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Echelon Corp. Q1 2009 Earnings Call Transcript

Question-and-Answer Session

Operator

(Operator Instructions). Your first quarter comes from Dale Pfau with Cantor Fitzgerald. Please proceed.

Dale Pfau - Cantor Fitzgerald

Have you seen the order trends began to pickup a little bit?

Operator

Mr. Pfau, your line is open, you may proceed.

Ken Oshman

Hello, Dale, are you there? This is Ken.

Operator

Your next question comes from Bill Gibson from Nollenberger Capital.

Bill Gibson - Nollenberger Capital

I know on the last call, you mentioned that there were some exciting new products coming and of course, that talking about them is depended upon your customers. Are we further along the line or is there anything new you can mention there?

Ken Oshman

Bill, I'm glad you asked that question, because first of all I think there was a little confusion in my statement last time. So let me be sure that I clear that up for anyone that was confused.

I said there are lot of great products coming along. You're exactly right. What I met was a lot of great products coming along from our customers, our LonWorks infrastructure customers.

There are always are new things coming along, but they are coming along and we're very excited about some things that we expect during this year to come out and start actually creating substantial incremental revenue for us. So we're hopeful that that happens during this year. We're very excited about them.

Their need products and I wish I could tell people about what they are, but of course, I wouldn't, because they are customer's products and not our product. So I was not talking about specifically products from us, but I am also happy that we did announce our LonWorks 2.0 this last quarter.

I think that's a Cracker Jack product. It's our kind of a product that will not change revenue in the next 60 days, but is something that is destined to I think change the curve of our growth going forward. Did that answer your question? It was much more than you asked.

Bill Gibson - Nollenberger Capital

That was good, but if I could do one quick follow-up.

Ken Oshman

Sure.

Bill Gibson - Nollenberger Capital

You mentioned demand response as well picking up. Is that from multiple customers?

Ken Oshman

Yes. We have multiple customers that do demand response. It's a very exciting piece of our business right now and doing very well.

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