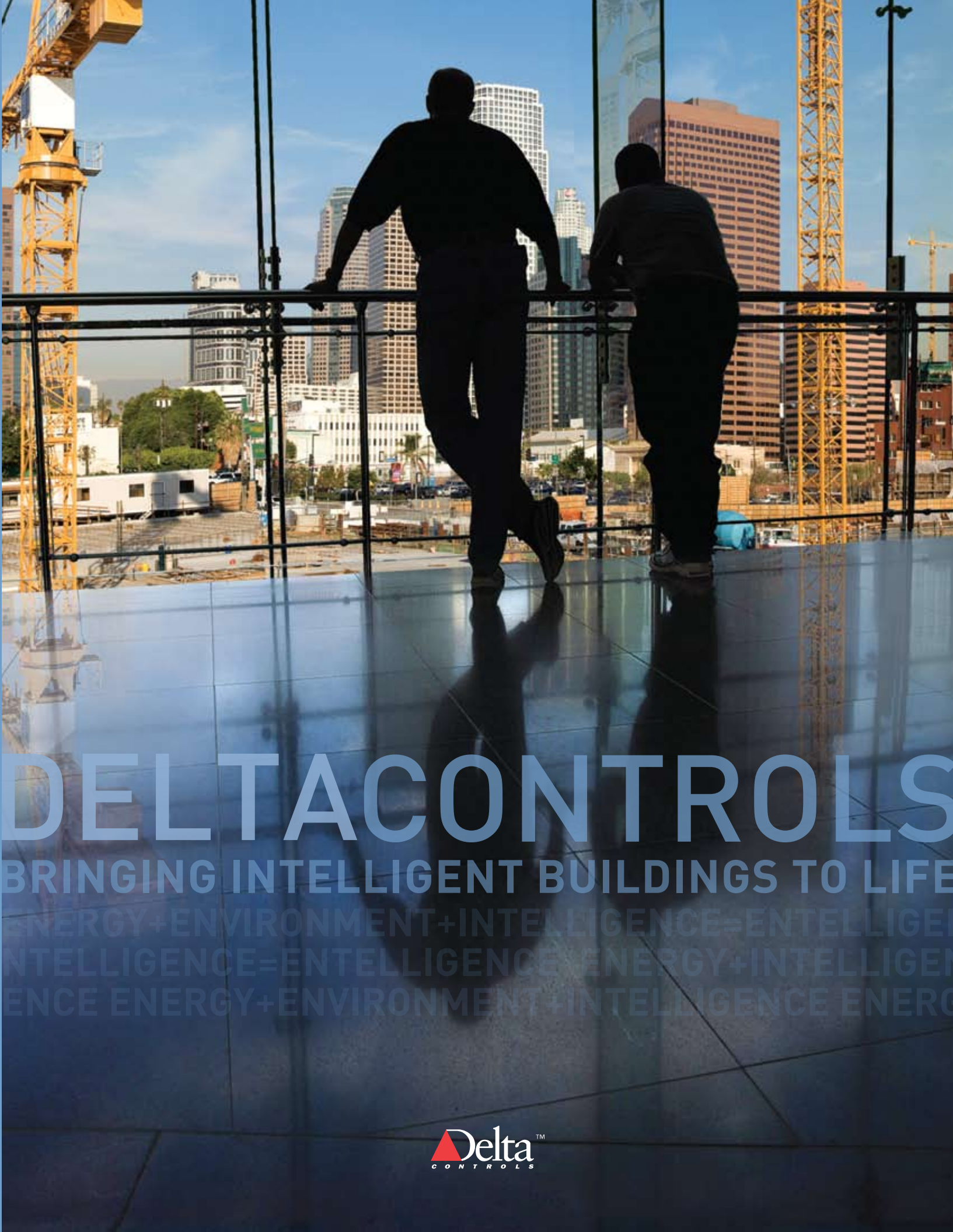




DELTA CONTROLS

BRINGING INTELLIGENT BUILDINGS TO LIFE

ENERGY+ENVIRONMENT+INTELLIGENCE=INTELLIGENCE

INTELLIGENCE=INTELLIGENCE ENERGY+INTELLIGENCE

INTELLIGENCE ENERGY+ENVIRONMENT+INTELLIGENCE ENERGY



A MESSAGE FROM *the* PRESIDENT

It's not enough for our systems to control a building's environment. We must minimize energy consumption while reducing the carbon footprint. By doing so, we will help in the fight to reduce climate change one building at a time.

