

What Have Those Acorn Nuts Been Up To?

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News



CoaLogix a Finalist for the 2008 Global Energy Awards

CoaLogix is a finalist for the Commercial Technology of the Year and Rising Star in the 2008 Platts Global Energy Awards.

Established in 1999 and often referred to as the "Oscars of Energy," the Platts Global Energy Awards recognize innovation, leadership, and superior performance in more than a dozen categories spanning the entire energy industry.

The Commercial Technology award goes to companies that have shown excellence in the use of technology for efficiency and business processes, as well as proving emissions reductions, usability and success. Along with CoaLogix, other nominees include CNOOC, EnerNOC, Inc., Lennox Industries, Salt River Project and Southern California Edison. The Rising Star Award honors companies that, in a short time, have made a major impact on their industry.

Bloomberg

New York Mayor Touts Energy Conservation for Savings (Update1)

By Chris Martin

New York City will likely benefit more from energy efficiency and conservation than mounting wind turbines on city skyscrapers and bridges. ...

U.S. cities consume 75 percent of all electricity and contribute about the same amount of greenhouse gasses, said John Moore, chief executive officer of Acorn Energy Inc. The much smaller German city of Aachen, with a population of 246,000, began a similar effort back in 1993 and it helped spur a development program that made Germany the world's biggest producer of solar and wind power.

"We've got to count on mayors to lead in renewable power because they've got the clout to get permits approved and utilities on board," said Paul Fenn, chief executive officer of San Francisco-based Local Power Inc., which advises cities on developing renewable energy. ...

See full article at: www.bloomberg.com

Gridsense

Gridsense has made huge strides in transformer remote monitoring. Their new product TransformerIQ is a big hit with utilities. So far, every potential customer presented with this product has either asked for a trial or signed a purchase order. This novel product combines multiple solutions, allowing customers to monitor all critical aspects of the grid.

Purchasing price of a transformer is \$100,000 and for only \$3,000 Gridsense is able to provide intelligence on faulty conditions of the transformer in advance of a failure. Below is a breakdown of what they are able to remotely monitor.

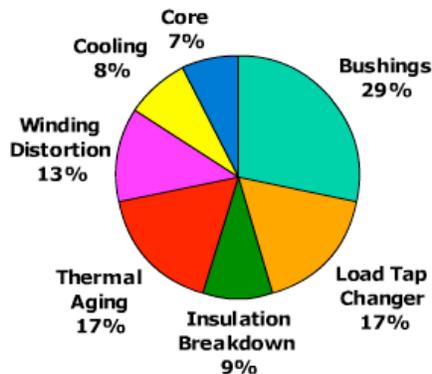
Sensing Component Failure

Core Ground current sensing and frequency response analysis

Cooling Fan/pump motor current monitoring, cooling efficiency or total heat transfer coefficient modeling

Winding Distortion on-line frequency response analysis

Thermal Aging calculated or direct winding hot spot monitoring via fiber optic temperature probes



Bushings power factor, partial discharge and frequency response are known on-line parameters that can be sensed

Load Tap Changer motor current monitoring, LTC command failure, Tank-LTC heat flow monitoring

Insulation Breakdown gas and moisture dissolved in oil

Coreworx – little company, big projects!



Customer Spotlight

Chevron relies upon Coreworx's software to take the risk out of building new energy infrastructure around the world. These projects are amazing in their size and scope. **Coreworx software is currently being used to manage the following Chevron projects:**

- Tombua Landana (Angola) This giant deep water oil drilling platform off the shore of Angola includes 46 wells in water 1,200 feet deep. The projected peak production from the completed development is greater than 100,000 bpd by 2010.
- The Gendalo-Gehem Fields (Borneo) are home to Chevron's \$6 billion offshore project to supply the world's biggest gas export plant.
- Pascagoula Base Oil Project (Mississippi) is expected to produce approximately 25,000 barrels per day of premium base oil.
- Jack/St. Malo (Gulf of Mexico) A 2004 discovery, this is the deepest successful well in the Gulf of Mexico.

Bright Future for Project Based Solutions

Coreworx's market segment is predicted to grow to \$6.5 billion USD by 2010 according to Forrester. The research company defines this segment as the "project based solutions" market and, besides Coreworx, it includes competitor Primavera as well as adjacent categories like asset management. "Large energy infrastructure projects", where Coreworx is focused, is the most promising area in this market. This market is not only large and growing, it is also quite active with a number of recent acquisitions. IBM recently acquired Maximo, and earlier this month Oracle announced plans to acquire Primavera.



Pascagoula Base Oil Project is anticipated to begin construction in early 2009 and conclude in 2011.

Marketing and Sales Rule!

Acorn companies' marketing and sales departments are hiring! Nothing is more important to every company than finding customers and closing sales. The energy business is no different than other industries. Well, no, actually it *is* different. In this industry, most vendors have very crude and basic marketing functions. Acorn companies plan to stand out with well-tune sales and marketing machines.

At Acorn, after upgrading our web site we are in the process of optimizing our web traffic and taking this same capability to the operating companies. CoaLogix and Coreworx have also contracted web design companies to upgrade their web sites. Meanwhile, the operating companies are growing their own marketing departments. Coalogix just hired Lloyd Swaringer (early success: finalists for Platt's technology of the year and rising star awards – see below) and Coreworx just hired Mike Marsh, both veteran marketers. Most of the Acorn companies have open requisitions for senior sales talent. If you know anyone, especially in the Houston area, let us know!

Upcoming Events

Industry Conferences

- Nov. 11 - 12, 2008 **Forbes Energy Conference** (New York)
<http://www.forbesconferences.com>
- Dec. 2 - 4, 2008 **POWER-GEN International 2008** (Orlando)
<http://pgi08.events.pennnet.com>
- Dec. 3 - 5, 2008 **U.S. and International Assoc. for Energy Economics North American** (New Orleans)
<http://www.usaee.org/usaee2008/>
- Dec. 8 - 10, 2008 **Energy Efficiency Summit East 2008** (Washington, DC)
<http://www.infocastinc.com/index.php/conference/100>
- Dec. 9 - 10, 2008 **Nuclear Power Congress** (Naples, FL)
<http://www.nuclearcongress.com/>
- Jan. 7, 2009 **MIT Energy Conference** (Cambridge, MA)
<http://www.mitenergyconference.com/>
- Feb. 23 - 25, 2009 **Cleantech Forum XXI** (San Francisco)
www.cleantech.com

Investor Conferences

- Nov. 30 - Dec. 1, 2008 **Hard Assets Investment Conference** (San Francisco)
<http://www.iiconf.com/pebble.asp?reid=62280>
- Jan. 12 – 13, 2009 **Institutional Investor Events' Annual Forum on Responsible Investing** (New York)
<http://www.iievents.com/>

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