

THE **resource**

10
2005

A YEAR OF

RECORD SETTING GROWTH

- ✦ **Record Sales Quarter**
- ✦ **Record Sales Month**
- ✦ **Record Single Order**



Company News

Dealer News

Hardware

Software

Marketing

Sales



THANK YOU FOR ANOTHER YEAR OF GROWTH

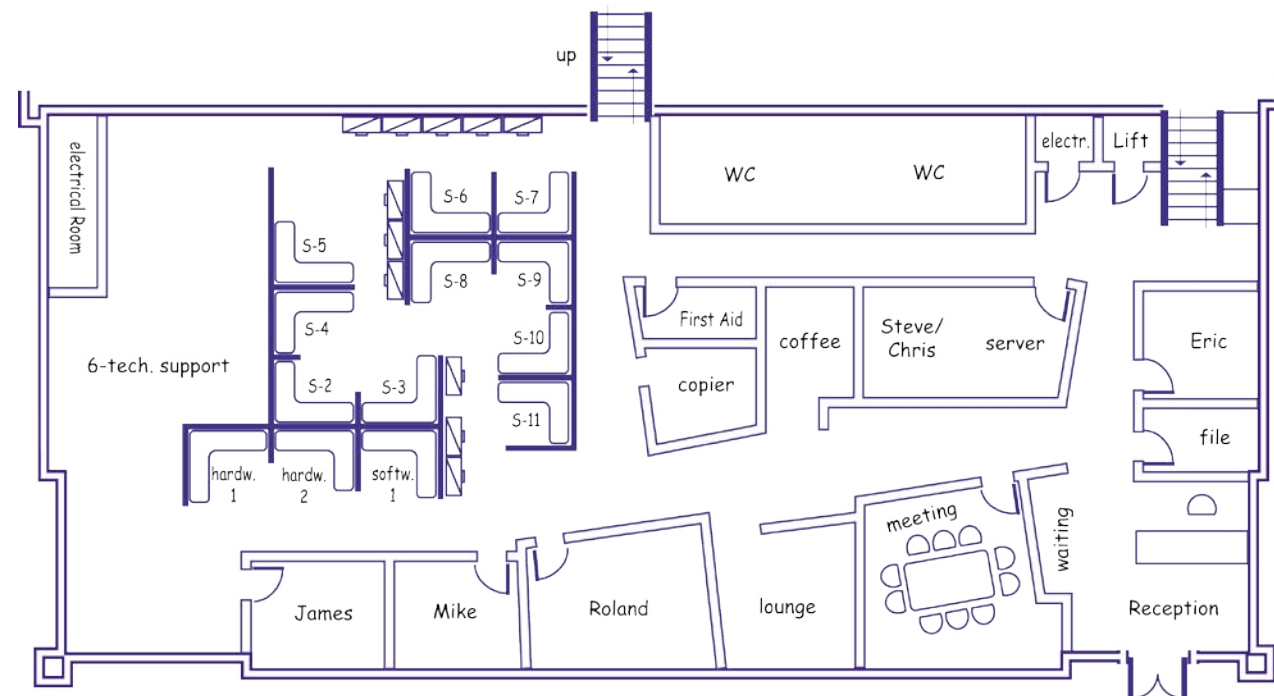


2005 was another solid year of growth for Reliable Controls®. Overall revenues were approximately 19% ahead of 2004 while unit sales of microprocessor-based product, over 18,000 pieces, closed 30% ahead of 2004. The cumulative installed capacity of all Reliable Controls® products purchased since 1986 now stands at over 1 million hard points of measurement and control. With a full time staff of 50, Reliable Controls® supplied approximately 2% of the North American demand for building control systems in 2005. Of course the company's growth would not be possible without your patronage and the support of the Reliable Controls® Authorized Dealer network. Thank you very much for your continued support and valuable input into our design and development processes.

- Thank You

ROOM TO GROW

Planning is well underway to renovate the lower floor of the Reliable Controls® head office to accommodate growth. Approximately 330 square metres (3,500 square feet) of space has been recovered after a tenant lease within the building expired. The renovation will add workspace for up to 25 individuals and will be occupied by Reliable Controls' R&D staff in August 2006.