BRIAN GOODCHILD, Co-Founder of Delta Controls



Welcome to Delta Controls

At Delta Controls we believe that intelligent control systems are the foundation of intelligent buildings. So we design integrated solutions that allow buildings and facilities, institutions and campuses to monitor and control their own systems, and to run as efficiently as possible. In short, intelligent buildings brought to life by Delta Controls and its Partners are safer, more comfortable and consume less energy. All of which is good for owners, occupants and the planet at large.

Earthright: Delta Controls' focus on sustainability

For more than 30 years Delta has constantly developed innovative products to make it easy for any kind of building, large or small, to reduce energy consumption and costs. But given the state of climate change in our world today and the finite availability of natural resources, even more needs to be done.

To that end, we are motivating our Partners and employees to align with green practices, and we designed our new North American manufacturing facility to be as green as possible. Most importantly, we have created a new generation of automated controls—our enteliSYSTEM™— to help buildings save as much energy as possible.

Our hope is that employees, Partners, customers and communities focus on initiatives, programs and ideas that are right for our world. To honor such efforts, Delta Controls will recognize deserving buildings and individuals for their commitment to sustainability.

It's a simple fact: Intelligent, energy-efficient buildings promote a greener planet. So Delta will continue to develop people, products and Partners to create building environments that are healthy for occupants and good for the Earth. The world is changing. Delta Controls has a way of helping.

With over 250 distributors, and installations in more than 70 countries, Delta Controls is recognized as a market leader in the manufacture of open-protocol building automation systems. Our world-class technology, combined with our approach to business, attracts exceptional engineers to our company and high-caliber system integrators to the Delta Partner distribution network.

The Delta Controls Philosophy: Do it right

In 1980, two engineers faced a critical decision: Lose the confidence of a key customer because their controls supplier could not deliver products on time, or develop products themselves to meet delivery and performance commitments. This dedication to outstanding customer service and superior product performance has served as the

foundation for Delta Controls and its innovative, integrated solutions for native BACnet® HVAC, Access and Lighting controls. The core of our culture and promise to our customers is the same today as decades ago: Do it right. Whether in the factory or on the site, do what it takes to do the job right, all the time, every time.

The Delta Controls Mission:
Bringing intelligent buildings to life

Our *vision* is to produce remarkably intelligent products and innovative building solutions that allow buildings to think for themselves, all to help empower people and preserve our planet. Our *core value* is to Do it right, the foundation of all phases of our business and the inspiration for our employees' and Partners' actions day in and day out. Together, vision and value guide the fulfillment of our *mission: To bring intelligent buildings to life.*



THE RISE of THE INTELLIGENT BUILDING

The Delta approach: In a word, intelligent. Delta Controls' vision is to develop innovative product technologies and solutions that will enable truly intelligent buildings—efficient for their owners, healthy for the occupants, and good for the Earth. Our vision of the intelligent building is one with systems that intercommunicate to maintain operational effectiveness, security, and energy efficiency.



The world of building construction continues to evolve. Advanced design and environmental demands require even more innovative system controls, all connected on converged networks. Office towers and hotels have multiple lighting and HVAC needs, universities must manage diverse systems across large campuses, airports and hospitals have strict access requirements. Building owners also want integrated systems, remote energy management capability, and the freedom to choose the solutions that best fit their needs. More

importantly, the planet demands that every building—new and old—be as energy efficient as possible. In short, the call for intelligent buildings has never been greater.

Simple solutions for intelligent buildings

From our very first controls system to our industry-leading wireless product platforms, Delta Controls has taken an innovative approach to automated building solutions: Simplify complex systems. Make them a natural extension of the operating engineers' eyes, ears and hands.



Ensure product uniformity and modularity so customers can “grow” their systems. Design solutions to be as easy as possible to install and operate, thereby saving customers time and money. Empower buildings to become more intelligent in their operation, robust in their control and efficient with their energy use.

Intelligent Systems

Working toward our vision, Delta Controls was the first company in the world to develop a BACnet solution for Card Access and Lighting controls to complement our HVAC controls line. This breadth of product solutions creates a truly integrated architecture. Being able to program, schedule and monitor these systems from the same operator workstation with the same programming tools makes it simple to accomplish complex sequences often found in sustainable buildings.

