



THE OFFICIAL QUARTERLY NEWSLETTER OF RELIABLE CONTROLS[®] CORPORATION



Building the Dragon



BUILDING THE DRAGON



In August 2006, Reliable Controls® began planning its first office in the Pacific Rim. Jump forward to 2008 and all the pieces are in place to launch a China headquarters in Shanghai.

For the position of General Manager for China and Hong Kong, Reliable Controls® is pleased to announce the hire of Richard Yu who has been employed in the Building Automation Industry since 1990. Throughout his well-balanced career, Richard has held many key positions including: Project Engineer for Rose Technology in Toronto, ON; Performance Contract Manager for Honeywell in Hong Kong; Sales Manager for Siemens Building Technologies in Hong Kong/ Greater China; Service Manager for Siemens Building Technologies in Hong Kong; General Manager for Siemens Limited in Shanghai;

and briefly as Business Manager for Schneider-Electric, TAC Division in Hong Kong. Prior to starting his career in Building Automation Systems, Richard worked for eight years with Trane, Hong Kong as a Regional Sales Engineer, then as the Refrigeration Department Manager for Trane, Toronto for two years, where he provided technical support to over 50 field engineers across Canada.

The Shanghai office is scheduled to open on January 1, 2009. During the lead up to the official opening, Richard will be learning our products and processes, translating key technical documents into Chinese, organizing China-based suppliers for marketing materials, and most importantly, lining up contractors in China and Hong Kong to become new Reliable Controls® Authorized Dealers.

It is with confidence that Reliable Controls® is proceeding with this expansion. Even in the face of the current downturn in global markets, the Building Automation Industry is still vibrant and well fortified. On the heels of record quarters for sales and units shipped, we are excited about expanding into the land of the dragon. In all aspects of growing the Chinese office, Reliable Controls® will follow the saying on the front cover of the Trend, “Each step takes you higher.”



The same text holds true for the Chinese building industry and its struggle to find the green path. After the global focus of the summer Olympics, China finds itself at a crossroads. According to an article in the Asian Times written by freelance journalist Josh Adams, every year for the next 20 years, up to 10 million people will move from China's countryside to urban areas, a migration that will place huge demands on existing infrastructure, and on the environment. On average, urban Chinese use three times more energy than their rural counterparts, and by 2020 China will account for 16% of the world's total energy consumption.

In China's current Five Year Plan (2006-2010), the government has tried to turn away from the growth-driven policies of the previous administration and move toward sustainable development, demonstrating the desire of the country's leaders to address China's dire environmental problems.

One of the key objectives of the plan is to reduce the amount of energy required to produce a unit of gross domestic product (GDP) by 20%, and China's total discharge of carbon dioxide by 10%. In the coming years, China will face a projected migration of millions into the industrial centers spanning the length of the country's east coast, and to meet the demand for living and working space, China urgently needs to erect 100 million new homes, and huge numbers of office blocks, making it the largest construction site in the world. If China hopes to cap and control its growing energy requirements, it will have to go green in a big way if these targets are going to be realized. With over 2 billion square meters of new Chinese floorspace added last year alone, the challenge is daunting considering China's green movement is still a growing seed.

Because sustainable construction in China is still in its infancy, there are many obstacles. China has already made large strides in colossal projects with 11 “eco-city” projects under construction and 140 building projects, but few foreign experts feel these projects would pass a genuine international green test – involving low energy use, low cost, recycling water systems, and “intelligent” integrated design and materials.

Despite the latent skepticism over large-scale projects like Dongtan, an eco-city currently under construction on a Manhattan-sized island in the mouth of the Yangtze River, the trend toward sustainable buildings in China is nevertheless gaining momentum. In November 2005, the US Green Building Council (USGBC) presented awards to 10 Chinese real estate developers and government leaders for their “pioneering work in transforming the world's largest building industry”. The developers, representing some of China's largest construction companies, had one thing in common: they were the first private sector companies to pursue the USGBC's LEED certification.

In 2003, the Century Prosper Center, a 150,000 square meter twin office tower in Beijing's Central Business District, was the first large commercial project in China to be registered for LEED. Another milestone was reached in 2005 when the Coastal Greenland Group took the decision to seek LEED for Neighborhood Development (LEED ND) registration for a large mixed-use development, also in Beijing. In total there are now 50 construction projects across China that have applied for LEED certification.