Main Floor - Space Plan

RECORD SINGLE ORDER



ON THE LAST DAY OF SEPTEMBER, RELIABLE CONTROLS® RECEIVED ITS LARGEST SINGLE MONETARY ORDER IN THE HISTORY OF THE COMPANY. THE ORDER WAS PLACED BY PRITCHETT CONTROLS OF MARYLAND AND CONSISTED OF OVER 1,900 MACH-AIR™ CONTROLLERS TO BE INSTALLED IN THE NEW US DEPARTMENT OF TRANSPORTATION HEADQUARTERS IN WASHINGTON DC.

The future home to some 5,500 employees, the new US Department of Transportation headquarters encompasses 1.5 million square feet, spanning two identical towers and an underground parking facility. The native BACnet® system installed in the building will monitor 90+ air handling units, 1,900+ variable air volume boxes, 90+ fan coil units, and 2 large central plants. In addition, the system will integrate packaged pump skids, variable frequency drives, chillers, lighting controls, power monitoring and control systems, fire alarms, security, and room reservations. Situated on a site that once housed a

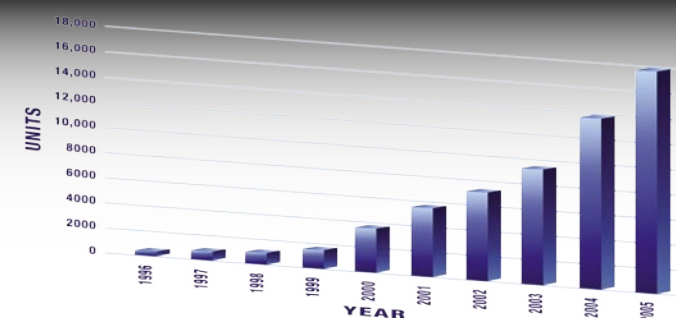


Washington Navy Yard factory that fabricated battleship gun barrels, the September 2006 opening of the new US Department of Transportation headquarters should mark the beginning of a period of revitalization for the Anacostia River waterfront.



The Reliable Controls® shipping department deserves a host of thanks on any given day, but in regards to this outstanding order, the level of service was truly extraordinary. Within 2 hours of receiving the order, the first shipment, weighing over 700 pounds, left for Washington DC. Another group that excelled in completing this order were the production team who delivered consistently high quality under extreme deadlines.

RECORD QUARTERLY and MONTHLY SALES in Q4



The record high monthly sales this past October and November have established Q4 2005 as a new all time high. The strong fourth quarter was welcome news following a sluggish Q3. Revenues in the Q4 of 2005 bested annual revenues for the entire year of 1999.

GET THE LEAD OUT

To extend our commitment to a clean and safe environment, both inside and outside of our facilities, Reliable Controls® is aiming to have a lead-free production process by the close of 2006. To this end, we have purchased a reflow oven capable of handling the hotter temperatures required for lead-free soldering.



The installation of the new oven was a great success. Power upgrades to our production facility are required to complete the installation. Due to the numerous steps required to make the full transition to lead-free soldering, we will continue to operate our existing processes until the new production environment is fully prepared. In the meantime, we will continue purchasing equipment, developing new testing methods, and co-ordinating with our suppliers so we can effectively transition to lead-free soldering while still ensuring a high degree of quality. The final step in achieving a

lead-free production process is to replace our wavesolder machine. This purchase is scheduled for 2006.



MEMBER / MEMBRE



Achieving a lead-free production process fosters a sustainable environment.




...people and technology
you can rely on™



Upper Harbour Place
Victoria, BC, Canada
LEED Silver Candidate

A Building Block for Sustainability

More and more building owners, designers and managers are realizing the benefits of the green building movement. Guided by the Leadership in Energy and Environmental Design (LEED) certificate program, they are making sustainability a reality.

The building automation system is the heart of every green building. Green buildings depend on reliable controls. Reliable Controls Corporation delivers the building blocks to help people engineer sustainability every day.

See why
Reliable Controls Corporation
is the preferred choice
for building automation systems.



Visit
www.reliablecontrols.com



MACH-Stat™



The Reliable Controls® MACH-Stat™ is a fully programmable, versatile BACnet® controller designed for space control applications where user access is required without the need of a PC. The built-in large LCD screen allows operators to access/view/change/override up to 36 different points within a Reliable Controls® MACH-System™. The MACH-Stat™ can be ordered with optional realtime clock for stand alone applications, setpoint slider, humidity sensor, and occupancy sensor.

