

HARDWARE

SOFTWARE

BACNET

SALES

MARKETING

WEBSITE

Reliable Makes A Move



After months of planning and thousands of decisions, we have finally made the move to our new facility. All departments now flow seamlessly under a 17,000 square-foot roof, from

production to administration, to marketing, to research and development. With interior renovations by D'Ambrosio Architecture + Urbanism, the clean modern interior features beautiful birch panels throughout, and an open concept for testing and production.

We are pleased to announce that there were no unforeseen problems during the move and that production has resumed according to plan. The move would not have been possible without the help and support of all staff working together as a team.

Special thanks to Franc D'Ambrosio, Greg Damant, and Carrie Smart at D'Ambrosio Architecture + Urbanism, Ron Thompson at AES Consultants Ltd, Mark Williams at Hirshfield Williams Timmins Ltd, and Matthew Winkleman and Dennis McCallum at Kinetic Construction Ltd.

CONTACT Us



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SMART-Sensor™ LCD



Beta releases of the SMART-Sensor™ LCD are now available. Full production of the SMART-Sensor™ LCD is currently under way. The picture shown is the true functioning model.

Final submittal sheets for the SMART-Sensor™ LCD have been posted to the web and can be accessed directly from the dealer page.

In addition to the SMART-Sensor™ LCD, an Input/Output model will be released in Q4, 2004. The SSL-IO model will feature two thermistor/dry contact inputs and two digital triac outputs.

The SMART-Sensor™ LCD features a large, easy-to-read LCD display. It's powerful, fully programmable three-button interface is intuitive and versatile. In addition, BACnet® objects can be manipulated from any Reliable Controls® device.

B-OWS - RC-Studio® 2.0

BACnet Manufacturer	B-OWS	B-BC	B-AAC	B-ASC	B-SA	B-SS
ABB						✓
Alanton			✓	✓		
Andover Controls			✓			
Automated Logic Corporation	✓		✓			✓
Delta Controls	✓	✓	✓	✓		
FieldKerex Technologies				✓		
Honeywell, Korea				✓		
K&M Controls	✓		✓			
Lithonia Lighting				✓		
Reliable Controls Corporation	✓	✓	✓	✓		
Siemens Building Technologies	✓					
Teletrol						✓

Visit the BMA product catalog at www.bacnetassociation.org to download the latest PICs for Reliable Controls® products. All Reliable Controls® products have been submitted to the BTL for testing. The PICs for a B-OWS were recently posted on the BMA website.

Fire Fighter's Smoke Control Demo Case

The new Fire Fighter's Smoke Control Demo Case has been submitted for UL 864 certification. The case is used to simulate real-world smoke control applications. UL 864 certification is expected by the end of 2004.

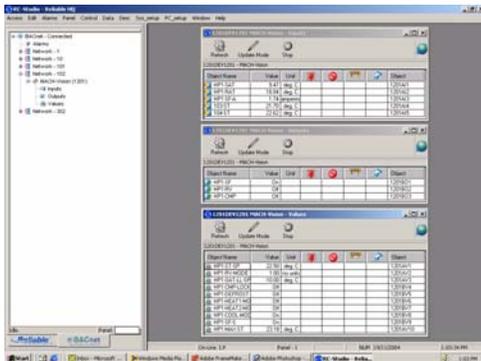


HARDWARE HIGHLIGHTS

SOFTWARE HIGHLIGHTS

RC-Studio® 2.0

Beta-testing for RC-Studio® 2.0 has been completed. Many thanks to all of the dealers that participated. Your feedback was instrumental in helping us meet your needs.



Look for a full release of RC-Studio® 2.0 to coincide with the official release of the SMART-Sensor™ LCD, late in the fourth quarter. New areas of development for RC-Studio® 2.0 are currently under way. The current focus rests on BACnet® alarms and capturing BACnet® alarm events in a real-time display on the current alarms sheet.



The following limited-time promotional upgrades are available for purchase from Reliable Controls®.