There are plenty of people on hand to give China help in the sustainability arena. Starting in 2002, the US-based Natural Resources Defense Council began work with the Chinese Ministry of Science and Technology on constructing the Agenda 21 Energy-Efficient Office Building in Beijing. This “living building”, which uses 70% less energy than similar government buildings and saves 10,000 tons of water a year through rainwater collection, was the first building in China to receive an LEED Gold rating in 2006.

For Reliable Controls®, the company is committed to a strategy that will empower building owners, controls contractors, and facility operators. With our expanding BACnet product line, and open business philosophy, we will help China step higher in its implementation of reliable Internet-connected building controls.



GREEN OVER GREED



In the wake of the current economic crisis, the green building movement has demonstrated a resilience that shows no signs of slowing down. This resilience stems in part from grass roots inertia and a growing desire to curb cost through demand side efficiency. According to Rick Fedrizzi, CEO, President and Founding Chair of the US Green Building Council, the green building movement originated from the desire of individuals to improve the world they inhabit. “Before there was a single government green building policy, before the business community stood up and took notice, before there was a LEED – there was you ... and every single one of us has a contribution

to make towards pulling our country out of this crisis.” In a recent open letter to members of the US Green Building Council, Rick predicts continued growth in the building automation market due in part to the increased drive to take what has been learned from the greening of new construction projects and applying the same treatments to retrofit projects.

To take the idea of individual environmental accountability to a higher level, municipalities are now boldly stepping up to the plate of green responsibility. At the end of September, Reliable Controls® attended the Green Sustainable Building Controls conference in Dallas, Texas. Of particular note was the “Sustainability in Dallas, Texas” session presented by Ms. Zaida Basora, who is a registered architect with over 20 years of experience in design, construction, and contracting. She helped implement an Electric Energy Procurement Program for the City of Dallas in 2001, the LEED green building program in 2003, negotiated the City’s first energy services contract in December of 2003, and participated in the Environmental Advisory Task Force. This led to the expedited implementation of the Building Inspection review process for LEED and Energy Star in 2004. She is currently implementing an Environmentally Preferred Procurement Program in her role as Assistant Director and Purchasing Agent for the Dallas Department of Business Development and Procurement. Dallas is becoming a leading example of how the green movement has been embraced by municipal governments when state/provincial and federal governments have failed to act. In this manner, civic pride and common sense play major roles in fueling the green movement.

Dallas has embarked on an ambitious green program with an aim to claiming the title of “Greenest City in the US”. The city’s five-year old green building program has been made a top priority of the mayor’s office and the Dallas city council. While economic development is the cornerstone of the Dallas green movement, Dallas has moved beyond “dollars saved” as the sole measuring stick of success, adopting the LEED standard for all city buildings over 10,000 square feet. As a result, the city of Dallas currently has 170 projects seeking LEED certification. In addition to LEED certification, Dallas has established a Green Building Task Force populated with members of the residential and commercial community to help Dallas become carbon neutral by 2030. To facilitate the move forward, milestones have been set – the first is to meet the US Mayors Climate Protection Agreement declaration to see a 7% reduction in Greenhouse Gas Emissions by 2012.



BIG NEW PROJECTS

EAST CENTRAL GEORGIA REGIONAL LIBRARY HEADQUARTERS

Reliable Controls® Authorized Dealer, SouthEast Automated Systems of North Augusta, South Carolina have been awarded a new construction project in nearby Augusta, Georgia – the East Central Georgia Regional Library Headquarters. The new headquarters will manage over a half a million assets and serve over 300,000 inhabitants of the local area. As well, the new headquarters will oversee fifteen libraries in five counties and the Talking Book Center of the East Central Georgia Regional Library. All of the libraries in the area are equipped with catalog computer access, and all have public-use computers for Internet access and office applications. The city of Augusta has been pursuing this new library for almost a decade and plans for project completion in the Summer of 2010. The scope of the 90,000 square foot development calls for the installation of 96 MACH-Air™ controllers with SMART-Sensors, 4 MACH-Zone™ controllers, 6 MACH2™ with expansion modules, and 5 site licenses of RC-Studio® 2.0.