MACH-Stat-ND™



The Reliable Controls® MACH-Stat-ND™ is a fully programmable, versatile BACnet® controller designed for space control applications where an LCD is not required. The MACH-Stat-ND™ can be ordered with optional setpoint slider, CO₂ sensor, and occupancy sensor. The MACH-Stat-ND™ features ten Inputs and eight Outputs, onboard data acquisition and storage, support for up to four SMART-Sensor™ LCD's, and an industry-leading five-year warranty. The new backplate allows for easy mounting while the casing's eggshell finish is an unobtrusive complement to most interiors.

SMART-Sensor™ LCD



The SMART-Sensor™ LCD is a versatile user interface to the Reliable Controls® MACH-System™. Points are accessed using a three-button interface. A three line display clearly indicates point name, point value, and point icon. Six characters are used to display point name, four large digits show point value, and five icons are available to show point status. BACnet® objects connected to the Reliable Controls® MACH-System™ can be accessed directly from the LCD screen. Users can conveniently access the network using the RJ-11 connection located at the bottom of the SSL. The SSL also features an I/O model and a humidity model. The most recent addition to the SSL line is the SSL-ND, a full-functioning SSL with No Display. The SSL-ND is ideal for classrooms, gymnasiums, and other high activity areas where a low-profile sensor with setpoint adjust is required.

The Reliable Controls® SPACE-Sensor™ Temperature (SST) line of products are attractive, functional sensors designed to compliment SMART-Sensor™ LCD installations. The base model SST contains a thermistor temperature sensor. SSTs are available in 12 different configurations including: a custom silicon momentary contact override button, custom silicon rubber up/down setpoint adjust buttons, a 10k slider for setpoint adjust, and an RJ-11 jack for laptop communications. For 2006, the SPACE-Sensor™ line of products has been expanded to include a CO₂ sensor and an occupancy sensor. The OC models will feature a Passive Infrared Radiation (PIR) motion detector that can be combined with other SST features to offer security and peace of mind. The CO₂ models will feature a 0–2000 ppm 0–5 VDC CO₂ sensor. Both the Occupancy and CO₂ SSTs are scheduled for a Q1, 2006 release.

SPACE-Sensor™ Temperature





With 1,800 exhibitors from over 30 countries and thousands of products, suppliers, and solutions, the 2006 AHR Expo is the most efficient way to locate the right equipment and technical support for every HVAC&R project. AHR Expo is the most effective way to develop the business relationships you need to succeed where thousands of new products, systems, and components will be available for demonstration and discussion, as well as dozens of industry events and educational sessions.

January 23–25, 2006
McCormick Place

Chicago

Today's HOT Issues, Tomorrow's COOL Solutions.
Register today to discover the latest in:

- Green Building Technology
- Indoor Air Quality
- Energy Efficiency
- Building Automation & Control
- Industry Standards
- Networking and Systems Integration
- Business Solutions



WWW.AHREXPO.COM

AHR EXPO 2006 - CHICAGO



Chicago has always been at the forefront of architectural and engineering innovation. Known as a city of contrasts, Chicago experienced two booms in the construction of commercial buildings - the period after the Great Fire of 1871 in which 18,000 buildings were consumed across 4 square miles, and the early 1890's in preparation for the World Columbian Exposition, known as "The White City".

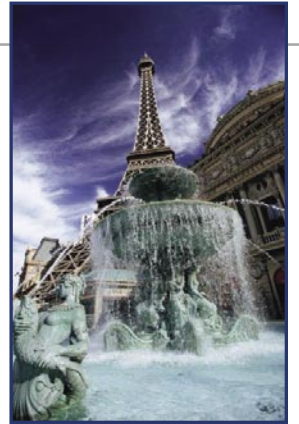
The windy city's 19th century, world-renowned architects were also accomplished engineers. Forced to confront the limitations of Chicago's weak, sandy soil, architects often produced innovations that defined the forefront of a movement toward functional commercial architecture, and together with the introduction of steel and concrete, they gave rise to the birth of the Skyscraper.

The 2006 AHR Expo will honor Chicago's spirit of innovation, and you'll be sure to be caught up in the can-do push into the ground-breaking future.



WESTERN USA DEALER MEETING

In October, Reliable Controls® hosted the 2005 Western USA Dealer Meeting at the JW Marriott Las Vegas Resort and Spa at Summerlin, NV. Along with presentations, discussions, golf, and a tour of the Hoover Dam, achievement by our Dealers in 2004 was also recognized.



