



Reliable
controls

Q1 - 2008

THE **trend**

THE OFFICIAL QUARTERLY NEWSLETTER OF RELIABLE CONTROLS® CORPORATION



GROWING AN INDEPENDENT GLOBAL DEALER NETWORK





Service is the single most important aspect of any business relationship. And when it comes to maintaining the comfort and performance of your buildings, it's critical to be able to choose a local controls contractor who delivers excellent service.

It often takes a great deal of effort to find good service-oriented contractors who you can trust. Partners who consistently deliver a high standard of service and keep your interests in mind when planning for the future.

Over the years, Reliable Controls® has slowly and carefully selected the most customer-centric controls contractors in our industry. We certify these companies as Reliable Controls® Authorized Dealers. They are responsive, professional and forward thinking companies that are focused on providing you with the very best long term solution for your dollar.

Every Authorized Dealer is factory trained and tested to ensure the highest level of competency and efficiency. Training classes are held monthly at our head office, and courses are also available online, anywhere, anytime.

Visit our website at www.reliablecontrols.com and click the Sales tab to view our growing Authorized Dealer network.



In North America, we have joined forces with over 100 exceptional controls companies that are certified as Reliable Controls® Authorized Dealers.

These independent and locally operated companies are responsible for system design, quotation, installation, programming, commissioning, and after-sales service.

Use the *Request A Quote* feature under the Sales tab of our website to conveniently obtain a budget price for your next controls project.

Contact any of the following Regional Sales Managers to discuss selecting which Reliable Controls® Authorized Dealer best suits your needs.

Sales Region	Regional Sales Manger	Phone Number
Western Canada	Eric Balt	(250) 475-2036
Eastern Canada	Gary Knowles	(905) 355-2340
Western United States	Will McNeill	(415) 892-4165
MidWest United States	Rick Rosine	(614) 545-8020
Eastern United States	Chris Gleason	(215) 563-4482
Mainland China	Liqun Bian	(86) 755-8329-0306
International	Tom Zaban	(250) 475-2036



The MACH-ProCom™ controller has won a 2008 BOM magazine Readers' Choice Award which recognizes the most popular products and suppliers from the past year. Winning products are those with the highest number of additional information requests after appearing in the pages of BOM or on the FacilitiesNet website over the past year.

As a winner of the 2008 Building Operating Management Readers' Choice Award, Reliable Controls® will receive:

- A high-profile spread in a Special Report in the January, 2008 edition of BOM,
- Direct emailing of the Products Special Report to 60,000 BOM subscribers,
- A sunburst logo to be used on our marketing collateral, and
- An official BOM Readers' Choice glass award.



Look for the 2008 BOM Readers' Choice Award Special Report to be showcased in the January issue of BOM.

Building Operating Management is the leading magazine for building owners and facility executives in commercial and institutional buildings. Readers are executives who own or manage high-rise office buildings, college campuses, school districts, hospitals, medical clinics, retail chains, hotels, and government buildings. Building Operating Management's editorial coverage explores timely topics such as: energy efficiency and strategies, facility technology, executive management, safety and security, facility management, and green buildings. Building Operating Management reaches a circulation of 73,000 and has been recognized as a Neal Award finalist for editorial excellence.

2008 AHR Expo INNOVATION AWARD

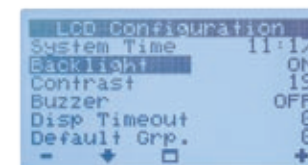
Reliable Controls® is pleased to announce that the MACH-Stat™ BACnet controller has been awarded a 2008 AHR Expo® Innovation Award Honorable Mention in the Building Automation Category. A panel of seven judges, appointed for their knowledge and experience in the HVAC&R industry, found the MACH-Stat™ worthy of this pinnacle of recognition.

As an Honorable Mention recipient, Reliable Controls® will receive a certificate and a placard to display in our booth at the upcoming 2008 AHR Expo® in New York. The Innovation Award competition results will be published at the 2008 AHR Expo®, on the AHR Expo® website, and in a number of industry publications. All entry fees from the awards will be given to support a scholarship to a local HVAC&R program in the New York area.