Delta Controls is proud to count itself as one of BACnet's early contributing members and continues with its leadership role in the BACnet community. Delta has contributing members in all of the international BACnet Interest Groups (BIG), is a founding member of BACnet International and BIG-CN (China), and has representation on BIG-NA (North America), BIG-EU (Europe), BIG-RU (Russia), BIG-ME (Middle East) and BIG-IT (Italy).

To our way of thinking, integrated systems work better than stand-alones, and you should be able to choose the best technology for your building. Which is why we've been on the leading edge of developing the open BACnet protocol from the beginning, and have developed the most robust top-to-bottom BACnet system in the industry.

Our solutions seamlessly integrate BACnet systems from different manufacturers so that they talk to one another today, and are able to incorporate new technology in the future. In fact, Delta developed the world's first fully integrated system of native BACnet controllers for HVAC, Access and Lighting control. Much of our innovation in Card Access and Lighting has been used to develop BACnet's support for those systems.

The results? HVAC, Lighting, Access, CCTV and more can be controlled from a single operator workstation or any remote site with Web access. And building owners are no longer held captive by a proprietary system; they're free to choose the best technology available that meets their particular requirements and budgets.

Our BACnet credentials

Since 1993 we have been instrumental in the protocol's development and evolution. Almost two decades later, Delta Controls remains actively committed to BACnet and continues with its leadership role in the BACnet community.

Perhaps best exemplifying our dedication to BACnet is the involvement of Delta Controls' co-founder Raymond Rae, who is a founding member of BACnet International and who has served on its Board of Directors since inception. Delta Controls is also a voting member of the BACnet Testing Laboratories (BTL) working group.

Not content to just lead in protocol development, we have always been high achievers in the BACnet world: A first to achieve BTL listing in Building Controller (B-BC), Advanced Application Controller (B-AAC), Application Specific

Delta Controls Key Contributions to BACnet

ASHRAE's Standing Standard Project Committee 135

Life Safety and Security Working Group

Testing and Interoperability Testing Group

Lighting, Objects & Services Working Group

Network Security Working Group

BACnet International Board of Directors

BACnet International Steering Committees

Controller (B-ASC), and most recently Advanced Operator Workstation (B-AWS). We have always stayed current with latest implementation of the standard as it evolves with the changing needs of the industry and end-users.





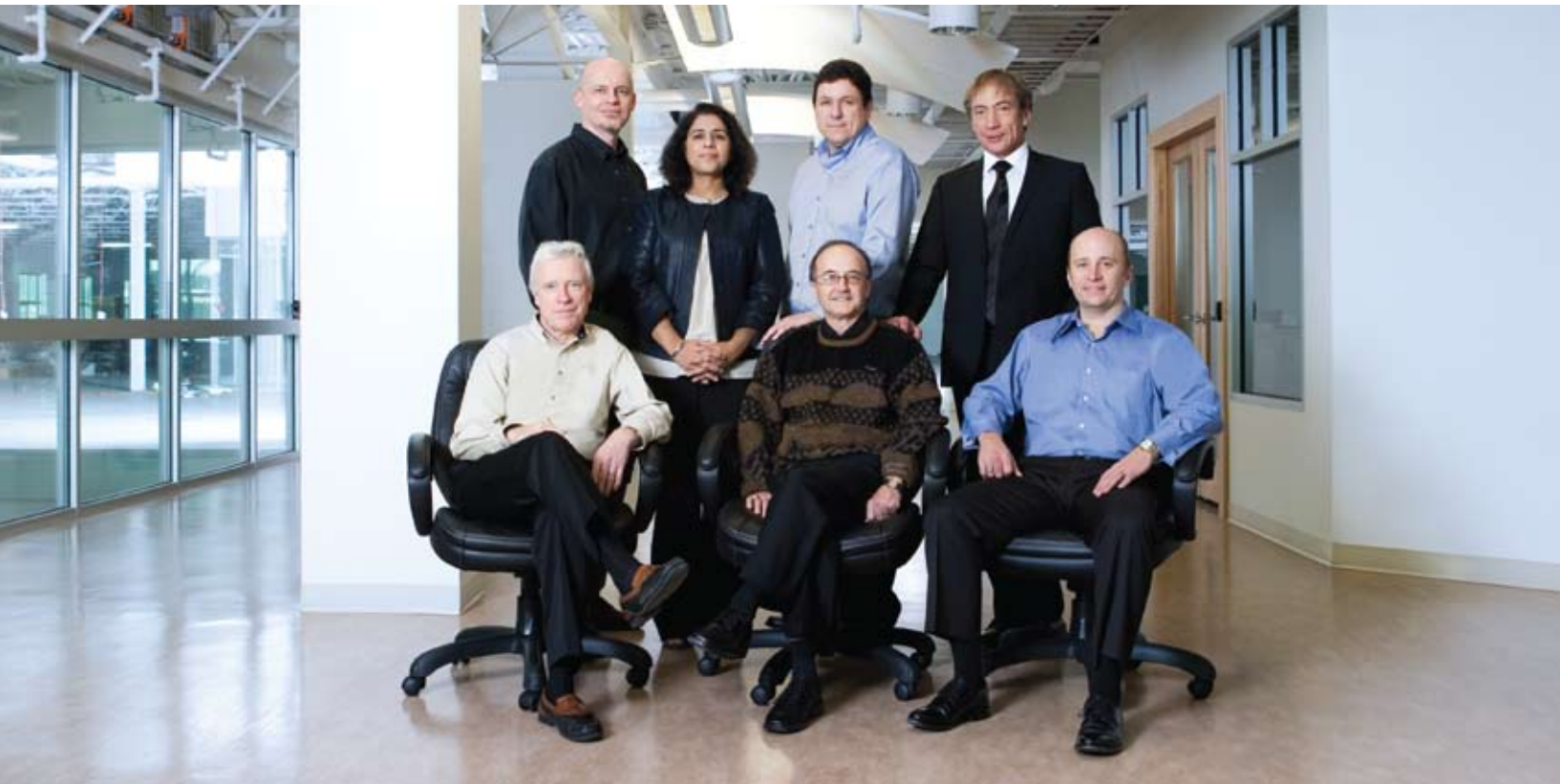
Don't just take our word for it:
The Frost & Sullivan Award