Honorable Mention was awarded to Control Network Services of Colorado Springs for their persistence, and shared experience with multi-vendor BACnet® projects.



The Entrepreneur of the Year was awarded to Advanced Building Solutions of Las Vegas in recognition and appreciation of their substantial new growth in the region.

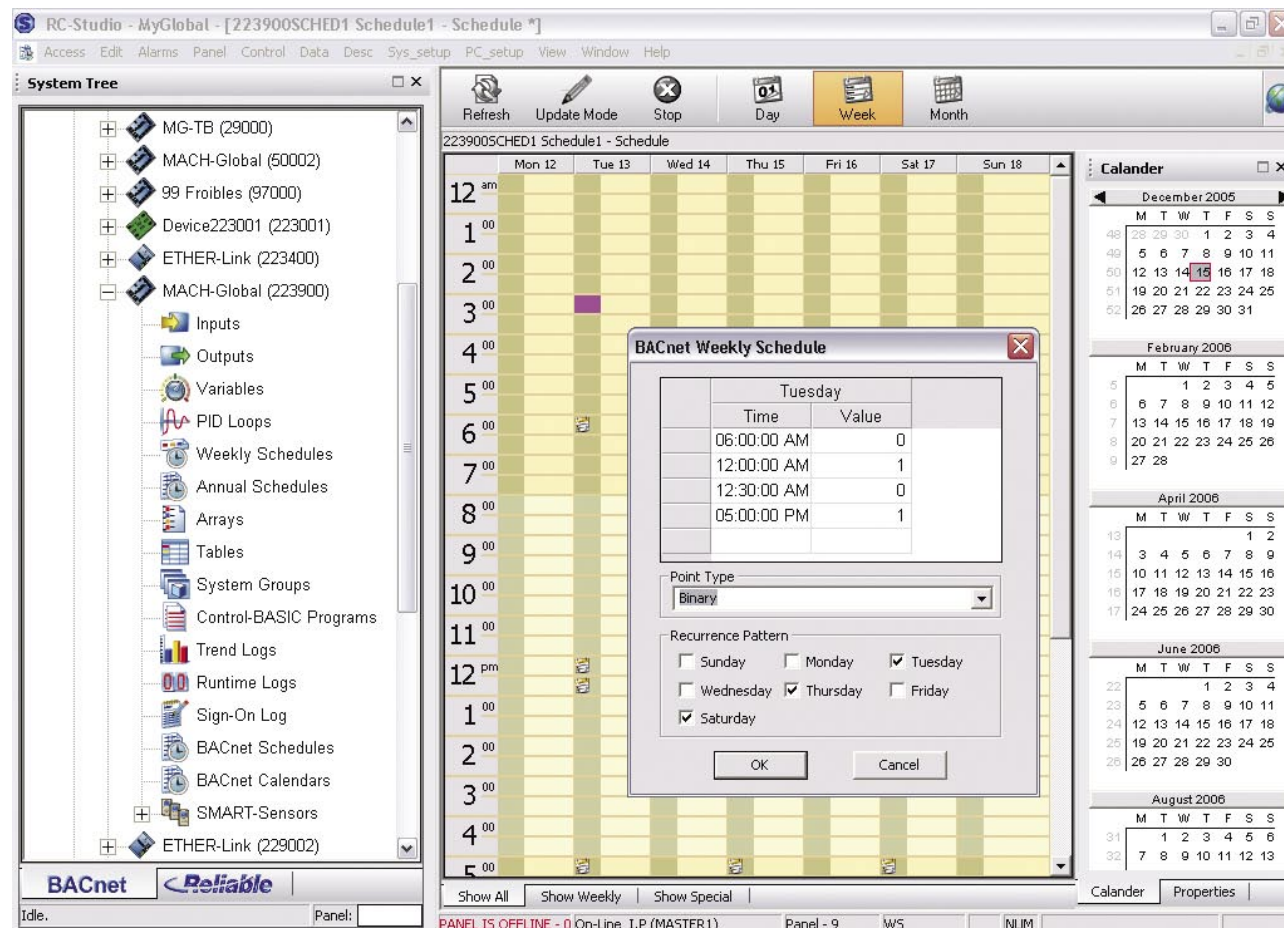


The MVP of the Year was awarded to Automation Solutions Group of St. Louis in recognition and appreciation of their excellence achieved in all aspects of business. Since 1983, Automation Solutions Group has been providing complete HVAC design and construction services in both mechanical and temperature control systems and prides itself on being one of the few companies licensed in both contracting and engineering.