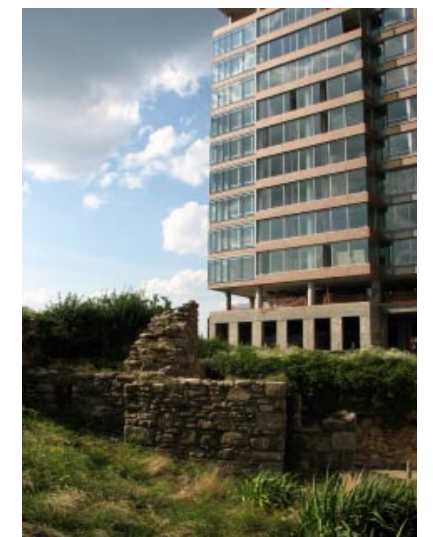
TWO CONSTITUTION SQUARE

Pritchett Controls, a Reliable Controls® Authorized Dealer in the Washington DC area has succeeded in securing a new large project, Two Constitution Square. This specific phase of the Constitution Square project will encompass the 521,000 sq/ft recently secured by the US Department of Justice. This 12-storey office building is part of the NoMa (North of Massachusetts Avenue) submarket of Washington DC. The first phase of development, which will total 1.6 million square feet, will break ground in April of 2009 and deliver in 2010.



BATTERY PARK CITY

On Manhattan’s southernmost point, Battery Park City sits on the East and Hudson Rivers with commanding views to Governor’s Island, Staten Island, the Statue of Liberty, and Ellis Island. Reliable Controls® Authorized Dealer, Energy Control Service, has confirmed that they have been awarded the controls contract for Sites 23 and 24, two of the last undeveloped parcels in Battery Park City. The two residential buildings will stand at 22 and 24 stories but will share a single floor plate to accommodate a parking garage and community center at their base. The Site 23 building will be home to nearly 300,000 square feet and be completed by late 2010. The Site 24 building will have 460,000 square feet and open in early 2011. Both buildings have been designed to earn LEED Gold certification by using such features as solar panels, fuel cells for electric power, blackwater recycling for toilet water and irrigation, and other water and energy-efficient systems for apartments and common spaces.



NEW DEALERS

WE'RE ON THE LOOK OUT FOR DEALERS IN:

RENO # LOS ANGELES # CHICAGO # PITTSBURGH
RICHMOND # VIRGINIA BEACH # TAMPA # PENSACOLA
ROCHESTER # CHARLESTON # PROVIDENCE # SAVANNAH
KANSAS CITY # BIRMINGHAM # MOBILE # JACKSON
CORPUS CHRISTI # LINCOLN # MEMPHIS # NASHVILLE
DETROIT # TULSA # OMAHA # FARGO

VISIT OUR WEBSITE AND CLICK THE CORPORATE >
DISTRIBUTION TAB TO LEARN MORE ABOUT BECOMING
A RELIABLE CONTROLS® AUTHORIZED DEALER.

OCEANSIDE, CALIFORNIA, USA



BROKEN ARROW COMMUNICATIONS

593 SEA LION PLACE, STE 104
CARLSBAD, CA
92010

UNITED STATES

MILWAUKEE, WISCONSIN, USA



ZIEN SERVICE

2303 W MILL ROAD
GLENDALE, WI
53209

UNITED STATES

MELBOURNE, VICTORIA, AUSTRALIA



ELECTCON

92 SLATER PARADE
KEILOR EAST, VICTORIA
3033

AUSTRALIA

DAHL AIR CONDITIONING

30 S LA PATERA LN
GOLETA, CA
93117

UNITED STATES

SANTA BARBARA, CALIFORNIA, USA



DCI

8606 E FREDERICK AVE.
SPOKANE, WA
99212

UNITED STATES

SPOKANE, WASHINGTON, USA



LEAD CONTROL

28 MOSHE SHARET ST.
PO BOX 5309
RISHON LEZION
75171

ISRAEL

TEL AVIV, ISRAEL



3IN1 CONTROL

5417 JILSON WAY
ELK GROVE, CA
95757-3504

UNITED STATES

SACRAMENTO, CALIFORNIA, USA



New Software Releases

After an extensive Beta test program, the fourth quarter of 2008 will see the release of RC-WebView™ 2.0 Update 1.40.

