



Official  
NEWSLETTER

QUARTERLY EDITION

Fall 2003

## BACnet HIGHLIGHTS

What's new

### MACH-Air™ and MACH-Zone™ Controllers Pass BTL Testing

The MACH-Air™ and MACH-Zone™ controllers have satisfied the examiners at the BACnet Testing Laboratory (BTL) and are now 'BTL Listed' on the BMA Web site ([www.bacnetassociation.org](http://www.bacnetassociation.org)).

| Product   | Version | Date tested    | Details on this BTL Listing | BTL Information about this Product |
|-----------|---------|----------------|-----------------------------|------------------------------------|
| MACH-Zone | 6.20    | September 2003 |                             |                                    |
| MACH-Air  | 6.20    | September 2003 |                             |                                    |

The BTL listing represents a validation of the hard work done by the R&D team at Reliable Controls®. This major step also allows these two Reliable Controls® products to be specified as 'BACnet compliant' with no reservations or ambiguities.

MACH-Air™ and MACH-Zone™ controllers will now ship with the BTL mark included on the products.



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BACnet

Hardware

Software

Marketing

Sales

Web Site

# HARDWARE HIGHLIGHTS

Reliable Controls® MACH-System

# Reliable® controls

...people and technology  
you can rely on™

- U**ltimate, intelligent, networkable commercial thermostat
- C**ompletely programmable DDC controller
- P**assword protected secure operation
- M**ounted directly to your facility walls or equipment
- T**rend logs with historical tracking
- A**ccessible environmental building controls
- D**isplay, view, and adjust unit and network points
- C**ustom configurable interface screens

## MACH

USER INTERFACE CONTROLLER

## Vision™



The new Reliable Controls®  
MACH-Vision™ user  
interface controller gives  
operators yet another  
simple, flexible, and  
economical solution to  
access, monitor, and  
control building  
environments

The Reliable Controls® MACH-Vision™ user interface controller is a super solution to any new or replacement thermostat application, and ships with the Reliable Controls® **industry best** 5 year warranty.

**Dimensions:**  
9.92 cm L x 13.64 cm W x 3.72 cm H  
(4.0" L x 5.5" W x 1.5" H)

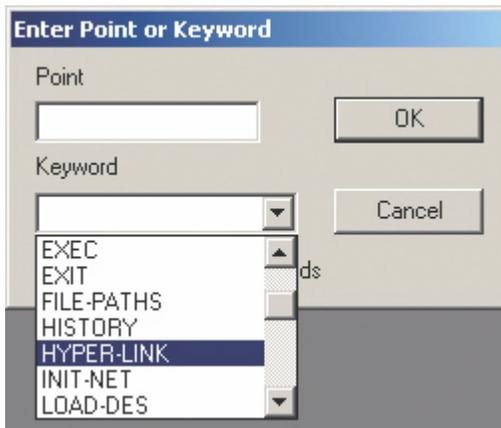


[www.reliablecontrols.com](http://www.reliablecontrols.com)

**HYPER-LINK Keyword  
Included in  
RC-Studio®**

RC-Studio® features a new keyword for inclusion on System Group screens. The 'HYPER-LINK' keyword allows you to include a URL of up to 255 characters. The new keyword can also be used to conveniently open any file from the local hard-drive or any network drive available to the workstation. The only requirement for displaying the file, is to have the file associations (meaning the link between the file and the application required to display it) correct on the workstation.

The process is much the same as including any other keyword on a System Group - invoke the Enter Point or Keyword dialog and choose HYPER-LINK as shown:



The next dialog presented allows you to enter the desired URL:



Either type the URL directly or copy and paste from your Browser address bar (or the address bar of Windows Explorer). RC-Studio® allows you to treat this System Group element the same as you would treat any other keyword - you can make it visible or just a box, etc. This means you could create a graphical element to represent the file or URL (say Boiler Failure Instructions) and place the HYPER-LINK on top as an invisible box.

