Q1 - 2005

Reliable® controls

THE OFFICIAL QUARTERLY NEWSLETTER OF RELIABLE CONTROLS CORPORATION

THE resource

ON THE MARK

Reliable Controls® is very pleased to announce that the MACH1™, MACH2™, and the MACH-Vision™ have been offically added to the BTL listings.

BACnet is a registered trademark of ASHRAE. ASHRAE does not endorse, approve or test products for compliance with ASHRAE standards. Compliance of listed products to requirements of ASHRAE Standard 135 is the responsibility of the BACnet Manufactures Association (BMA). BTL is a registered trademark of the BMA.

Company News *Dealer News* *Hardware*

Software *Marketing* *Sales*

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New BTL Listings

Expanding our commitment to BACnet

Reliable Controls® is very pleased to announce that the MACH1™, MACH2™, and MACH-Vision™ have been officially added to the BTL listings. Our latest BTL listings join the MACH-Air™ and MACH-Zone™ which were listed in September of 2003. The MACH-Global™ controller and ETHER-Link™ portal are expected to gain BTL listing by Q3 of 2005.

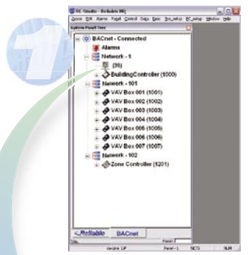
All controllers meet or exceed the BACnet Application Specific Controller profile.

All Reliable Controls® products support BACnet® and Reliable Controls® protocols. Each controller in the Reliable Controls® MACH-System™ supports at least one MS/TP port which allows the device to reside on any BACnet® twisted pair network.

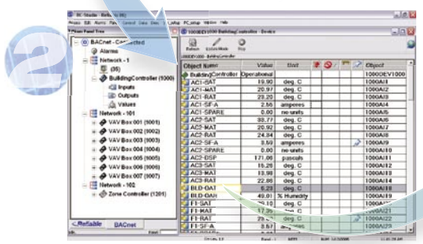
By using RC-Studio® 2.0, building operators can quickly discover and display all BACnet® networks and devices, then drag and drop BACnet® objects to graphics and control programs.

BACnet Manufacturer	B-OWS	B-BC	B-AAC	B-ASC	B-SA	B-SS
ABB				√		
Alerton			√	√		
Andover Controls			√			
Automated Logic Corporation	√		√		√	
Delta Controls	√	√	√	√		
FieldServer Technologies				√		
Honeywell, Korea				√		
KMC Controls	√		√			
Lithonia Lighting				√		
Reliable Controls Corporation	√	√	√	√		
Siemens Building Technologies	√					
Telstrol					√	

Open the BACnet® System Tree browser.



Browse for the desired BACnet® object.



Drag and drop the object to the graphic user interface (GUI).

Reliable Controls® continues to be an active member of the BACnet Manufacturers Association, participating in both the BACnet Testing Labs Working Group (BTL-WG) and the Marketing Committee. Roland Laird is an active member with the BTL-WG which is responsible for developing the test standard which must be met by BTL listed products. As President and VP of R&D for Reliable Controls®, Roland ensures that all Reliable's products are designed to meet or exceed the BTL test standard.

Kent Gorrie represents Reliable Controls® on the Marketing Committee and is involved with the planning of an increased BACnet® marketing program. In particular, Kent will be lending his experience in web marketing to help promote BACnet®.

A new promotional brochure is now available from Reliable Controls® to assist in marketing BACnet®. A downloadable version of the brochure can be found on the Reliable website.

This new marketing tool communicates the simplicity designed into the Reliable Controls® BACnet® solution.

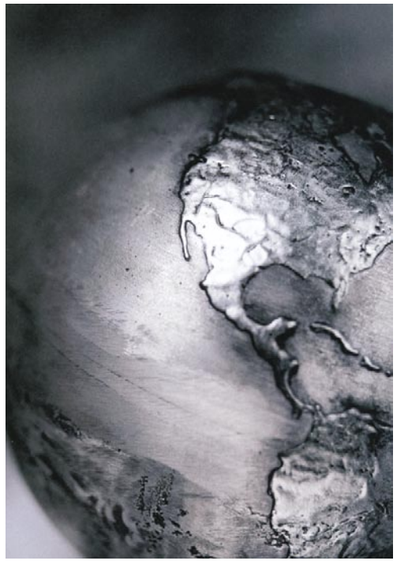
BTL vs BMA

The BACnet Testing Laboratories (BTL) are a branch of the BACnet Manufacturers Association (BMA). The BMA offers a product testing and listing program for products that have BACnet capability. The BTL's authorized test laboratories test the BACnet functionality of a product to a set of requirements developed by the BTL that are based on ASHRAE Standard 135.1. A product must meet the BTL's manditory requirements to be eligible for BTL listing.