- Upgrade 1 For anyone who purchased a previous version of RC-Studio® within the last 6 months.
RC-ST2-U1 **Expires March 01, 2005**

- Upgrade 2 For existing CUSTOMERS who own a copy of RC-Studio® older than 6 months.
RC-ST2-U2 **Expires March 01, 2005**



BACnet® Interoperability Chicago Workshop

Roland Laird, Michael Osborne, and Joel Fieber attended the annual BACnet Manufacturers Association (BMA) Interoperability Workshop held in Chicago, September 16–18, 2004. Reliable products tested well with attendees from 22 other companies. During the 3-day conference hosted by Siemens, Reliable tested the MACH-Global™, MACH-Zone™ and the ETHER-Link™. Tests included schedules, alarms, B/IP, and BBMD.

Did You Know?

AV category controllers cannot be addressed above 32 on the Main network.

When MACH-Air™ and MACH-Zone™ controllers are set to a BACnet® protocol, the Status LED light blinks so fast that it appears to be a solid light.

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 as part of the BMA Product Catalog.

BACNET HIGHLIGHTS

Reliable Controls® MACH-System

Reliable controls

...people and technology you can rely on™

- Large, easy-to-read LCD display
- Powerful, fully programmable interface
- Easy three button user interface to display any system point
- Display or change BACnet® objects from any Reliable Controls® device
- Networkable with existing SMART-Net™ products
- Onboard PC port for network access
- Built-in configuration tool



NEW SMART Sensor™ LCD



The Reliable Controls® SMART-Sensor™ LCD provides building operators with a simple, flexible, and economical solution to access, monitor, and control building environments.

- 6 Alphanumeric
- 3 Unit Types
- 4 Numeric
- 6 Icons

Dimensions
11.4 cm L x 7.0 cm W x 2.26 cm H
(4.5" L x 2.75" W x 0.89" H)

The Reliable Controls® SMART-Sensor™ LCD provides a proven solution to any sensor/thermostat application and ships with the Reliable Controls® **industry best** 5 year warranty.



Reliable[®] controls

...people and technology
you can rely on™

- BACnet[®] operator workstation software
- Multi-vender objects integration
- Drag and drop programmability
- Animated "Flash" graphic support
- Global alarm monitoring of multiple facilities
- Backward compatibility with legacy installations

The Reliable Controls[®] RC-Studio[®] BACnet[®] operator workstation is a powerful and intuitive application that allows building engineers and operators to create and integrate building control solutions that are limited only by the imagination.

Reliable Controls[®] MACH-System



The Reliable Controls[®] RC-Studio[®] 2.0 BACnet[®] operator workstation software is part of the software suite for the Reliable Controls[®] MACH-System™.





New Reliable Controls® Authorized Dealers

Canada

CONCEPT ELECTRIC LTD.

Calgary, AB T2G 4X4

Contact: Dave Kinley

**S & T ELECTRICAL
CONTRACTORS LTD.**

Sault Ste. Marie, ON P6B 4T6

Contact: Phil Strickland

United States

A&H MECHANICAL, INC.

Port Orchard, WA 98366

Contact: Mike Hanshew

AIRTECH CONTROLS

Kansas City, MO 64158-1264

Contact: Jim Skaggs

CAL-AIR, INC.

San Jose, CA 95112

Contact: Ken Trotter

CLIMATE SYSTEMS, INC.

Williston, VT 05495

Contact: David Nichols

**CLIMATE CONTROL
TECHNOLOGIES, INC.**

Binghamton, NY 13903

Contact: Chuck Wright

CM3 BUILDING SOLUTIONS

Trevose, PA 19053

Contact: Thomas Monahan

CONTROL ENGINEERING, INC.

Phoenix, AZ 85034

Contact: Tim Crook

CONTROLWORKS, INC.

Chino, CA 91710

Contact: Jason Briggs

D & F INDUSTRIES, INC.