This new keyword eliminates the need to use the EXEC keyword (and overcomes the 8 character restriction associated with EXEC). For example, you could easily link the following file to your System Group using the HYPER-LINK keyword:

E:\FrameMaker\Product Bulletins\Firmware Bulletins\bulletin\_4120.pdf

**SOFTWARE HIGHLIGHTS**



# On marketing

## China Distribution Agreement Signed



After 14 months of group discussions, business planning, and contract proposals, Reliable Controls® Corporation signed its first ever distribution agreement. On September 17, 2003, Shenzhen Reliable Controls Corporation became the exclusive distributor for Reliable Controls® products in all of Mainland China and Hong Kong. Mr James Bian (right) will manage the new distribution company. Juliana Yu (centre) and Cary Yan (left) travelled to China, visited the new operation, and participated in a formal signing ceremony (seen above).

Reliable Controls® wishes to thank all the individuals who have worked hard to make this opportunity a reality. We wish to especially thank Mr. Dave Webb, of Webir Automation, who took the initiative of employing James Bian, in 2001, to work as a controls engineer for over a year. During his tenure with Webir Automation, James confirmed to himself that Reliable Controls® was indeed the product he needed to bring back to China for distribution.

We welcome James Bian and Shenzhen Reliable Controls Corporation to our international distribution network and look forward to many years of positive activity in China and Hong Kong.



## MARKETING HIGHLIGHTS

### Upcoming Trade shows



- ✓ Hospital Engineers Association of Alberta - Black Knight Hotel, Red Deer, AB, October 20-21, 2003



- ✓ Advanced Facilities Engineering Conference - Denver Merchandise Mart Expo Hall, Denver, Co, November 13-14, 2003.



- ✓ Air Conditioning, Heating, Refrigerating Exposition - Anaheim Convention Center, Anaheim, CA, January 26-28, 2004.



- ✓ National Facilities Management and Technology Conference/ Exposition - Baltimore Convention Center, Baltimore, MD, March 9-11, 2004.

On line



**Marketing Highlights (cont.)**  
**Did You Know?**

- ✓ The new MACH-Vision™ user interface controller is ideal for applications where system information must be readily available for viewing.
- ✓ Our Web site has received an average of 500,000 hits per month in 2003. This compares to an average of 300,000 hits per month for all of 2002.
- ✓ StormTech® outerwear with the Reliable Controls® logo makes for great gift giving or employee rewards.
- ✓ All Reliable Controls® Corporation BACnet® protocol implementation conformance statements can be found at [www.bacnetassociation.org](http://www.bacnetassociation.org) as part of the BMA Product Catalog.

**BACnet HIGHLIGHTS**

**BMA Interoperability - Seattle Meeting**

Roland Laird recently returned from the annual BACnet Manufacturers Association (BMA) interoperability workshop held in Seattle September 16-18, 2003. Reliable Controls® products tested well with the following attendees: ALC, Delta, Alerton, Honeywell, Trane, and Siemens. Of particular note was the performance of Reliable Controls® implementation of MS/TP. Another feature tested at this meeting was Alarm processing. Alarm processing is not included in the PIC Statements for the MACH-Air™ and MACH-Zone™ controllers, but these products are capable of sending BACnet® Alarms. The 6.24 firmware for MACH-Air™ and MACH-Zone™ controllers was used extensively throughout the interoperability testing.

Cimetrics also attended the meeting and the Reliable Controls® MACH-System was successful in testing with their OPC Server.



**Reliable**<sup>®</sup>  
controls ...people and technology  
you can rely on™

**BACnet<sup>®</sup> in Action**

B/IP Ethernet MS/TP PTP

See how effortless proven performance and total connectivity can be.

