



THE **trend**

THE OFFICIAL QUARTERLY NEWSLETTER OF RELIABLE CONTROLS[®] CORPORATION

GONE GREEN



Reliable Controls® is proud to be a member of both the Canadian and US Green Building Councils. Recently, our commitment to the green movement was bolstered by the installation of our new lead-free wave soldering machine and our affiliation with the Power Technology Alliance.




POWER solutions for a sustainable future

The Power Technology Alliance (PTA) is a group of over 30 independent businesses formed to promote the participation of British Columbian industries in the rapidly expanding sustainable energy market.

With close links to the B.C. Technologies Industry Association, Hydrogen & Fuel Cells Canada, the Ocean Renewable Energy Group, and the B.C. Sustainable Energy Association, the role of the PTA is to stimulate collaboration amongst power technology companies in B.C. and to increase sustainable energy solutions between industry, government, and research facilities.

Acting as a catalyst between federal and provincial governments, the PTA is aligned with British Columbia's clean energy strategy and will prominently demonstrate new power technology solutions at the Vancouver 2010 Winter Olympics, the 2007 Washington State Technology Summit (April 12th at the Meydenbauer Center in Bellevue, WA), and the 2007 Canadian Solar Building Conference (June 10-13 at the Calgary Telus Convention Centre).

For more information, please visit www.power-technology.ca.

		
Docksider Green Planned Community	Cambridge Civic Administration Building	Kamloops Water Treatment Facility
Victoria, BC	Cambridge, ON	Kamloops, BC
LEED Platinum Rating	LEED Silver Rating	LEED Gold Rating

GREEN building council

The Canadian and US Green Building Councils are communities of leaders that work together to transform the way buildings and communities are designed, built, and operated. Their vision is an environmentally responsible, healthy, and prosperous environment.

Both the Canadian and US Green Building Councils employ the LEED rating system for green buildings. Leadership in Energy and Environmental Design is a well-organized, leading-edge system for certifying the DESIGN, CONSTRUCTION, and OPERATION of the world's greenest buildings.

The US Green Building Council alone can boast some impressive statistics on the impact that LEED building certification can deliver...30% energy savings, 35% carbon footprint reduction, 30-50% savings in water usage, and a 50-90% savings in waste cost. All of these statistics translate to a tangible, improved bottom line...increased energy savings, enhanced occupant productivity, reduced liability, improved risk management, and increased building value through verified performance.

For more information, please visit www.usgbc.org, or www.cagbc.org.

AHR EXPO RECAP



Some say everything's bigger in Texas and certainly the 2007 AHR Expo in Dallas was no exception. The Dallas AHR Expo was the biggest and best-attended AHR event ever held in the Southwest. Over the course of the convention, 1,789 companies from 31 countries exhibited their products and services for the 28,130 registered visitors who attended the event from 125 countries.



Eight Reliable Controls® staff attended the 2007 ASHRAE Show to demonstrate product, gauge the DDC marketplace, and keep up to date with industry trends. Without question, the highlight of the show, in our opinion, was the stellar reception of the MACH-Pro series. Dealers and competitors alike complimented the Reliable Controls® contingent on how the MACH-ProCom™ raised the bar for the quality and style of a building automation controller.

2007 AHR EXPO
Dallas · Texas



DEALER OF THE YEAR

The 2006 Dealer of the Year was recently awarded to Enviromatic Systems of Dallas, Texas for achieving the top sales of all dealers in all regions. Due in large measure to their continued commitment to aggressive growth and the success of their Service Department, this is the 6th year in a row that the company has won the Dealer of the Year award. Congratulations to everyone at Enviromatic Systems for another great year!



www.ahrexpo.com

EASTERN CANADIAN DEALER AWARDS

The Eastern Canadian Dealer Awards were recently distributed in Montreal and Toronto.



Top honours went to *Les Services Technologiques* of Quebec City, Quebec who garnered the **Top Sales of the Year** award in recognition and appreciation of their outstanding sales and performance. Félicitations!



The **MVP of the Year**, awarded in recognition and appreciation of excellence achieved in all aspects of business, went to *Setpoint Building Automation* of Toronto, Ontario.