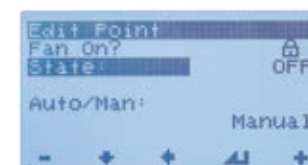
The AHR Expo® is the largest and most comprehensive exposition in the HVAC&R industry and attracts thousands of attendees from all facets of the industry, including contractors, engineers, dealers, distributors, wholesalers, OEMs, architects and builders, industrial plant operators, facility owners and managers, agents and reps. Since 1930, the AHR Expo® has been the HVAC&R professional's best resource for new products, new ideas and new services in a hands-on, interactive event that showcases a wide spectrum of equipment, systems, and components. The AHR Expo® is a unique industry forum that creates a dynamic marketing environment unequalled in size and scope by any other HVAC industry event.



Alarm Screen



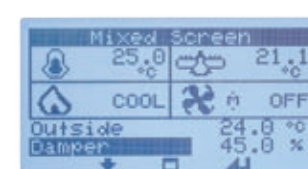
Configuration Screen



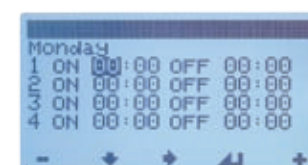
Edit Point Screen



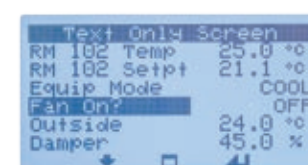
Icon Screen



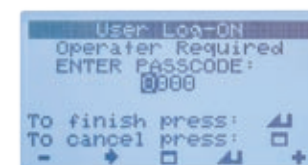
Mixed Screen



Schedule Screen



Text Screen



User Screen



NEW DEALERS



Boise, Idaho

Ameri-Serv Heating and Cooling

3905 E. Summit Lane
Nampa, ID
83687

www.asihvacr.com



Moncton, New Brunswick

Impact Automation Services

1300 Route 114
Lower Cloverdale, NB
E1J 1A6



Cincinnati, Ohio

ASA Controls

P.O. Box 67 8011 Main Street
Miamitown, OH
45041

www.asacontrols.ca



Chicago, Illinois

Building Control Technologies

1004 Bonaventure Drive
Elk Grove Village, IL
60007

www.bctinc.net

THE GREAT EIGHT

The following are our top eight dealers according to sales performance. Look for detailed articles on these outstanding dealers in future issues of the Trend.



www.enviromaticsystems.com

An independent controls contracting firm serving the North Texas area since 1973, Enviromatic Systems has a staff with an average of 20+ years experience in the HVAC industry. Enviromatic Systems specializes in the installation and commissioning of HVAC Building Automation, and Energy Management Systems. As a cornerstone of their business, they utilize the latest Direct Digital Control (DDC) technology yet are still able to accommodate existing or updated pneumatic systems and install open architectural DDC systems, such as BACnet-based protocols, which allow the end-user freedom from proprietary DDC systems.



www.controlsolutions.ca

Control Solutions is a temperature control contractor serving British Columbia. An independent control contractor that supplies, installs, and services pneumatic, electric, electronic, and DDC controls, Control Solutions is located in Coquitlam, BC and works throughout British Columbia. Their target markets are existing building retrofits and new construction projects for commercial, institutional, and light industrial buildings as well as subsequent servicing and support for customers. Control Solutions has a satellite office serving Calgary, Alberta.



www.conrolesac.com

La compagnie "Les Contrôles A.C. Inc." fut fondée en mars 1992 par des partenaires oeuvrant dans le domaine de la régulation depuis 1986. Afin de mieux vous servir, depuis le 1er avril 2001, les administrateurs de "Les Contrôles A.C. Inc." ont procédé à une réorganisation administrative et ont fondé une compagnie sœur nommée "Les Services Technologiques A.C. Inc.". Celle-ci va nous permettre de poursuivre l'expansion et la diversification de notre entreprise. Tout en augmentant son chiffre d'affaires d'année en année, l'entreprise dépasse rapidement le cap des deux millions et demi de dollars, et cela, tout en respectant rigoureusement ses objectifs. D'une équipe composée d'environ douze (12) employés en 1992, le nombre d'employés se situe présentement environ à trente cinq (35). L'énergie qui anime cette équipe découle d'un excellent mariage entre le personnel d'expérience trié sur le volet et un juste ratio de recrues dotées de formations collégiales et aptes à faire face à l'implantation de nouvelles technologies.