It's not unusual for companies to write of their history and innovations. What is unusual is when independent experts also acknowledge those achievements. Delta Controls has been so honored; receiving the prestigious Frost & Sullivan Award for Product Innovation and Differentiation.

Delta won this award for its "integrated building automation solution encompassing HVAC, lighting, and access control. Delta has been at the forefront of delivering universal BACnet platforms to its customers with a unified infrastructure that improves building efficiency, maximizes cost savings, and reduces greenhouse gas emissions. Additionally, the award recognizes Delta Controls' sound business strategies, which include superior product development in controls and user interface, dedicated customer service and partnership programs, continued global expansion, and active involvement in major issues pertaining to intelligent and green buildings."

Frost & Sullivan is a research and consulting firm that covers 10 industries and 31 markets with more than 1,700 industry consultants, market research analysts, technology analysts and economists globally. Since 1961, the firm has been dedicated to the analysis and forecasting of high-tech markets, conducting a rigorous selection methodology unmatched by any other firm.

THE INTELLIGENT COMPANY *behind* INTELLIGENT BUILDINGS



Standing	Timo Kinna	Bobbi Bhangu	Lee Dickson	Brian Goodchild
Sitting	Raymond Rae	Alan Waddell	Brian Dutt	

From product development to technical support, Delta Controls relies on some of the best and most experienced minds in the business. Our innovative approach to design and service is not just confined to the plant floor either. We send teams of engineers to job sites in order to see what problems installers and operators face day to day. We reinvest a significant amount of revenue into R&D, which allows us to take that field experience and develop products that are easier to install and simpler to use.

Product quality and reliability are a core focus of our organization. As an ISO Certified Manufacturer (ISO9001:2008), we make a significant investment in product testing—from simulation walls to real world situations—to ensure performance and reliability. Once installed, Delta Controls work tirelessly to enhance your building's performance.

Delta Controls system integrators: Partners in excellence

Our global network of Delta Controls Partners represents some of the most talented, independent control system integrators in the world. Each has demonstrated the technical qualifications, expertise and project experience to satisfy your most demanding requirements. Delta Controls has also entered into strategic partnerships with some of the largest and most innovative companies in the world to develop and deploy the most intelligent building solutions imaginable.

Delta Controls' global Partner Council provides guidance for ongoing product development, marketing and sales initiatives. These groups ensure that Delta Controls stays focused on the business drivers and needs of our Partners and their clients for all types of facilities, large and small worldwide.