BMA™ BACnet MANUFACTURERS ASSOCIATION MEMBER

Official Listings

http://www.bacnetassociation.org/BMAProductCatalog/ReliableControls/ReliableControls.htm



AHR Expo 2005

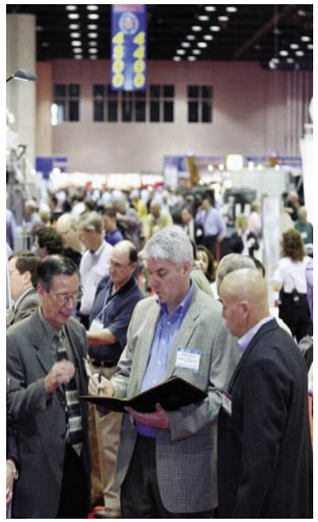
Celebrating its 75th anniversary, the AHR Expo® was held in Orlando, Florida, and as anticipated, it attracted a large number of industry professionals from around the globe. According to show management, the 2005 AHR Expo® set a new record for the number of exhibiting companies with 1,871 exhibitors taking up 372,955 square feet of exhibit space. The AHR Expo® was also one of the biggest shows in the Southeastern US in total attendance, with more than 45,000 attendees (over 27,000 visitors and 18,000 exhibitor personnel).

Reliable @ AHR Expo

The 2005 AHR Expo® saw solid representation from around the globe, including 34 companies from Europe, 86 from Pacific Rim nations, and 123 Canadian companies, including the well received contingent from Reliable Controls®.

Reliable Controls® participated in technical and business meetings as well as promoted the company and showed the SMART-Sensor™ LCD, and demonstrated the new RC-Studio® 2.0 software features such as the BACnet® Tree and animation. An enhanced version of RC-WebView™ was shown with demonstrations focusing on new features such as the audit trail, and the new line of SPACE-Sensor™ Temperatures (SST). Numerous contacts were made from around the globe.

Reliable Controls® also hosted a very successful Hospitality for the dealers and customers at the Rosen Center Hotel. Prior to the 2005 AHR Expo®, the SMART-Sensor™ LCD was singled out by a panel of 6 judges for Honorable Mention in the AHR Expo® Innovation Award Competition in the Building Automation category. As a result of the reward, the SMART-Sensor™ LCD was promoted in a special section of the 2005 AHR Expo®.



"we're seeing the people we need to see from all corners of the globe - from engineers to end users."

- AHR Attendee

Eastern US

After the 2005 AHR Expo® in Orlando, Florida, Reliable Controls® hosted the 2005 Eastern US Dealer Meeting at the Rosen Hotel. Along with presentations, discussions, and a golf outing, Dealer Achievement in 2004 was recognized.

2005

Reliable® controls

Authorized Dealer

MEETING

BMA MEMBER BACnet MANUFACTURERS ASSOCIATION

BACnet®

The *Top Sales of the Year* was awarded to Building Automation Services in recognition and appreciation of their highest sales contribution in the region. BAS is a highly organized design and service company that focuses exclusively on the installment of BACnet® based projects. The elevated level of efficency within the company paved the way to their outstanding year of sales in 2004.

The *Entrepreneur of the Year* was awarded to Advanced Energy Controls in recognition and appreciation of their sustained new growth in the region. Advanced Energy Control (AEC) has positioned themselves as an industrial controls company with a nationwide focus on industrial and commercial firms. AEC's expertise is largely in ammonia and freon refrigeration control, food process control, water distribution control, and hvac / building management systems. AEC's control experience has allowed their clients to save significant money on energy.

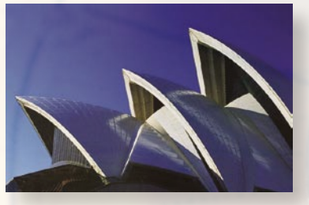
The *MVP of the Year* was awarded to Cornerstone Automation in recognition and appreciation of their excellence achieved in all aspects of business. Cornerstone Automation is a collaboration of Service, Controls, Engineering and Sales Experts.Their well rounded experience enables them to offer services to most facilities; including system design, integration, service and re-designing of less effecient systems.

