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Gustave A. Larson Company Signs EcoSmart Energy Management Technology Distribution Agreement with Telkonet, Inc.

MILWAUKEE, June 27, 2012 /PRNewswire/ -- Telkonet, Inc. (OTC BB: TKOI.OB), developer of the revolutionary [EcoSmart](#) energy management platform incorporating patented Recovery Time™ technology, announced today that it has signed a distribution agreement with the Gustave A. Larson Company, a leading wholesale distributor of heating, ventilation, air conditioning, and refrigeration equipment, parts and supplies.

(Logo: <https://photos.prnewswire.com/prnh/20111011/NY83909LOGO>)

The distribution agreement provides the Gustave A. Larson Company with access to the complete EcoSmart energy management solution; a suite of products that has already been deployed in well over 200,000 rooms.

The hardwired EcoInsight and wireless EcoWave intelligent thermostats provide a foundation for Telkonet's EcoSmart technology. Using industry-standard ZigBee wireless communications protocol, the thermostats create a reliable wireless mesh network to communicate with other EcoSmart devices, such as EcoView external occupancy sensors, EcoContact door and window contacts, EcoGuard outlets and EcoSwitch light switches. The individual components of the solution communicate through the thermostats, and can be controlled from any web-connected device such as a laptop, tablet or smartphone.

Scott Larson, President of the Gustave A. Larson Company, said, "The vision of our company revolves around providing innovative solutions. The energy management technology behind EcoSmart certainly aligns with our vision, and I anticipate EcoSmart products will move quickly through our distribution network. Telkonet has already begun providing training courses to the sales and design teams in our offices."

Gerrit Reinders, Executive Vice President of Sales at Telkonet, said, "We are pleased to partner with the Gustave A. Larson Company. Telkonet will benefit from their reputation for customer service and long-standing relationships with well-respected design and contracting providers. I believe their deep market reach, highly skilled staff and extensive client base will facilitate the recognition and adoption of EcoSmart products."

The Gustave A. Larson Company, with United Team Mechanical as contractor, has recently contracted to install a complete EcoSmart energy management solution at the Park Regency Resort in Park City, Utah.

ABOUT THE GUSTAVE A. LARSON COMPANY

The Gustave A. Larson Company is the leading wholesale distributor of heating, ventilation, air conditioning, and refrigeration equipment, parts and supplies to the Midwest, Plains and Mountain States. Their business philosophy is to focus on serving the needs of customers, with a value-added, professional and enthusiastic attitude. For more information, visit www.galarson.com.

ABOUT TELKONET

Telkonet is a leading energy management technology provider offering hardware, software and services to Commercial customers worldwide. The EcoCentral Platform, in conjunction with the EcoSmart Suite of products, provides comprehensive savings, management and reporting of a building's energy consumption. Telkonet's energy management products are installed in properties within the Hospitality, Military, Educational, Healthcare and Residential markets reducing energy consumption, carbon footprints and eliminating the need for new energy generation. For more information, visit www.telkonet.com.

For news updates as they happen, follow [@Telkonet](https://twitter.com/Telkonet) on Twitter.

Statements included in this release may constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Such statements involve a number of risks and uncertainties such as competitive factors, technological development, market demand and the Company's ability to obtain new contracts and accurately estimate net revenue due to variability in size, scope and duration of projects, and internal issues in the sponsoring client. Further information on potential factors that could affect the Company's financial results, can be found in the Company's Registration Statement and in its Reports on Forms 8-K filed with the Securities and Exchange Commission (SEC).

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