Do It Right Certification Program

To maintain strict levels of excellence, Delta Controls has created the Do It Right Certification Program for its Partners. In order to be Do It Right Certified, the Partner organization must earn certifications in IT Training, Energy Management and Green Building. Partners are also required to have achieved specified levels of Delta Controls-supervised training. A customer feedback program provides information to the Delta Controls Partner on how they are performing, and insight into areas of their organization that may need more focus.

An intelligent approach to service

At our own headquarters, Delta Controls engineers make themselves readily available to answer any questions our customers may have. "George" is a special section of Delta Controls' website where Partners can find the latest in product information and support. And our Partners often help each other with installation solutions via online chat rooms.

INTRODUCING enteliSYSTEM: *How INTELLIGENT BUILDINGS GET THAT WAY*

At Delta Controls, our products are a means to your ends. As a building owner or operator, you likely have objectives relating to operational efficiencies and response times, reductions in energy consumption, measures affecting carbon emissions, and targets in occupant comfort and safety. These are exactly the drivers that we have focused on in the development of our enteliSYSTEM product platform.

enteliSYSTEM embodies the most advanced thinking in environmental, energy and intelligent solutions. For instance, our enteliWEB™ allows owners and operators to monitor and assess building performance information through an intuitive graphical dashboard interface. Our enteliMESH™ wireless technology enables rapid deployment of sensors and controls to ensure your facility is optimizing its energy use while maintaining client comfort. Delta Controls' enteliTOUCH™ building controller is an integrated touch screen and building controller that provides

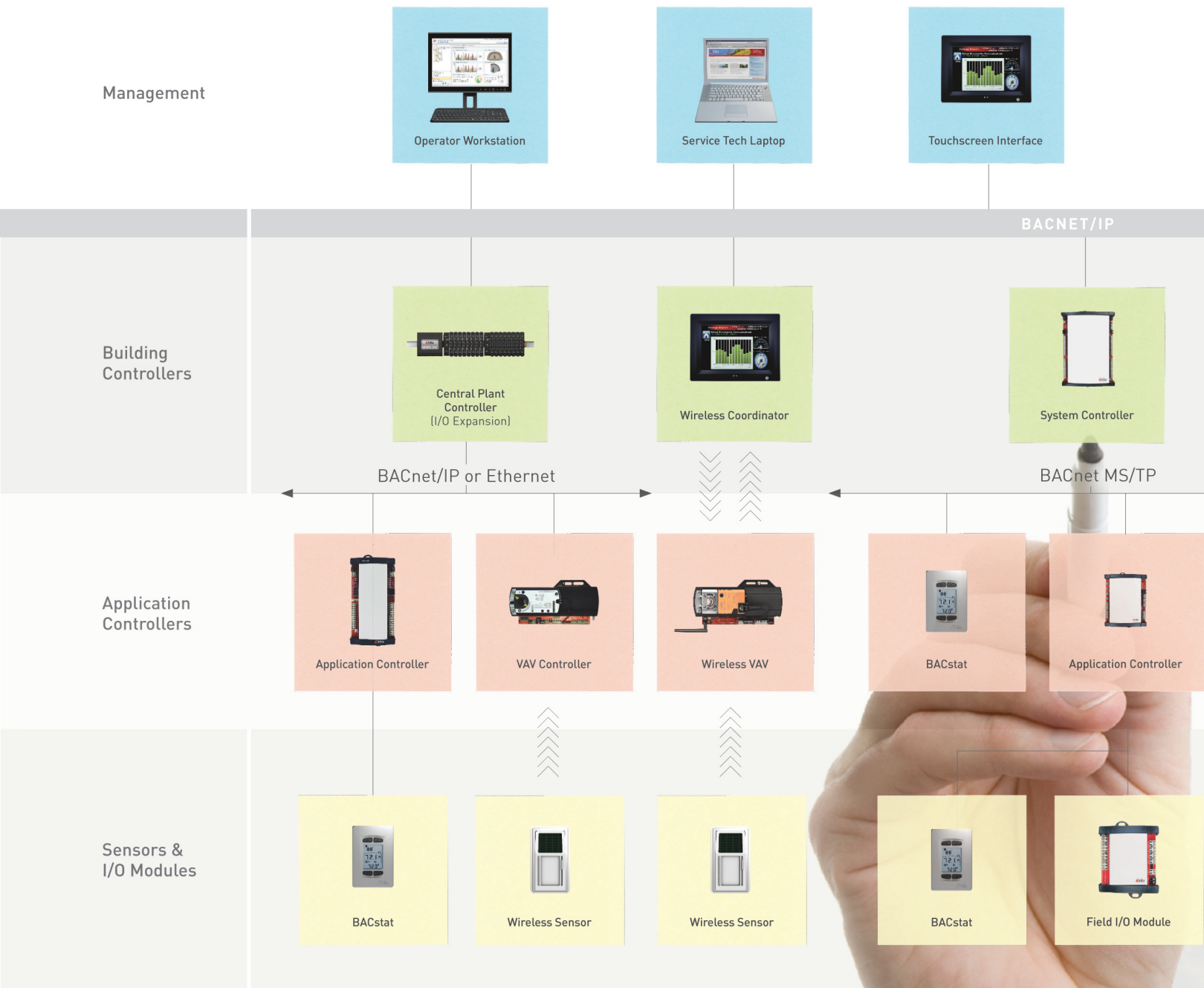
occupants with real-time visualization of building performance while empowering occupants to take control of their environment with the touch of a finger.