BAS

Building Automation Services, Inc.

New Dealers

Calgary, Canada

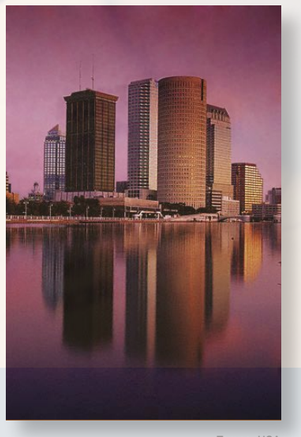


Sydney, Australia

Canada

ControlPro Distributors
57 Pippy Place
St. John's, Newfoundland

Control Solutions (Alberta)
196 Hidden Vale Close, NW
Calgary, Alberta



Tampa, USA

USA

Coastal Controls
2202 N. Port Avenue
Corpus Christi, Texas

Control Associates
4006 Oakland Forest Court
Louisville, Kentucky

Delta Power and Automation
604 Melanie Avenue , Suite 100
Metaire, Louisiana

Fields
106 Westover Drive , Suite 106
High Point, North Carolina

The Beacon Group
6091 Johns Road, Suite 1
Tampa, Florida

Tri-Tech
878 Albany Shaker Road
Latham, New York

International

Rega Control PTY
Level 4, 4 Kent Street
Belmore, New South Wales
Australia

Syscom
PO Box 20340
Dubai
United Arab Emirates

Tehnicka Radionica Zagreb Doo
Strojarska 4/V
Zagreb 10000
Croatia

Dubai, United Arab Emirates

Reliable Updates

SPACE-Sensor Temperature™

The SPACE-Sensor™ Temperature (SST) line of products has been recently released. The SSTs are attractive, executive-style sensors designed to complement SMART-Sensor™ LCD installations. Current research is examining the possibility of adding sensors for Humidity, Occupancy, and CO2 for release later this year.

SMART-Sensor™ LCD

As a result of a good suggestion from a customer, the SMART-Sensor™ LCD (SSL) has been updated to include 2 RJ-11 plugs on the back plate. This new improvement will eliminate the need for duplex plugs and allows for more efficient daisy-chaining. Q1 of 2005 also saw the official release of the SSL I/O model. The SSL I/O features 2 Thermistor/Dry Contact Inputs and 2 Triac Outputs with 500 mA current per Triac.

The SMART-Sensor™ LCD Humidity is currently in testing. The Research & Development branch of Reliable Controls® is focused on evaluating humidity sensors for the SSL Humidity.

Did You Know

X-Port Converter

When using the X-Port converter, it is critical that the panel ground and the PC ground are the same potential. If you are unsure of the grounding, use a laptop on battery power.

Double-Clicking Column Titles

In RC-Studio 2.0®, double-clicking a column title with an underline (*Job Directory* in the System List, *Range* in the I/O worksheets, *Unit* in the Vars worksheet, and *Graphic* in the System Groups) opens a browser to select a filename or range/unit. This handy feature allows the user to make a selection entirely with the mouse – no need to type a name – this is particularly useful when adding a job directory to the Systems List, or searching for a graphic to place in a System Group.

Customer Training

If you are interested in attending a leader-lead training session, please visit...

http://www.reliablecontrols.com/training/

for class listings, locations, and dates.

RC-Studio® 2.0 Update

An update to RC-Studio® 2.0 will be available in Q2 of 2005.

The updated RC-Studio® 2.0 will feature BACnet® schedules and alarms. The update will also reflect interface refinements that will resemble Windows Office Suite 2003.

Reliable Controls® MACH-system

Reliable® controls

...people and technology you can rely on™

Expanding our commitment to BACnet®

"LISTED"

BACnet TESTING LABORATORY

BTL™

*The Reliable Controls® **MACH1,™** **MACH-Zone,™** **MACH2,™** **MACH-Vision,™** & **MACH-Air™** controllers have all passed the BTL certification. These products bear the BTL mark and are listed as Application Specific Controllers (ASC) under BACnet.®*

(see BTL listed products at www.bacnetassociation.org)

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BMA™ BACnet MANUFACTURERS ASSOCIATION MEMBER

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5 year warranty

www.ReliableControls.com

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