Pharr, TX 78577

Contact: Raymond Finke

DEML ENTERPRISES LLC

La Crosse, WI 54603

Contact: Duane Deml

**ENERGY CONTROL
TECHNOLOGIES, INC.**

Linden, NJ 07036

Contact: Michael Bronzo

**GEMINI INTEGRATION
SERVICES, INC.**

Tomball, TX 77377

Contact: Jim Boggs

INTERCON SYSTEMS, INC.

Boca Raton, FL 33487

Contact: Karl Zimmerman

L&H AIRCO

Roseville, CA 95661

Contact: Richard Racette

MC2, INC.

Orlando, FL 32809

Contact: Roy Hoffman, Jr.

**PECONIC ENERGY
& ENVIRONMENTAL
CORPORATION**

Garden City Park, NY 11040

Contact: Rudy Singh

PETERSON SHEET METAL

Bemidji MN 56601

Contact: Jaime Quello

PML CONTROL SYSTEMS

Farmingville, NY 10707

Contact: Paulo Lima

PRITCHETT CONTROLS INC.

Beltsville, MD 21774

Contact: Tim Pritchett

PRO CONTROL LLC

Brooklyn Park, MN 55444

Contact: Greg Schultz

SAFE-T-COOL

Humble, TX 7773968577

Contact: Maxwell Hanson

**SETPOINT CONTROL
SOLUTIONS, LLC**

Henderson, NC 27536

Contact: W.I. "Irv" Gupton

**SOUTHEAST CONTROLS
& SUPPLY, INC.**

Charleston, SC 29407

Contact: Tom McConnell

**UNITED BUILDING
TECHNOLOGIES**

Fishers, IN 46038

Contact: Sunny Bottorff

International

**COMPUTRONICS
INTERNATIONAL LTD.**

New Delhi, Delhi 110048 INDIA

Contact: Saurabh Singhal

PT DELTAMAS SOLUSINDO

Tangerang, Banten 15810

INDONESIA

Contact: Henry Saputra

**EURO CONTROLS
(CAPE) (PTY) LTD. (273)**

Milnerton, Cape Town 7441 11531

SOUTH AFRICA

Contact: Harry Blaxall

Dealer Meetings

Reliable Controls® hosted four separate regional Dealer's Meetings to recognize dealer achievement in 2003. Achievements were recognized and awarded at each meeting. The **MVP of the Year** was awarded in recognition and appreciation of excellence achieved in all aspects of business. The **Entrepreneur of the Year** was awarded in recognition and appreciation of sustained new growth in the region. And the **Top Sales of the Year** was awarded in recognition and appreciation of the highest sales contribution in the region.

Eastern USA : Philadelphia, PA : April 6 - 7, 2004

MVP of the Year

Brad Skorepa
Building Automation Services, VA



Entrepreneur of the Year

Brad Skorepa
Building Automation Services, VA

Top Sales of the Year

Gene Yopp
Automated Building Concepts, KY



Western USA : Las Vegas, NV : Oct. 15 - 16, 2004

MVP of the Year

Paul Ludwig
FM Controls, IA

Entrepreneur of the Year

Jim Hepting
AMS, CO

Top Sales of the Year

Sid Ellis,
Enviromatic Systems, TX



Eastern Canada : Toronto, ON : June 8, 2004 Eastern Canada : Montreal, PQ : June 10, 2004

MVP of the Year

Jim Bowie
Setpoint Building Automation, ON



Entrepreneur of the Year

John Stacey
R.E.L. Controls, ON

Top Sales of the Year

Michel Tremblay
Les Services Technologiques, PQ



Western Canada : Victoria, BC : Sept. 17 - 18, 2004

MVP of the Year

Kien Hansen
Trimark Controls, SK

Entrepreneur of the Year

Dean West
Norcap Electric, BC

Top Sales of the Year

Ross MacDonald
Control Solutions, BC



Dealer of the Year

Enviromatic Systems was recognized for outstanding achievement, receiving **Dealer of the Year** for all regions in 2001, 2002, and 2003.