The true strength of the enteliSYSTEM architecture is its flexible scalability. The system can be deployed as a single controller at a remote building, or in an IT-converged architecture at a university campus, airport or hospital. The enteliSYSTEM architecture incorporates Delta Controls' own native BACnet HVAC, Lighting and Card Access control systems to work together in a simple, seamless fashion. Using these products from Delta Controls provides the end-user with an operator-friendly, integrated system that improves efficiency, productivity and cost effectiveness.

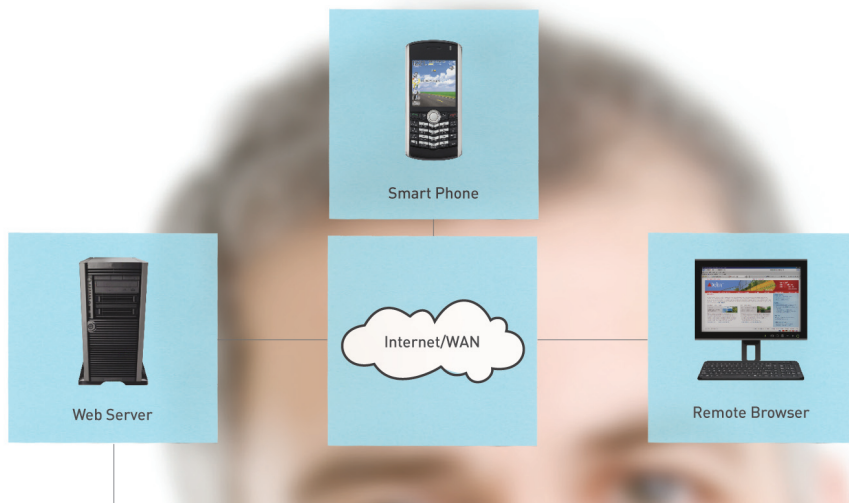
To get a sense of how our products are deployed within facilities take a look at our simplified architecture diagram on the following pages.



SYSTEM ARCHITECTURE



HVAC



LIGHTING

ACCESS/CCTV

3RD PARTY

enteliSYSTEM from DELTA CONTROLS:
ENERGY and ENVIRONMENT, INTELLIGENCE and INNOVATION



enteliWEB™

enteliWEB is a Web-based application that combines the power of enterprise dashboards with easy-to-use facility management tools. Customizable Energy Management dashboards and powerful energy reports give managers the tools to reduce consumption and drive down costs. Task-driven alarm management and system dashboards allow operators to quickly visualize and prioritize their work, keeping the facility running comfortably and efficiently. Drilling down from high-level operational views to specific parts of the system is simple and intuitive.



enteliBUS™ Control System

The enteliBUS Control System is a BACnet modular I/O controller platform designed to be scalable from low-density distributed applications up to high-density centralized I/O applications. Application specific plug-in modules reduce field wiring and maintenance costs. Maximum versatility, field wiring cost-reduction, network connectivity, localized I/O and functionality are the hallmarks of this innovative, global design.



enteliTOUCH™ Touch screen building controller

This award-winning design combines a touch screen with BACnet building controller functionality and wireless I/O modules to create the ultimate in both retrofit and branch (retail) applications. Functionality in this product is scalable from a basic touch screen application for connection and interaction with building automation networks to a stand-alone building controller with graphical interface in smaller applications. Features include embedded Web, Dynamic IP addressing, Wi-Fi connectivity, Wireless Zigbee® I/O boards, and optional occupancy and humidity sensors.

