



s ... people and technology you can rely on™





N E W S L E T T E R

QUARTERLY EDITION

Summer 2003

Hardware Software Marketing **BACnet** Sales **Web Site Project Profile**

HARDWARE HIGHLIGHTS What's



Reliable Controls® Demo Case Released

The latest Reliable Controls® Demo Case will be available this fall. This purpose built case is designed for use during on-site product demonstrations and training situations. The case includes a fully functional Reliable Controls® MACH-System comprised of:

- ✓ ETHER-Link™ Portal
- ✓ MACH2™ Controller
- ✓ MACH-Vision™ User Interface Controller
- ✓ SMART-Sensor[™]

This configuration of controllers provides the opportunity to demonstrate the abilities of the Reliable Controls MACH-System in a hands-on environment. The Demo Case comes with all the programming required to drive the output values seen on the graphical representations included on the left side of the case. The 'DC' job directory is included on a CD-ROM for loading on a laptop or PC used to demonstrate the programming of a Reliable Controls MACH-System through RC-Studio®. Connect to the Demo Case directly (as seen in the photo), or use the ETHER-Link™ Portal to connect remotely via Ethernet. Order #: TRN-DEMO.

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Demo Case

Features

- Rugged, Lightweight Pelican case
 For durability and ease of transport
- Graphics and LEDs
 For instant visual feedback of value changes
- ✓ Potentiometers and Switches
 For hands-on adjustment

Contact Us

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Internet

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Mailing Address

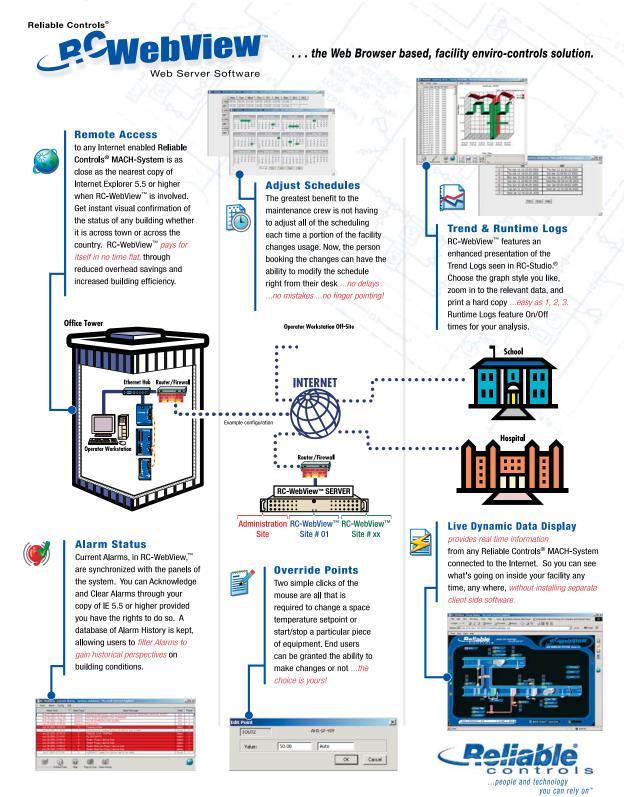
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PLC 07/03



What's

SOFTWARE HIGHLIGHTS



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Buildings New York

Reliable Controls® recently shared a booth, at the Buildings New York trade show, with Digital Parts™, Inc., P.E.Controls, and Automated Climate Controls. Within the booth, Digital Parts demonstrated a five camera system which integrated Digital Video with the Reliable Controls® MACH-System.

SOFTWARE HIGHLIGHTS

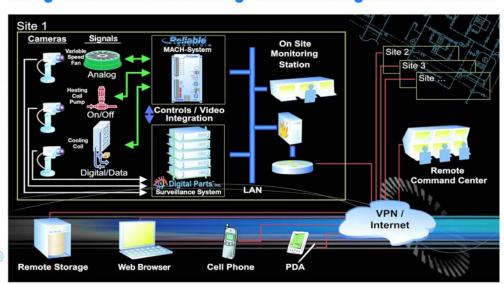
Reliable Controls® utilizes the Simple Network Management Protocol (SNMP) to share data between the energy management and video surveillance svstems.





Unparalleled Power & Flexibility

Integrated Multi-Site Management and Digital Surveillance



View video alerts as they occur

Intrusions

S

CA

0

- Fire alarms
- Equipment failures
- Water leaks
- Environmental thresholds exceeded
- Safety doors opened or left ajar
- Alarm systems armed/disarmed
- Power surges and outages

Securely manage enterprise from command center or remotely

- Viewable with most common PC video players
- Low cost DSL or cable access
- Wireless PDA support for roaming guards
- Automatic notification: e-mail, pager or phone
- Password protected configurations

Review years of archives on line

- Highest data compression for months of storage on local disk
- Direct access to all alerts and associated video clips
- Search and sort alerts on type, date/time and location

Completely web enabled

- Latest VPN technology for data security

- Remote control of sensors and drivers

Never miss or lose an important event

- 24x7 remote system monitoring
- Redundant data storage options
- Multiple network connections Local and remote data archive
- Multiple backup media CD, DVD, or digital tape

Digital Parts, DVRi and the Digital Parts eye logo are trademarks of Digital Parts, Inc. Reliable Controls®, MACH-System and the

On marketing

MARKETING HIGHLIGHTS

Dealer Profile



Software Highlights (cont.) S.N.M.P.