BMA  
MEMBER

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# Movers & shakers

## SALES HIGHLIGHTS



### **New Reliable Controls® Authorized Dealers**

#### **Canadian**

##### **Paradise Climate Controls**

Kaleden, BC

Contact: Geof Thompson - paradise\_controls@shaw.ca

##### **SDDC Inc.**

Winnipeg, MB

Contact: Wilf Schubert - wwschubert@shaw.ca

##### **Thomas Energy Controls**

Puslinch, ON

Contact: Thomas J Nouvion -  
tom@thomasenergycontrols.com



THOMAS ENERGY CONTROLS  
TEC

#### **United States**

##### **Applied Building Controls**

Asheville, NC

Contact: Doug Hertel - doughertel@hotmail.com

##### **Cornerstone Automation LLC.**

Chattanooga, TN

Contact: Rick Botto - rjbotto@comcast.net

### **Upcoming Trade Shows (cont.)**



- ✓ Canadian Mechanicals Exposition - Metro Toronto Convention Centre, Toronto, ON, March 25-27, 2004.



- ✓ Air Conditioning Refrigeration Building Services Exhibition 2004 - Melbourne Exhibition Centre, Melbourne, AUS, May 3-5, 2004.

On line

**WEB SITE HIGHLIGHTS**

**Dash-less Reliable Controls®**

Please be advised it is no longer necessary to include the dash (between Reliable and Controls) in any email messages sent to us. The dash is not required in typing our URL in the address bar of your favourite browser either. The dash removal is the result of our recent acquisition of the Reliable Controls® domain name.

**www.reliablecontrols.com**

...people and technology you can rely on™

the **ULTIMATE** Building Controller

**BACnet** MACH-Global™ BMA MEMBER

BACnet B/IP BACnet PTP-1 BACnet PTP-2 BACnet MS/TP-1 BACnet MS/TP-2 BACnet MS/TP-3  
SMART-Net AUX EIA-232 AUX EIA-485 128 Universal I/O

**Documentation Search Function**



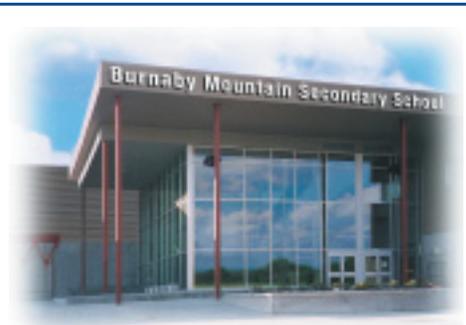
Customer, Consultant, and Dealer Log-In areas now feature an 'RC-Search' function to assist in locating information contained in any of the PDF files posted in the secure areas. The search function provides a ranked listing of each document that contains the word or phrase typed in the 'RC-Search' dialog. The documents are ranked according to the number of instances of the search word or phrase used. Choose the document of interest to view the PDF.

**Reliable**<sup>®</sup>  
controls . . . people and technology  
you can rely on™

**BURNABY MOUNTAIN SECONDARY SCHOOL ENJOYS COMFORT**

**B**urnaby Mountain Secondary School, located in Burnaby, British Columbia, Canada - is a beautifully designed three story facility which provides instruction for some 1,500 students in grades 8 to 12. Heating and cooling for the facility are provided by a ground source heat pump system which transfers energy through 46,000 feet of geothermal coil installed beneath the school's soccer playing

fields. At the helm of the entire ground loop water system, the heat exchangers, boilers, ventilation and zoned lighting is the Reliable Controls™ MACH-System. The system brings together over 500 hard points of measurement and control and provides unprecedented comfort, control and energy management for the staff and students at Burnaby Mountain.



Burnaby, British Columbia, Canada



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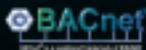
Reliable Controls™ Corporation Headquarters, 207-3375 Whittier Avenue, Victoria, BC, V8Z 3R1, Canada, Ph: 250-475-2036 Fx: 250-475-2096 Toll Free 877-475-9301

**Reliable**  
controls  
...people and technology  
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**"LISTED"**

The Reliable Controls® **MACH-Zone**™ Unitary Controller & the **MACH-Air**™ VAV Controller 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](http://www.bacnetassociation.org)).



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Reliable Controls® MACH-System