www.setpoint.ca

Setpoint specializes in energy management and employs in-house mechanical and electrical engineers, programmers, technicians, and graphic designers. Their team has installed over 300 Building Automation Systems that maximize comfort while reducing natural gas and electricity consumption. Since their inception in 2000, Setpoint has expanded significantly and currently operate offices in Concord and Peterborough, own seven company vans, and employ eleven site technicians and a supportive office staff.



www.serv-all.ca

Serv-All Mechanical Services is celebrating 25 years as a provider of automation technology and HVAC service in the Edmonton area. Serv-All began in 1978, specializing in the maintenance, service, and installation of heating, ventilation, and air conditioning equipment. Since 1978, Serv-All has entered into other areas and expanded the types of products and services they offer to their clients. The diversity of these products and services has enabled Serv-All to offer their clients a broad spectrum of quality services to fulfill the needs of a facility.



www.pritchettcontrols.com

With control technology expertise in a variety of building applications, Pritchett Controls is a veritable one-stop shop for building automation solutions. From lighting to access to HVAC, they seamlessly integrate microprocessor-based systems to form the backbones of today's intelligent buildings. A leader in the use of open protocols, Pritchett Controls is a supplier of BACnet systems and is committed to the concept of open systems and customer choice. Pritchett Controls believe that in an environment where customer's can freely choose, performance will become the most significant factor in selecting a solutions provider.



www.austec-automation.com.au

AUSTEC Building Automation is based in Brisbane, Australia and provides design, installation, and services relating to environmental building automation. With a service area stretching along Australia's east coast from Sydney to Cairns, AUSTEC is flexible, fully qualified, and factory trained. Their staff has extensive experience in the air conditioning industry and is complimented by trade professionals in the electrical and refrigeration disciplines.



www.fvc-bc.com

Fraser Valley Controls has been helping their customers achieve improved energy efficiency while maintaining a safe comfortable working environment for over ten years. Through the proper application of control devices, their customers help to improve the environment by reducing Green House emissions. Fraser Valley Controls has been active in several LEED (Leadership in Energy & Environmental Design) projects.

BIG NEW PROJECTS: NATIONAL GATEWAY AT POTOMAC YARD, ARLINGTON



At the gateway to the US capital, Potomac Yard in Arlington, Virginia will encompass 2.5 million square feet of office space, 1,600 new residential units, and 188,000 square feet of restaurants, shopping, and services. As a true Town Center, Potomac Yard blends a careful mix of uses with thoughtful open space, parks, and high-quality street retail. National Gateway will be the centerpiece of Potomac Yard with office, retail, and residential construction.

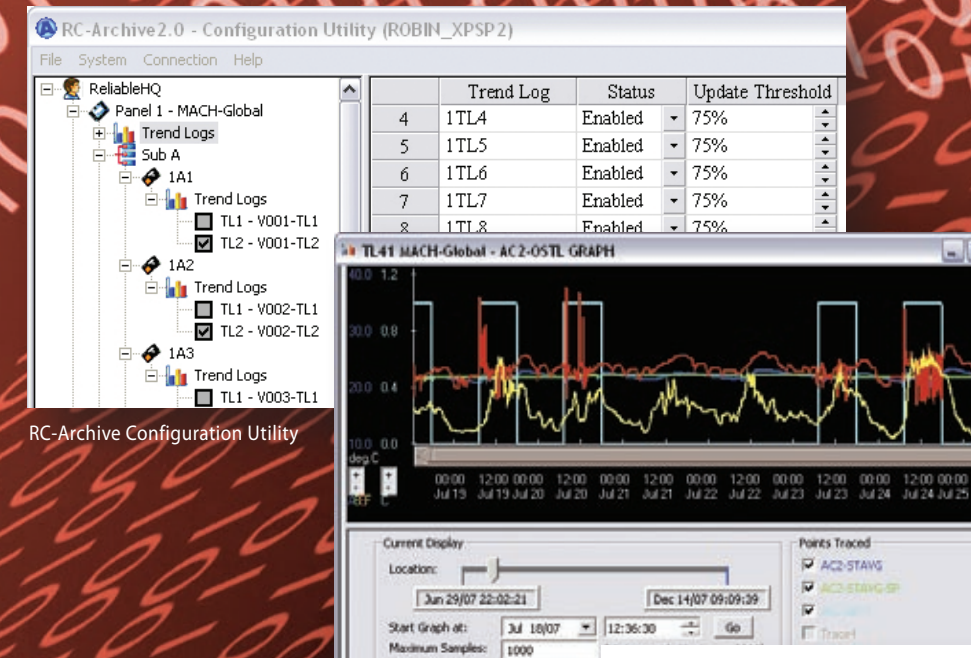
Arlington County is one of America's strongest office markets, with a base of eleven million square feet leased primarily to government agencies and government contractors. National Gateway is conveniently located in Arlington County, only five minutes from Washington DC, and provides close proximity to the Pentagon and Reagan National Airport, as well as many successful companies such as Boeing, Raytheon, Northrop Grumman, PBS, and Booz Allen Hamilton. The Environmental Protection Agency (EPA) recently signed a lease for 420,000 square feet to start the first buildings at Potomac Yard.