There are a number of high-profile new additions to RC-WebView™ 2.0, most notably the incorporation of BACnet Schedules, Calendars, Trend Logs, Alarms, and Workstation Groups. The Workstation Groups are created using RC-Studio® 2.0 and allow RC-WebView™ 2.0 and RC-Studio® 2.0 to access any Internet-connected BACnet® system without the presence of Reliable Controls® hardware. The Trend Log graphing interface has also been updated to be similar to that in RC-Studio® 2.0.

RC-WebView™ 2.0 is a BACnet Web server solution that provides a graphical browser interface to any Internet-connected BACnet system configured with RC-Studio® 2.0 groups. Using *Microsoft Internet Explorer* 6.0, or higher, RC-WebView™ 2.0 provides:

BACnet Web Services

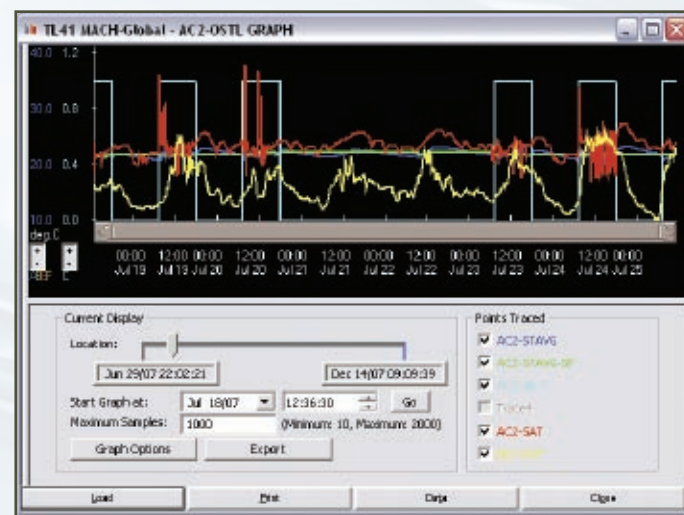
- BACnet Stack at the application's core
- Access to any third-party Internet-connected BACnet system configured with RC-Studio® 2.0 groups
- IE 6.0 browser support
- Easy configuration for new users
- Secure password setup
- Able to view, edit, override inputs, outputs, variables, and schedules
- Able to graph/print Trend Logs
- Able to view/acknowledge alarms

Seamless Integration

- Uses the same graphic files as RC-Studio® 2.0
- No custom export of graphics
- Fully configurable online help allows help files to be tailored to any application

Audit Trail

- Automatically records every change made by a Web user
- Tracks date, time, user, point effected, action, user embedded notes, etc.
- Always controlled by password security level



TREND LOG

RC-Archive™ 2.0, which also plays an important role in the latest installment of RC-WebView™ 2.0, was recently released. Users now have access to Trend Log archived data through their browser interface. Users can export the data, and apply a filter to locate data exceptions in the archived data.

Support for new operating systems has also been added – RC-Archive™ 2.0 can now be installed on *Microsoft Windows Vista* and *Microsoft Windows Server 2008*, in addition to *Microsoft Windows XP Pro*, and *Microsoft Windows Server 2003*. As well, RC-Archive™ 2.0 can be installed on either 32-bit or 64-bit operating systems.

RC-Archive™ 2.0 is a dependable, SQL-based data acquisition application that is used to create long-term Trend Log archives from multiple buildings. In addition to a slew of robust new features, improvements have been made to several key features.

- Installation and setup improvements, including drive selection and font settings for graphics inherited from RC-Studio® 2.0
- Cookies are no longer required
- Simplified error messages have been added for users, and an Error Log file for detailed errors
- Back arrows have been added to the graphics toolbar for improved navigation between graphics

Easy Setup

- Wizards guide the operator to provide easy setup
- Single selection to create archiving of all Trend Logs in a system, network, or controller
- Browse through multiple panels and create archives from multiple jobs

Automatic Connection

- While logging, RC-Archive™ 2.0 manages communication resources automatically

Graphing

- Graphing with zoom and pan capabilities
- Seamless graph of archive data with real-time data

Exporting

- Export directly to *Microsoft Excel*
- SQL database accessible by third-party applications

Automation

- RC-Archive™ 2.0 will log and report data without user intervention
- Runs as a *Microsoft Windows* service, or as a user logged in
- Archive size only limited by SQL licence and hard disk space