The Top Sales of the Year was awarded to Enviromatic Systems of Dallas in recognition and appreciation of their highest sales contribution in the region. Enviromatic Systems is an independent controls contracting firm serving the North Texas area since 1973. With a staff that averages 20+ years experience in the HVAC industry, Enviromatic Systems specializes in the installation and commissioning of HVAC Building Automation, and Energy Management Systems.

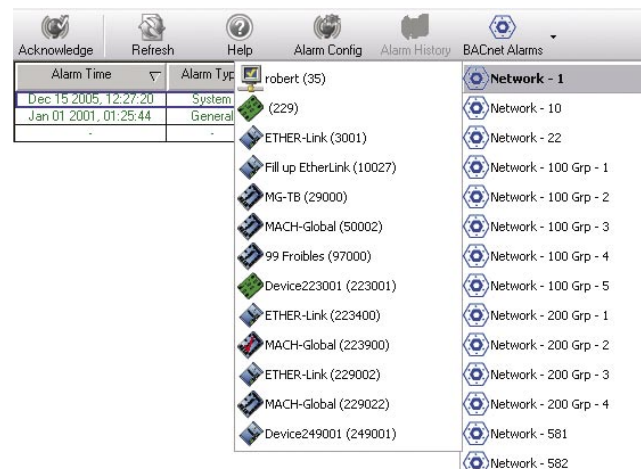


The 2004 Dealer of the Year was also awarded to Enviromatic Systems of Dallas for achieving the top sales of all Dealers in all regions. This is the fourth year in a row that Enviromatic Systems has won the Dealer of the Year award due in large part to its commitment to aggressive growth and the addition of a new Service Department.

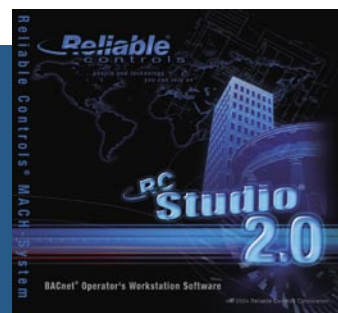


BACnet Schedules

BACnet Alarms



2006 will see a new upgrade of RC-Studio 2.0 released by the end of Q1. The upcoming RC-Studio 2.0 enhancement will be free for current RC-Studio clients and will support advanced BACnet® points, including BACnet Schedules, BACnet Calendars, and BACnet Intrinsic Alarms. The new RC-Studio version will also be backward compatible to support weekly schedules and annual schedules under the Reliable Protocol.



RELIABLE CONTROLS® IS PLEASED TO

ANNOUNCE THAT A NUMBER OF CAREER

OPPORTUNITIES ARE CURRENTLY AVAILABLE.

Visit www.reliablecontrols.com to find up-to-

date career and employment opportunities with

Reliable Controls® Corporation and our authorized

dealer network.

Reliable controls

Reliable Controls is a manufacturer and worldwide distributor of innovative microprocessor-based Direct Digital Controls (DDC) for use in the building automation industry.

**REGIONAL SALES MANAGER
MIDWEST USA REGION - Chicago, Illinois**

We are looking for a Midwest-based Regional Sales Manager who is a self-starter and career oriented individual with a proven track record of delivering outstanding sales results in our industry. The ideal candidate will have been successful in specifying HVAC controls (DDC) products and have demonstrated the ability to grow a productive and customer-focused Dealer network. In addition a university degree is desired, preferably in Engineering, and 10+ years of applicable selling experience in our industry. Preference will be given to those candidates demonstrating an in-depth technical knowledge of DDC products including software, hardware, and networking. Travel throughout the region will likely take up to 50% of your time.