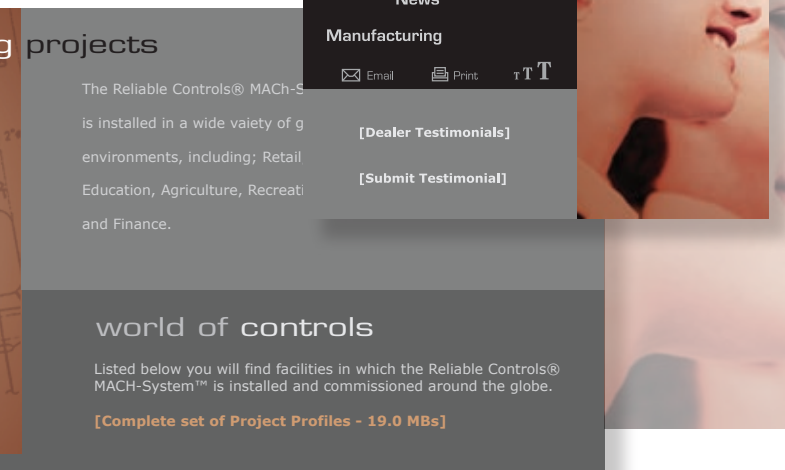
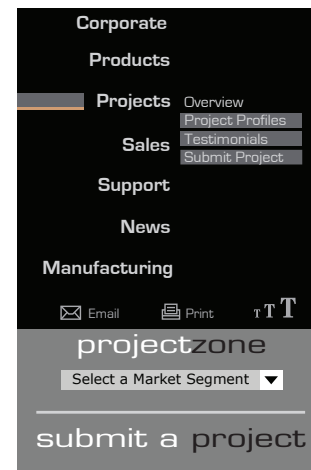


The **Entrepreneur of the Year**, awarded for sustained new growth, went to *Digicon Building Control Solutions* of Dartmouth, Nova Scotia.

NEW WEBSITE - ADD YOUR VOICE

If you haven't had the opportunity to visit our new website, take a few moments and give us a visit. Areas of interest will include the secure Customer Support section and our complete list of project profiles. To date, there are 24 profiles of high-caliber, unique projects from around the globe in a wide range of environments, including Corporate, Health Care, Museum, Education, Hospitality, Recreation, Transportation, Government, Industrial, and Retail facilities. Feel free to browse our LEED and BACnet listings.

While visiting the Project Zone, why not add your voice to our growing list of achievements. If you have a facility that you'd like to share with us, click the *Submit A Project* link on the Project Overview page and tell us why your project inspires pride. Or, if you'd like to drop us a line about the positive affects of the Reliable Controls® MACH-System in your building, click the *Submit Testimonial* link on the Projects Testimonials page...we'd love to hear for you.



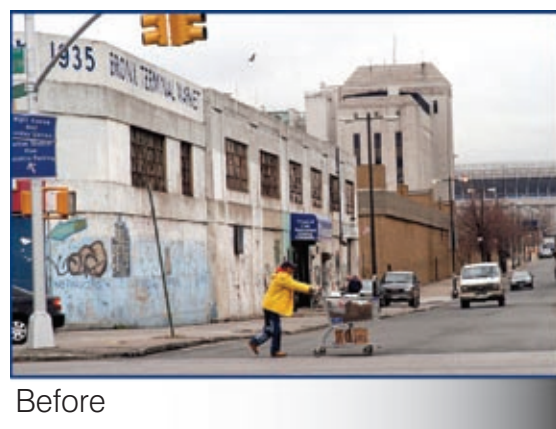
BIG NEW PROJECTS

Energy Control Service, a Reliable Controls® Authorized Dealer in New York, was recently awarded the contract for the Gateway Center at Bronx Terminal Market. Located on 18 acres of land in the shadow of Yankee Stadium, the Gateway Center at Bronx Terminal Market will create approximately 1 million square feet of new retail space, featuring well-known, brand-name national retailers. The site will also include space for smaller, neighborhood-oriented establishments, street-level restaurants and on-site parking for 2,800 cars. This key component in the revitalization of the South Bronx will also feature a 2-acre public park on the Harlem River waterfront which will reclaim open space for the public's enjoyment. The park will connect to adjacent waterfront recreational facilities and additional open space to be developed as part of the new Yankee Stadium plan.

The Gateway Center at Bronx Terminal Market will generate a substantial number of new jobs: it is expected to create over 2000 construction jobs and 2500 permanent retail jobs. Bronx City Council approved the Gateway Center plan in March 2006, construction began August 14th, 2006, and completion is expected in the fall of 2009.

PROJECT HIGHLIGHTS

- \$500 million in private investment
- 1 million square feet of retail space
- 2000 construction and 2500 permanent jobs created
- New waterfront park



Before



After



Beaufort, TX



Efficient Systems

2410 Pope Street,
Beaufort, TX
77703

www.efficient-systems.com

New England & New York



Control Technologies

Massachusetts Office
500 West Cummings Park,
Suite 1050
Woburn, MA, 01801

New Hampshire Office
70 Zachary Road
Manchester, NH, 03109

New York Office
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Vermont Office
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Fresno, CA



LPC Automation

2564 Sierra Madre Avenue
Clovis, CA, 93611

www.lpcautomation.com

San Francisco, CA



Comfort Dynamics

823 Estabrook Street
San Leandro, CA, 94577

www.comfordynamics.com

NEW DEALERS

Malaysia

Big Jaya in Malaysia with JCL Engineering

Everywhere you look around the Malaysian capital, Kuala Lumpur (KL), you see “Big Jaya”. *Jaya* in Malay means “success”. From the wondrous twin towers of the nation’s wholly-owned petroleum giant, *Petronas*, to the sprawling duty-free ocean port of Port Klang, to the hyper-active, gleaming gates of the new Low Cost Carrier Terminal at KL International Airport, Malaysia is mid-stride in an enduring construction boom.