Reliable Controls® has added the Simple Network Management Protocol (SNMP) to the Reliable Controls® MACH-System. SNMP is an industry standard protocol used by many network capable devices such as UPS devices, Closed Circuit TV, and card access readers. The Reliable Controls® MACH-System is now able to monitor the status of these devices and generate SNMP 'traps' (analogous to alarms) when a device wanders outside the parameters defined for its effective operation.

If you wish to learn more about the application of this protocol, please review the article in Volume 4 Issue 3 of 'The Extension'. The Extension is the newsletter of Contemporary Controls and may be found at: www.ccontrols.com/ExtVol3N3.html.

RC-WebView.net

The Reliable Controls® Web browser based system access solution is operational in several facilities now. A Vancouver, BC school board is using the product in all their schools and expect to realize enhanced efficiency and cost savings as a result.

The RC-WebView™ solution has also interested a major hospital in Alberta and a local high-tech server farm. These operations both stand to benefit from the distributed, secure access to their respective systems and are excited about the optimization of back-ups and data acquisition made possible through the inclusion of an RC-WebView™ in their facility.

Control Contractors serve the Western United States through five offices: Anchorage and Fairbanks AK, Seattle WA, Portland OR, and San Diego CA. The company has been installing control systems since 1976 and have been involved in many of the largest building automation jobs on the West Coast.

Since the very beginning, Control Contractors has held a very simple goal: 'Put the customer in control'. They accomplish this goal through building control systems that meet the needs of their customers exactly, and then giving the customer as much knowledge and capability with their system as they wish to have. Extensive customer training and a fully staffed Service Department enable the fulfillment of this goal.

Contact Information:

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- ✓ Fairbanks AK Contact: Eric Chase Phone: (907) 457-3044
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BACnet® Timeline





BACnet[™] is a registered trademark of ASHRAE

Marketing Highlights (Cont.)

Did You Know?

- ✓ All controller programming (except actual graphic files) resides in the controller.
- ✓ All controllers manufactured by Reliable Controls® are UL approved.
- There are approximately 25,000 embedded controllers currently installed worldwide, which have been manufactured by Reliable Controls®.

Upcoming Trade Shows



√ The Australian Institute of Hotel Engineering Inc.
(AIHE) - Update 2003, September 3-5, 2003



 CHES 2003 National Trade Show & Education Forum - Hamilton Convention Centre, Hamilton, ON, September 21-23, 2003.

BACnet HIGHLIGHTS

BTL Testing

The BACnet Testing Laboratory (BTL) are currently testing application specific controllers (B-ASC). Reliable Controls® has submitted the MACH-Air™ VAV Controller and the MACH-Zone™ Controller for this round of testing. Preliminary reports are excellent with only a few minor items to fix prior to the final round of testing.

The BTL will commence testing of advanced application controllers (B-AAC) in the new year. Reliable Controls will submit the MACH1™ and MACH2™ Controllers in this category.

BACnet® Functionality

The R&D department at Reliable Controls® have nearly completed the implementation of BACnet® functionality within the Reliable Controls® MACH-System. The release of firmware version 6.26 will implement segmentation of data packets. This capability is already implemented via the Reliable protocol. The implementation of BACnet® functionality is an ongoing process as new items are added to the protocol

BACnet® Events

The BACnet Manufacturers Association (BMA) is holding an Interoperability Workshop in Seattle, WA on September 16-18, 2003. The workshop will be hosted by Alerton Inc. and Reliable Controls® will be in attendance.

The BMA in cooperation with the BACnet Interest Group - North America (BIG-NA) have scheduled the 2003 BACnet Conference and Exposition for October 5-7. The conference will be held at the Marriot Conference Centre in Cincinnatti, OH. The conference features a number of seminars and breakout sessions moderated by industry professionals and ASHRAE committee members. Registration information and seminar contents can be reviewed at: www.big-na.org/Conference2003.html.

BACnet® Timeline





Reliable Controls® MACH-System

Movers & shakers

SALES HIGHLIGHTS



Authorized

Canadian

IBIS Inc.

Milton, ON

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Perkins Mechanical

Calgary, AB

Contact: Pat Enns - pat.enns@shaw.ca

Whitehorse Electric

Whitehorse, Yukon Territory

Contact: Danny Collins - whitehorse_electric@mail.com

United States

Bridger Control Systems

City of Industry, CA

Contact: Ken Tragarz - ken@bridgercontrols.com

Building Automation Services, Inc.

