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**TFM**  
THE TFM SHOW®  
THE NEXT LEVEL IN FACILITY MANAGEMENT

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NAVY PIER  
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## LONMARK AMERICAS and The TFM Show Team Up for Interactive Technology Demonstration

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*Technology demonstrations and education sessions will show facility managers the advantages of open, interoperable systems.*

TINTON FALLS, NJ – January 11, 2007 – LONMARK Americas is taking a lead role at this year's **TFM Show** by featuring an Interoperable Technology Demonstration for the first time ever at a national facility management event. The multi-vendor, open system Interactive Technology Demonstration and free educational sessions will take place as **The TFM Show** celebrates its 10th year April 17-19, 2007 at Chicago's Navy Pier.

"The LONMARK Interactive Technology Demonstration is an exceptional display of enterprise-wide integration using LON open systems and a dynamic presentation of plug-and-play products suited for countless applications," said Ron Bernstein, executive director of LONMARK International. "**TFM Show** attendees will see an expanse of products and technologies that enable the world's most efficient, effective and esteemed buildings."

The LONMARK® Interactive Technology Demonstration will showcase leading manufacturers and suppliers of interoperable devices, connectivity products, systems, tools and GUIs operating together using a common LON platform. More than 25 different products, user interfaces, tools, and utilities will be connected in one integrated interoperable demonstration, highlighting the value of open standards. Attendees will have the first-hand opportunity to see and compare products working together from competing manufacturers. LONMARK's mission of interoperability at the device-level complemented with multiple tools and interfaces to the system will be a highlight of the show. To date LONMARK has certified close to 700 products and has over 500 members worldwide.

"This is a new alliance between **The TFM Show** and LONMARK International," said Susan Coene, *TFM* executive publisher. "For the first time ever at a national facility management event, LONMARK will be demonstrating the interoperability of its member companies' open, multi-vendor control systems. This is an exciting opportunity for **TFM Show** attendees to experience this technology first-hand and to see how well products from a range of manufacturers can work together in their facilities."

In addition to the Interoperable Technology Demonstration, LONMARK Americas will offer the following free educational sessions during **The TFM Show**:

**LON Primer:** The basics, the value, and the benefits. Discussions will be on basic terminology and definitions; simple system architecture overview; control system functionality and features; and ideas and concepts involving LONMARK Open Systems and LONWORKS technology. This session is geared for

those who have heard about LONMARK and LONWORKS, but would like to receive more detailed technical information on the protocol, messaging, device profiles, product certification, wiring, network architecture, network diagnostics, network tools, programming devices and more.

***The Value of Integrated, Open Systems:*** Learn how open systems can be used to reduce costs from installation and commissioning through operation by understanding the financial benefits associated with interoperability. By identifying what is and what is not an open system, integrators can avoid common pitfalls and financial burdens associated with closed systems that are many times disguised as open. This session will also feature discussions on market scope, size and trends; product sourcing and breadth of application areas.

***Enterprise Connectivity:*** When working with open systems, multiple protocols can co-exist throughout an enterprise and still be managed as one system. Discussions include integration strategies with multiple protocols and tying open systems into the IT environment. This session will also take a look at the features and benefits of several GUIs and the role of oBIX and IP-852 and how these can lead to a full, scalable system.

***System Specification Process:*** This session will address how to write, enforce and leverage an open systems specification, including how to ensure openness, the ABCs of specifying an open system; available tools and resources; common mistakes and how to avoid them, and examples of good specifications.

***The World of LONMARK:*** This panel discussion will include what's new in the world of LONMARK International/Americas, including industry initiatives, product certification, system-level standards, and integrator certification. LONMARK members will highlight major projects throughout the world featuring open, interoperable systems and the value proposition gained by the owners and operators.

“This is a great chance for TFM Show attendees to really understand what LONMARK is all about, not only at the demonstration booth but also in the classroom with members of LONMARK,” said Coene.

For more information about **The TFM Show**, please visit [www.TFMShow.com](http://www.TFMShow.com).

## **ABOUT LONMARK AMERICAS**

LONMARK Americas is a regional membership organization was established to promote open, interoperable systems to a defined regional area which enables the much needed ability to address unique geographic, demographic, cultural and market requirements.

LONMARK Americas became the first affiliate in LONMARK International's global strategic network, representing 130 members in the North, South and Latin America regions on October 20, 2004. Members of LONMARK Americas include leading manufacturers, integrators and users of control systems in a variety of industries, including building automation, security, lighting, elevators, mass transit, semiconductor manufacturing equipment, consumer appliances, sun blinds, energy metering, construction, commercial real estate, and industrial automation.

## **ABOUT THE TFM SHOW®**

Celebrating its 10th year in 2007, **The TFM Show®** (sponsored by *Today's Facility Manager* magazine) is the nation's premier forum for senior facility management executives, drawing attendees from every corner of the world. It is the only FM event that offers a comprehensive program including top-notch educational courses that are free to attendees and grant CEU credits; an exhibit hall featuring the latest facility products, services, and technologies; networking events, and unique facility tours.

## **ABOUT TODAY'S FACILITY MANAGER (TFM)**

*TFM* is published by Group C Communications, Inc., a leading media company that produces business-to-business magazines, trade shows and Web sites. *TFM* serves professional facility product buyers in the following industries: healthcare, hospitality, educational, government, industrial and commercial. For more information, visit [www.TodaysFacilityManager.com](http://www.TodaysFacilityManager.com).