Mr. Yogendran (or Yogie), the service manager of our excellent Malaysian dealer, JCL Engineering, whisks us from region to region over a sweltering three day period to visit a few choice installations of the many JCL projects completed with Reliable Controls® in the past two years. Ms. Abby Kong, the systems manager for JCL Engineering accompanies us on all our visits. She performs most of the Reliable Controls® programming (database, Control-BASIC, and graphics), and is responsible for all the IT within the company.

Cyberjaya or “Science Success” is a new township destined to become the Silicon Valley of Malaysia. Here we visit the Malaysian Communications and Multimedia Commission, the equivalent of our western CRTC or FCC.

Putrajaya or “Putra Success” is a new city named after the first Malaysian Prime Minister, Tunku Putra. The city acts as the federal government administration centre for Malaysia. In Bangi, just on the outskirts of Putrajaya, we visit an IT college campus called Universiti Tenaga Nasional, or UNITEN for short.



Universiti Tenaga Nasional

In the office of JCL Engineering we meet Director CO Chan, and project manager, BK Lee, and admire the highly organized nature of their modest, but excellent operations. After serving many years in the Siemens KL office and subcontracting to BK Lee, Chan began JCL following the closure of the Siemens office due to a regional restructure. Reliable’s BACnet products were the perfect match for the new company.

Petaling Jaya or “Town of Success” is one of the first planned cities that grew out from the Malaysian jungle. An hour drive west of Petaling Jaya we arrive on the west coast, overlooking the Strait of Malacca, one of the world’s busiest shipping lanes, accounting for approximately one quarter of the world’s sea trade (some 50,000 vessels per year). Here we visit the Port Klang Free Zone, an enormous, sprawling modern port of “free trade”. At the time of our visit, the complex was nearing the completion of it’s first of four phases of construction. Modelled after Dubai’s JAFZI (Jebel Ali Free Zone International), the economic impact of the new 400 hectare Free Zone will be enormous for Malaysia.



Port Klang Free Zone – Phase One

- 5 Buildings
- 10,000 Points
- 123,000 m² (1,324,000 ft²)
- 1000 Fan Coil Units

Back in the beautiful Kuala Lumpur City Center (KLCC), we stroll around the large central public gardens and ponds admiring the evening view of the stellar Petronas twin towers. One of the latest JCL projects under construction is the exclusive Binjai condominiums in KLCC. The ultra luxurious and ultra expensive 44 storey and 45 storey residences are chock full of Reliable Controls® product, and are helping JCL attain Big Jaya, in a beautiful part of the world.



Project profile

Port Klang Free Zone



Stretching across 11 kilometres, the Port Klang Free Trade Zone is a high-tech container port that welcomes ships from all over the world. This colossal site features a container terminal, large warehouse area, and a commercial centre that holds four 8-storey office buildings, a 5-storey parkade, exhibition centre, hotel, light industrial units, the Free Zone Authority Office, customs office, and check points. The Port Klang Free Trade Zone also boasts the largest cruise ship terminal in the Asia-Pacific region.



MACH-Global™ I/O Expansion Cards



MACH-Global™ Controller

The Reliable Controls® MACH-System installed at the Port Klang Free Zone covers 4 blocks of 8-storey office buildings, namely buildings 1 to 4, and a 5-storey parkade. RC-Studio® 2.0 is utilized for each block to interface with a system consisting of some 500 controllers. The mechanical and electrical services interfacing with the Reliable Controls® MACH System include mechanical ventilation (air-cooled chillers, CHW pumps, power monitoring, more than 1000 fan coil units, ventilation fans), cold water services (cold water pumps, cold water tank level monitoring) as well as regulating the lighting controls and monitoring the status of the transformers and standby generators of the buildings.

The MODBUS-Link portals interface with some 20 digital power meters for the HT incoming, LV main switchboard, essential main switchboard, AC main switchboard, and standby generators of the buildings.

GOVERNMENT

Project Name:

Port Klang Free Zone

Location:

Port Klang, Malaysia

Market Segment:

Government

Project Type:

Integrated Mechanical & Electrical

Installation:

New Construction

Installation Areas:

Office towers and parkade

Total Area:

123,000 m² (1,324,000 ft²)

Equipment Installed:

- 3 MACH2™
- 4 MODBUS-Link™
- 8 MACH2™ Expansion Card
- 69 MACH-Global™
- 478 MACH-Global™ I/O Expansion Cards

Network:

Ethernet, RS-485

Integration:

Modbus RTU Digital Power Meters

Total System Points:

10,000 points

Consultant:

Perunding Kerjaya

Reliable Controls® Dealer:



...people and technology
you can rely on™