enteliZONE™ *Zone control*

The enteliZONE is the ultimate in scalable and modular zone controls. The controller engine is modular and can be ordered as an Application Specific commodity product or as a fully programmable Advanced Application Controller. It also has modular network connectivity across the platform in a package that is designed for specific applications such as VAV, FCU and more. A culmination of decades of innovative product technology and design, the enteliZONE will fit your unique application needs, whether basic zone or advanced sequence requirements.



enteliMESH™ *Wireless sensors*

Delta Controls has developed industry-leading wireless sensor technology that is able to function from light energy (photovoltaic) and/or a standard lithium coin cell battery. Our wireless technology is built upon the open Zigbee protocol, and we have applied it to temperature sensing and light switches, as well as wireless door and window contacts. Utilization of hybrid wireless sensor technology reduces overall installation costs, and also reduces costs associated with reorganization of work spaces during tenant improvements. Along with Delta Controls' Earthright initiative, our wireless technology reduces the overall carbon footprint of a building by not requiring the use of utility-produced energy during operation; neither does it require the use of copper cabling during installation. enteliMESH exemplifies Delta Controls' focus on innovation.





BACstat™ Network Thermostats

BACstats are Delta Controls' line of networked BACnet Sensors, Thermostats and Humidistats. These products are available in a variety of I/O configurations from Temperature sensing through analog or digital outputs for control of Fancoil, VVT or other unitary applications. Delta Controls was the first manufacturer to develop a BACnet-based thermostat that could be connected directly onto a BACnet MS/TP network for sensing or unitary control.



Access Controls

Delta Controls Access Control is tightly integrated with HVAC and Lighting in a single software solution. An operator can view and respond to security alarms while viewing CCTV images to provide the most up-to-date information to security personnel.

Our Access Controls are scalable and customizable, and able to provide historical data and current building security. What's more, our wireless card access offers an excellent solution for retrofitting card access into existing buildings, such as student dorms or commercial office space. Delta Controls' wireless access cards cleanly integrate into the Delta Controls operator workstation, and dramatically reduce the cost of installation when compared with a traditional wired solution.

Lighting Controls

Delta Controls developed its first programmable lighting controller so that facility managers could develop powerful energy management strategies to both reduce energy use and to optimize overall system performance.

Using our philosophy of open systems and inter-connectivity, Delta Controls developed a stand-alone BACnet Lighting Control product line that seamlessly integrates with the rest of your building automation systems. Our products provide you with the ability to create powerful lighting control scenarios to save your building money and provide your staff with a comfortable, efficient working environment year after year.

Integrating lighting controls into the building automation system simplifies management for building operators. Single-seat control of schedules, overrides and graphic information, as well as a unified programming language across the entire platform, have real value for the operator.



US West

Brooks Army Medical Center, San Antonio, Texas USA

Delta Partner: J&J Maintenance, Austin, Texas USA

A Delta Controls retrofit is underway to double the point count to 90,000, while preserving the mission-critical operation of this Level-1 Trauma Center. When completed, the hospital will have more than 4,000 individual Delta devices networked together on a common controls infrastructure via BACnet.



US Central

Loyola University, Chicago, Illinois

Delta Partner: Delta Controls Chicago

Loyola University has installed Delta Controls in 44 of its 60 buildings, with more than 30,000 physical I/O points. A major challenge involved the chilled water-piping configuration from a 3-way to a 2-way valve design, eliminating the secondary distribution pumps in all buildings on campus. The project earned a 1st place engineering excellence award from the ASHRAE Illinois chapter.



For more than 30 years, integrated control solutions from Delta Controls have been improving performance in commercial buildings, universities and schools, hospitals, hotels, airports and other facilities from North America to Europe, Asia to Australia. Here are just a few examples of how we've brought intelligent buildings to life.

US East

Cleveland Clinic Florida, Weston, Florida

Delta Partner: Green Building Controls, Fort Lauderdale, Florida

Cleveland Clinic Florida is part of a world-renowned organization known for its specialties in patient care, education and research. For this 150-bed facility, Delta has upgraded the cooling tower system to enhance control and efficiency while decreasing energy consumption. Pharmacy and Food Service areas have been retrofitted and integrated, with medical and patient areas to follow.