Newington, VA

Contact: Bradley Skorepa - brads@bas-dc.com

Energy Conservation Services

Shelby, OH

Contact: Randy Sampsel - randy.sampsel@ecsonline.com

T.A.S. Controls

River Ridge, LA

Contact: Terry Dillenkoffer - tfdillen@cox.net

International

JCL Engineering, Sdn. Bhd

Selangor, Darul Ehsan, Malaysia

Contact: Ian Chin - jcleng@tm.net.my

Raissy Trading & Construction Co., Ltd.

Riyadh, Saudi Arabia

Contact: Ibrahim S. al Arifi - ibrahim@raissy.com.sa

















On _{line}

Domain Name Obtained: www.reliablecontrols.com

We have finally been successful in obtaining www.reliablecontrols.com to add to our roster of domain names. The new domain name is effective immediately. The previous domain name (www.reliablecontrols.com) is still valid so you will not need to change all of your Favourites and Shortcuts but it will be easier to get to our Web site from an unfamiliar browser. Please note our email addresses have been forwarded to accommodate the new domain name.

Chinese Language Web Site

Our distributer in China has posted an exciting new Web Site geared for the China marketplace. The domain name is: www.reliablecontrols.cn

Mr. James Liqun Bian heads the Shenzhen Reliable Controls Corporation office. Interested parties are encouraged to contact him at:

Rm. 1014, International Culture Building, 3039 Shen Nan Zhong Road, Futian, Shenzhen, 518031

Telephone: 011-86-133-1683-3380 or 011-86-755-8106-0780

Email: Ibian@reliablecontrols.cn



WEB SITE HIGHLIGHTS

Catalog Request Form

We have recently released a digital format for our Product Catalog and Engineering Submittal Sheets. This valuable information is now distributed on a CD-ROM.



A Catalog Request form is now available on the our site. Click on the link from the 'Home' page or navigate to Products>Catalog and click the link to the Catalog Request Form. We will send you the latest version of the Reliable Controls® Sales Catalog and Engineering Submittals CD-ROM when we receive your completed Catalog Request.

Passwords changed for: Dealers, Customers, Consultants

New Log-In passwords have been issued for access to the restricted areas of the Reliable Controls® Web site. The password reset was effective May 30, 2003. If you did not receive notification of your new password via email, please contact the Reliable Controls® Webmaster at your earliest convenience.



Reliable Controls® MACH-System

Project profile



RCMP "K" Division Head Quarters



Within the sweeping red brick and glass facade of the new RCMP "K-Division" headquarters in Edmonton, Alberta, is a labyrinth of laboratories, lecture halls, pistol ranges and offices, all controlled by a sophisticated Canadian-made environmental control system, manufactured by Reliable Controls® of Victoria, British Columbia.

The Reliable Controls® MACH-System commands over 3500 points of measurement and control within the new headquarters. These points are hard wired back to 15 MACH-Net™ building controllers and 450 variable air volume zone controllers distributed throughout the building. The project marks the first Reliable Controls® MACH-System installation utilizing ASHRAE standard 135 - the BACnet® communication protocol, which allows the integration of different manufacturer's control products into one seamless network. At RCMP "K-Division", the chilled water system and essential cooling loops are monitored and controlled by Tracer Summit BCUs manufactured by the Trane Corporation. All of the 150 chilled water and glycol system temperature/status inputs are fed back to a Reliable Controls® MACH-Net™ controller using the point-to-point (EAI-232) implementation of the BACnet® protocol. The Reliable Controls® MACH-System performs cooling demand calculations based on these inputs as well as measurements throughout the complex, then delivers an enable/disable signal to activate the chiller system. Operator workstations running the Reliable Controls® RC-Studio™ software import the necessary data from the Tracer system using colourful and intuitive graphics. This allows personnel to conveniently access and use the Tracer information without having to log onto a separate system.

"We've had very few failures with the product and it has served our customers well. and made us look good. The dependability of the product is second to none.

> VIC BOGDANSKI Vice-President Serv-all Mechanical Services Ltd.



The completed building has been occupied since June 1998, and the staff working inside are so comfortable that most of them don't even know the control system exists! The Reliable Controls® MACH-System and BACnet® protocol . . . , control technology that helps the Mounties keep their cool, so they can "get their man"!

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GOVERNMENT

Project Name:

RCMP "K" Division

Location:

Edmonton, Alberta

Market Segment:

Government

Project Type:

Integrated (HVAC, lighting

water monitoring)

Installation:

New construction

Installation Areas:

Office space 235,191.4 sq. ft. (21,850m²)

Parkade 49,137.25 sq. ft. (4,565m²)

Main floor 63,291.79 sq.ft. (5,880m²)

Total Area:

390,000 sq. ft (36,232m²)

Equipment Installed:

15-MACH-Net controllers

450-VAV box controllers

Network:

EIA-485 STP

Integration:

BACnet®

Total System Points:

3520 points

Consultant:

COHOS Evamy Partners

Reliable Controls® Dealer:

SERV-ALL Mechanical Services



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