National Gateway is one of the few mixed-use projects inside the Metropolitan DC Beltway able to accommodate large corporate users in a location that is visible, accessible, and convenient for both tenants and their clients.

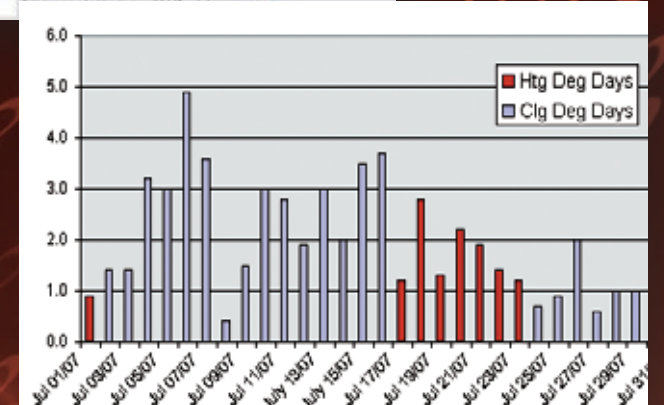
Peter Haber from Pritchett Controls was instrumental in winning Phase I & II at the National Gateway at Potomac Yard in Arlington, VA. The new construction project has a total of six phases which we will pursue. Phases I & II will consist of software and approximately 600 VAV boxes and controls for an estimated 20 Air Handler Units.

National Gateway I and II are located near the main entrance to the Jefferson Davis Highway and adjacent to South-End retail and residential areas, and Center Park. The modern, clean look of the building with subtle nods to the art deco period provides outstanding architectural interest yet promises to remain a classic throughout the years. National Gateway I and II are both 9 storeys, 23,564 and 22,632 square feet respectively.



RC-Archive Configuration Utility

RC-Studio Trend Log Viewer



RC-Archive Data Exported to Microsoft Excel

Enterprise-level access to long-term data is an essential component for managing a sustainable building. Environment and energy performance data must be made available for display and analysis in an application that is rigorous, secure, and scalable.

Secure data storage

Based on the industry standard SQL database, we have created an incredibly efficient and dependable server application that provides secure data storage of Trend Log information for a prolonged period of time.



RC
Archive™

FOCUSING THE CARBON LENS



British Columbia Premier, Gordon Campbell, and Governor Arnold Schwarzenegger of California signing the Memorandum of Understanding (MOU) to fight global warming.

The recently unveiled BC Energy Plan: A Vision for Clean Energy Leadership puts British Columbia at the forefront of the fight against global warming with aggressive targets for zero-net greenhouse gas emissions, new investments in innovation, and an ambitious target to acquire 50 percent of BC Hydro's incremental resource needs through conservation by 2020.

To help achieve these ambitious goals, BC has become the first Canadian province to enshrine greenhouse-gas reduction targets in legislation. Bill 44, the Greenhouse Gas Reduction Targets Act mandates that the province's emissions be trimmed by 33 percent below current levels by 2020 – the toughest targets in North America. The law also calls for realistic, economically viable interim targets to be set by the end of 2008. And it mandates reduction of emissions by at least 80 percent below 2007 levels by 2050. The legislation also calls on government to produce a report every two years on its progress toward the targets which are designed by members of the Climate Action Team, an assembly of 22 leading environmentalists, research scientists, a recipient of the Nobel Peace-prize, students, accountants, and land developers. Bill 44, and other like-minded legislation in other jurisdictions, has a direct impact on the HVAC industry by requiring all government agencies including schools, colleges, universities, health authorities, and Crown corporations to be carbon neutral by 2010.

