "In the past, we had to develop the communications module separately and then integrate it with the thermostat," said Vos. "This thermostat features enhanced architecture that improves the integration of the thermostat and the communications module. Additionally, the thermostat is designed with a core intelligence and ease of use that makes it best-in-class." Other features of the thermostat include:

- Satisfies the three primary types of load control programs: Direct load control, price responsive control and critical peak pricing programs. Previous thermostat models were limited to only one solution.
- Features are integrated, so that Comverge customers may evolve from one type of load control program to another without a massive system change out or upgrade.
- Can be used in both residential and commercial applications.
- Can handle two-stage cooling and heating applications, heat pumps and traditional cooling systems with a single design.
- Total install cost lower than traditional models because a secondary box is not needed.

- "Power stealing" design of the thermostat ensures maximum installation flexibility and compatibility in the field.
- Extremely easy for homeowners to use, with advanced programming, a large, easy-to-use digital backlit display.
- Web-based programming allows the homeowner to control and program the thermostat from their computer

According to Vos, the response from utility companies has been very positive, with preorders for the thermostat exceeding original expectations. The thermostat is scheduled to be widely available for use in the peak load management programs in early May 2005.

About Emerson
Emerson (NYSE: EMR), based in St. Louis, is a global leader in bringing technology and engineering together to provide innovative solutions to customers through its network power, process management, industrial automation, climate technologies, and appliance and tools businesses. Sales in fiscal 2004 were $15.6 billion. For more information, visit GoToEmerson.com.

About Emerson Climate Technologies
Emerson Climate Technologies™, a business of Emerson, is the world's leading provider of heating, ventilation, air conditioning and refrigeration solutions for residential, industrial and commercial applications. The group combines best-in-class technology with proven engineering, design, distribution, educational and monitoring services to provide customized, integrated climate control solutions for customers worldwide. Emerson Climate Technologies' innovative solutions, which include industry-leading brands such as Copeland Scroll™ and White-Rodgers®, improve human comfort, safeguard food and protect the environment. For more information, visit emersonclimate.com.

About White-Rodgers
White-Rodgers, part of Emerson Climate Technologies, has been a leading provider of home comfort solutions, including thermostats, gas ignition controls, electronic and media air cleaners and humidifiers since 1937. The company was the first U.S. HVAC manufacturer to earn ISO 9001 certification. Its ComfortPlus line is an innovative home environment system that brings together White-Rodgers technologies and support tools that ensure residential heating and cooling systems operate at maximum efficiency. White-Rodgers' programmable thermostats are among the most accurate on the market. White-Rodgers is headquartered in St. Louis. For more information, visit white-rodgers.com.

About Comverge, Inc.
Comverge, Inc., The Power in Power Technology™, is a leading energy intelligence company whose investors include Nth Power, EnerTech Capital, Data Systems & Software, Inc. (NASDAQ: DSSI), E.ON Venture Partners GmbH (NYSE: EON), Ridgewood Capital, Easton Hunt Capital Partners, L.P., Norsk Hydro Technology Ventures (NYSE: NHY), Rockport Capital Partners, and Shell Internet Ventures, an affiliate of the Royal Dutch/Shell Group of Companies (NYSE: RD). Comverge is represented across the world with offices and research facilities in Atlanta, Georgia;

East Hanover, NJ; Newark, California; Pensacola, Florida; and Tel Aviv, Israel. Providing software and system solutions to over 500 clients in the electric utility industry, Comverge implements both integrated and outsourced solution based models for remote meter reading, distributed generation monitoring, and time-of-use billing and demand response, and direct or voluntary load control initiatives. For more information visit www.comverge.com.

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