Reliable Controls offers a competitive salary/commission plan and comprehensive benefits to the highly motivated sales professional who wants to join the team of this steadily growing company. Please e-mail or fax your application letter and resume to:

E-mail: tzaban@reliablecontrols.com
Fax: (250) 475-2096
Attention: Tom Zaban - VP Sales & Marketing

Reliable Controls Corporation
3873 Airport Way
PO Box 9754
Bellingham, WA 98227-9754

...people and technology
you can rely on™

www.reliablecontrols.com

Reliable controls

Reliable Controls Corporation is a Victoria, BC based, high tech manufacturer of innovative computerized building automation systems used to control the every-day work environments of schools, hospitals, universities and other commercial facilities. Our product line consists of a series of imbedded micro-controllers and a suite of Windows and Web based software applications.

DDC INSTRUCTOR

We currently have a new full time position available for one DDC Instructor.

The primary responsibilities include: designing and developing training curricula for our training program, instructing face-to-face training courses, and developing content for our existing web-based training solution.

In addition to excellent teaching and desktop publishing abilities, the successful candidate must possess above average knowledge in mechanical HVAC systems, control sequences, and building automation systems. Although not mandatory, the company will favorably regard candidates who have demonstrated field experience with Reliable Controls products or similar competing products.

To learn more about this very exciting position, please email or fax your application letter and resume to:

Reliable Controls Corporation
120 Hollowell Road
Victoria, BC, V8A 7K2

Attention:
Thomas Zaban, PEng,
Vice President, Sales & Marketing
tzaban@reliablecontrols.com

...people and technology
you can rely on™

www.reliablecontrols.com

Reliable controls

Reliable Controls Corporation is a Victoria, BC based, high tech manufacturer of innovative computerized building automation systems used to control the every-day work environments of schools, hospitals, universities and other commercial facilities. Our product line consists of a series of imbedded micro-controllers and a suite of Windows and Web based software applications.

APPLICATION ENGINEER

We currently have a new full time position available for one Application Engineer.

The primary responsibilities include: developing application codes, libraries, and graphics for our products, and documenting the wiring and integration process for peripheral sensors and third party BACnet products. Providing in-the-field and telephone trouble shooting may also be required, in addition to, supporting our technical writer with the production of technical bulletins, software manuals, and other technical documentation.

The successful candidate must possess above average knowledge in mechanical HVAC systems, control sequences, and building automation systems. Although not mandatory, the company will favorably regard candidates who have demonstrated field experience with Reliable Controls products or similar competing products.

To learn more about this very exciting position, please email or fax your application letter and resume to:

Reliable Controls Corporation
120 Hollowell Road
Victoria, BC, V8A 7K2

Attention:
James Puritch, PEng,
Hardware Engineering Manager
jpuritch@reliablecontrols.com

...people and technology
you can rely on™

www.reliablecontrols.com

JOB OPENINGS

WWW.RELIABLECONTROLS.COM/CORPORATE/EMPLOYMENT

Project profile

Metropolis at Metrotown



Metropolis at Metrotown is the largest shopping mall in British Columbia, and the second largest in Canada. In addition to an entertainment complex and direct Skytrain access, the Metrotown complex consists of 470 stores under one roof, over 1 million square feet of covered parking, and two 30-storey office towers. Over 18 million annual guests visit the Metropolis at Metrotown complex.

The Reliable Controls® MACH-System™ installed at Metrotown controls the HVAC in twin 30-storey office towers, exhaust systems for a one million square foot parkade, controls for 4 boiler plants and 6 chiller plants, and dozens of rooftop units serving the mall, walkways, and administration areas. The tenant retail spaces are heated and cooled with fancoils in each tenant space. A BACnet® connection is employed to communicate with 3 McQuay chillers and 8 Rooftop Units.

The Reliable Controls® MACH-System™ installed at Metrotown is monitored and controlled from 8 on-site operator workstations that run RC-Studio®. Remote browser access using RC-WebView™ provides robust and secure thin-client communications to the Metrotown environment.



RC-WebView™ 2.0



ETHER-Link™ Portal

RETAIL

Project Name:

Metropolis at Metrotown

Location:

Burnaby, British Columbia, Canada

Market Segment:

Retail

Project Type:

HVAC

Installation:

Retrofit

Total Area:

157,935 m² (1.7 million ft²)

Equipment Installed:

3 MACH-Global™

4 MACH-Net™

1 ETHER-Link™

22 MACH2™

65 MACH1™

1 RC-WebView™

Network:

Fiber-optic Ethernet - EIA-485

Integration:

BACnet®

Total System Points:

2,200 +

Reliable Controls® Dealer:



Reliable
controls

...people and technology
you can rely on™

www.reliablecontrols.com