Trend Log			Status
4	1TL4	Enabled	+
5	1TL5	Enabled	+
6	1TL6	Enabled	+
7	1TL7	Enabled	+
8	1TL8	Enabled	+
9	1TL9	Enabled	+
10	1TL10	Enabled	+
11	1TL11	Enabled	+
12	1TL12	Enabled	+
13	1TL13	Enabled	+
14	1TL14	Enabled	+
15	1TL15	Enabled	+
16	1TL16	Enabled	+
17	1TL17	Enabled	+
18	1TL20	Enabled	+
19	1TL21	Enabled	+
Archive Name: ReliabHQ			Status: Enabled
Database Size: 22.18Mb			Connection Parameters:
IP: 192.168.1.8			

CONFIGURATION UTILITY



NEW BTL LISTINGS

Reliable Controls® is very pleased to announce that the MACH-ProCom™ and MACH-ProSys™ controllers have been officially added to the BTL listings.

The MACH-ProCom™ and MACH-ProSys™ controllers meet or exceed the BACnet Testing Laboratories (BTL) requirements for the BACnet Building Controller (B-BC) designation. Our latest BTL listings join the previously inducted MACH1™, MACH2™, MACH-Stat™, MACH-Zone™, MACH-Air™, MACH-Global™, and ETHER-Link™. The MACH-ProCom™ and the MACH-ProSys™ controllers are now shipping with the BTL mark and are featured on the BTL Product Listings page of the BACnet International site. The MACH-ProPoint™ is an expansion module and is covered as part of the MACH-ProCom™ and MACH-ProSys™ listings.

The BACnet Testing Laboratories are a branch of BACnet International which offers a product testing and listing program for products that have been submitted for BACnet® capability. The BTL's authorized laboratories test the BACnet® functionality of a product to a set of requirements developed by the BTL that are based on the ASHRAE Standard 135.1. A product must meet the BTL's mandatory requirements to be eligible for BTL listing.

For a complete listing of BTL approved products, visit ...

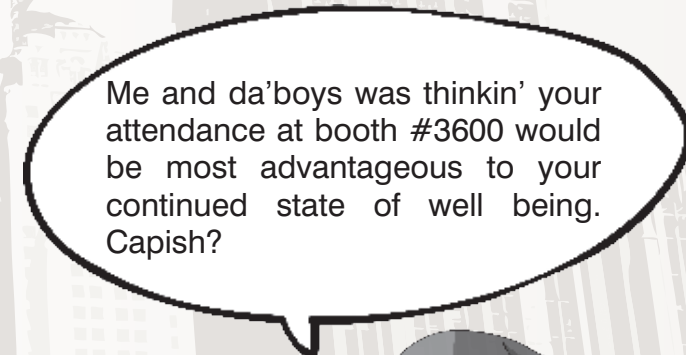
www.bacnetinternational.net/btl/



January 26-28, 2009
McCormick Place
North & South Halls
Chicago, Illinois

The 2009 AHR Expo will be held this year in Chicago, January 26-28 at the McCormick Convention Center. As with previous AHR Expos, Reliable Controls® will be Mister Big. Word on the street says this year's Big Job will be the coming out party for the SMART-Space Controller, a fully programmable BACnet Application Specific Controller ideal for small applications that require complete controllability in a compact, economical package. Other knockout features include a large, backlit display which is fully configurable to allow changes to points, overrides, and schedule. This product is sure to be a Big Hit and ships from the docks with up to 3 inputs and 4 outputs. Real-time clock, humidity, occupancy sensor, and units selector switch are options which we respectfully encourage.

From the best in major league sports to the soulful strings of Chicago Blues, from the wonders of the Field Museum to the ghost of Al Capone, there's nothing like *Sweet Home Chicago*.



Me and da'boys was thinkin' your attendance at booth #3600 would be most advantageous to your continued state of well being. Capish?

Solutions for sustainability



Dockside Green

A 15 acre brownfield site transformed into the world's first LEED platinum certified neighbourhood development. (www.docksidegreen.com)



According to the US Green Building Council, CO₂ emissions from buildings are predicted to grow faster than any other sector. Our Internet-connected building controls can help to reduce the carbon footprint of your building for the benefit of future generations.

people and technology
you can rely on™



www.reliablecontrols.com

Reliable[®]
controls