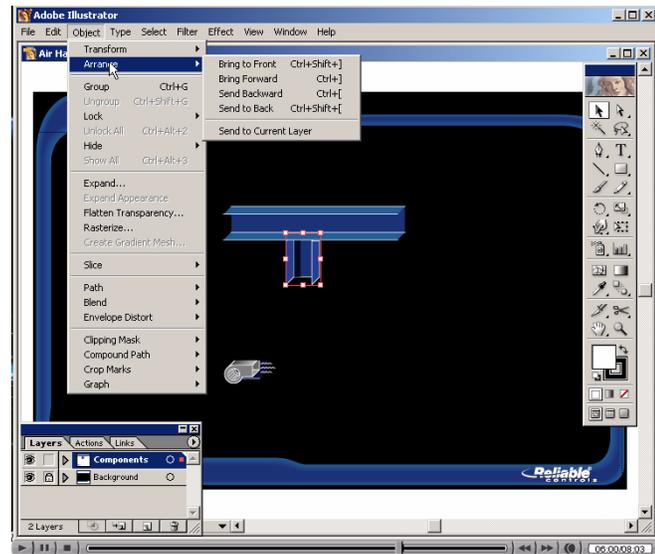
Sid Ellis
Enviromatic Systems, TX



DEALER MEETINGS

Tutorial on Building Automation System Graphics

Reliable Controls® announces an educational tutorial on developing Building Automation System (BAS) Graphics with its Graphic Developer's Library software.



The Graphic Developer's Library enables Building Automation System developers to create graphical interface systems with ease. The drag and drop functionality and easy to use interface provide developers with the tools necessary to create visually appealing graphics for building owners, operators, and managers.



The Graphic Developer's Tutorial aids BAS developers by providing a way to learn about developing graphics in an 8-minute educational tutorial. The tutorial covers getting started, creation of a new image, drag and drop functionality, and saving for the web for inclusion in systems.

The Graphic Developers Library provides an extensive collection of pre-built components that can be quickly and effortlessly combined to represent mechanical systems.

Background images are available in a variety of sizes to match monitor resolutions. The library also features several complete mechanical systems that can be modified to suit any application.

Online Software Authorization Form

Do you require an unlock code for RC-Studio®, RC-Archive®, or RC-WebView®? The Reliable Controls® Software Authorization Form is an easy way to submit your unlock code request. This simple and easy-to-use form is accessible 24 hours a day, 7 days a week. Simply go to www.reliablecontrols.com, click **Support > Software Authorization**, then follow the instructions. If you are using RC-Studio® 2.0, you will be able to complete the authorization process from within the software.

GUINNESS TOWER - A tall cool one . . .

Guinness Tower is a 23-storey office building located in downtown Vancouver, British Columbia. Originally constructed in 1967, the tower has recently been retrofitted with a Reliable Controls® MACH-System™.

The Guinness Tower features 2 MACH-Global controllers networked on an EtherNet LAN. Each MACH-Global™ has a subnetwork with MACH2s™ controlling interior reheat coils and perimeter induction units on each floor. Two large centrally-located chillers and a boiler provide heating and cooling to the building. The 2nd floor unit controls the chillers and boiler.

Ventilation is provided by 4 large AHUs located

in the 13th floor mechanical room. The 13th floor unit controls the 4 main AHUs. Two of the AHUs provide ventilation to the interior reheat coils while the other 2 AHUs provide ventilation to perimeter induction units. There are 4 interior reheat coils and up to 60 zones of perimeter induction per floor. Each of the reheat coils and 30-40 perimeter induction units per floor are now directly controlled with a DDC temperature sensor c/w with adjustment and an EP transducer to directly control the existing pneumatic reheat coil valve and the induction unit pneumatic actuator.

The Reliable Controls® MACH-System™ installed at the Guinness Tower consists of over 1,500 points of measurement and control.



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WEBSITE HIGHLIGHTS