Earlier in 2007, Governor Arnold Schwarzenegger of California and Premier Gordon Campbell of British Columbia signed a Memorandum of Understanding (MOU) to fight global warming. The agreement outlines key actions that California and British Columbia will take to reduce greenhouse gas emissions and to build on the momentum established with BC's Greenhouse Gas Reduction Targets Act and California's Global Warming Solutions Act.

In 2006, Governor Schwarzenegger signed into law the Global Warming Solutions Act which places an economy-wide cap on greenhouse gas emissions and requires a reduction of emissions in California to 1990 levels by 2020. Administrative targets were also set to reduce greenhouse gas emissions in the state to 80 percent below 1990 levels by 2050.

Like BC's initiative to establish net-zero emissions from government facilities, California has been traveling on a similar road. In 2004's stated goal, Governor Schwarzenegger mandated that California's energy costs at state-owned buildings would be slashed by 20 percent by 2015, while encouraging companies, K-12 schools, and universities to embrace the same benchmarks. In 2006, he signed Executive Order S-17-06 which directs state agencies to begin implementation of the Global Warming Solutions Act. The first stop on this clean highway is the California Department of Motor Vehicles (DMV) San Ysidro field office which has been awarded a Leadership in Energy and Environmental Design (LEED) Gold Certification by the U.S. Green Building Council (USGBC) for meeting the necessary design and construction standards for highly energy and resource-efficient facilities.

DMV Director George Valverde called the LEED Gold Certification a landmark for the department. "We are absolutely committed to the "greening" of all of our facilities, be they newly constructed or retrofitted in some way. We want to lead the way in California with our environmentally-aware, can-do approach to managing our infrastructure. It's the right and smart thing to do," he said.

The 14,656 square-foot facility in San Diego County was conceived and constructed from the beginning to achieve LEED certification by utilizing the industry's latest, most innovative and environmentally-sound building technologies.



California Department of Motor Vehicles San Ysidro field office

The San Ysidro office features solar roof-top panels, glazed windows, energy efficient fluorescent and high pressure sodium lighting, and skylights to increase natural lighting and lower electricity, heating,

and cooling costs. Fifty percent of the building's construction waste is recycled. And, all of the building's electricity costs have been offset by the purchase of wind energy through a two-year contract with 'Green-e' Renewable Certificates based on the building's estimated energy use. Reliable Controls® Authorized Dealer, L&H Airco of San Diego won the contract to install the VAV and CO₂ monitoring equipment which consists of 1 ETHER-Link™ portal, 1 MODBUS-Link™ portal, 2 MACH2™ controllers, 2 MACH2™ expansion cards, 1 MACH1™ controller, 3 MACH-Zone™ unitary controllers, and 20 MACH-Air™ VAV boxes.

It is little wonder that BC and California are pioneers in fighting global warming. Supernatural British Columbia is home to the Great Bear Rainforest, one of the largest remaining temperate rainforests in the world, and California is home to General Sherman, a 2,200 year-old giant sequoia tree weighing four million pounds and widely considered to be the largest organism on the planet, and Hyperion, another giant sequoia tree that is the tallest living thing on the planet, measuring 115.55 m (379.1 feet – that's 80 feet taller than the Statue of Liberty).



The new MACH-Pro™ Series

The new MACH-ProSys™ is the next wave in the MACH-Pro™ series of sleek and powerful BACnet® Building Controllers from Reliable Controls. The MACH-ProSys™ provides unprecedented value in a high performance, universal building controller.

Reliable Controls® takes the building controller to new heights.

Quality

Designed entirely in-house, by a team of highly skilled and dedicated engineers, the MACH-Pro™ Series is the culmination of 20 years of innovation excellence.

Confidence

Expand your building controls with confidence. The MACH-Pro™ Series is backed by an industry-best, no-nonsense, 5-year warranty. Sold and serviced through a strong network of independent Reliable Controls Authorized Dealers, we are dedicated to helping you succeed.

Freedom

Enjoy the freedom of choice. Choose from a pool of open protocols, and build a network architecture that best fits your way of thinking. The MACH-Pro™ Series gives you the freedom to change protocol whenever you want, wherever you want.



Better by design

www.reliablecontrols.com

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