Canada

Cité Verte, Québec City, Canada

Delta Partner: Regulvar, Laval (Québec), Ontario

An initiative of SSQ Financial Group, the Cité Verte is a truly innovative ecological project featuring many green solutions, such as the latest wireless technologies, biomass district heating, submetering of hot water and energy consumption, as well as a network of 800 dashboards providing each unit with real time energy consumption monitoring.





China

Qufu Confucius Cultural Center, Qufu, Shandong Province, China

Delta Partner: Beijing Wave-Tek Technology Development Co. Ltd

The Qufu Cultural Convention and Exhibition Center is a landmark facility in the Shandong Province, China. Three leaf-like buildings are linked to a round Convention Center totaling 120,000 square meters. Delta's unique ability of providing a choice of any language on the fly allows operations full seamless control of both the HVAC and Lighting in Mandarin or English.



UK

Bavarian Bank, London, England

Delta Partner: Delta Controls UK, Rickmansworth, Hertfordshire, UK

A prestigious building located in the heart of London, Bayerische Landesbank used Delta Controls extensively to integrate main plant control of Heating and Cooling mechanical systems, and also local environmental control for the 160 VAV units. ORCAview presented a user-friendly GUI and detailed engineering information for their skilled technicians.



Germany

Atradius, Cologne, Germany

Delta Partner: Delta Controls Germany, Leinfelden-Echterdingen, Germany

For credit risk management giant Atradius, Delta Controls developed a Web-based access control project integrating Fire, Intrusion and CCTV into a single solution, including more than 200 readers with 3,000 cardholders. The server was installed in Cologne with connections to Munich, Nuremberg, Stuttgart, Zurich, Amsterdam, Rome, Athens and Prague.



Poland

Educational and Sports Centre, Kleszczów, Poland

Delta Partner: Delta Controls Poland (Warsaw)

For this state-of-the-art sports and education center, Delta Controls integrated HVAC, Access and Safety systems. Of particular note are heat pumps for the ventilation of swimming pools, access controls for more than 65 doors, football field heating and heat recovery, and fire alarms and intrusion system integration.



Italy

Boston Consulting Group, Milan, Italy

Delta Partner: Delta Controls Italy, Milan, Italy

The Boston Consulting Group Italian headquarters occupies a completely renovated ten-story building. Delta Controls automation systems were installed, integrating HVAC, Lighting, Access Control, TVCC, Anti-intrusion, Energy Consumption and Fire detection. Delta provided the state-of-the-art BACnet technology to maximize comfort, efficiency and cost-effectiveness.

DELTA CONTROLS REGIONAL OFFICES

Make *the* intelligent choice.

To make your building more intelligent, choose solutions that are more intelligent. Choose Delta Controls. For more information please contact us at 604-574-9444 or visit deltacontrols.com. We would be happy to answer any questions you may have or arrange for a product demonstration.

Delta Controls Inc. Head Office
17850 56th Avenue
Surrey, British Columbia
Canada V3S 1C7
Phone: +1 604-574-9444
Fax: +1 604-574-7793
www.deltacontrols.com

Delta Controls UK
Cardinal Point, Park Road
Rickmansworth, Hertfordshire WD3 1RE
United Kingdom
Phone: +44 (0) 1923 432651
Fax: +44 (0) 1923 432601

Delta Controls Germany
Fasanenweg 17
Leinfelden-Echterdingen
Germany 70771
Phone: +49 (0)711 69922 91
Fax: +49 (0)711 69922 95
www.deltacontrols.de

Delta Controls Italy
Via Monte Rosa, 3
20149, Milan Italy
Phone: +39 (0)2 320627354
Fax: +39 (0)2 91390344
www.deltacontrols.com/it

Delta Controls Brazil
Av Francisco Matarazzo 404 cjs 501 a 503
Barra Funda, São Paulo, SP
CEP 05001-100 Brazil
Phone/Fax: 55 11 3663 1530
www.deltacontrols.com.br

Delta Controls Poland (Warsaw)
ul. Krzywickiego 34/106
02-078 Warsaw
Poland
Phone: +48 224334097
Fax: +48 224334098
www.deltacontrols.com/pl

Delta Controls Poland (Krakow)
ul. Królowej Jadwigi 245
30-218 Kraków
Poland
Phone: +48 126260220
Fax: +48 126260221
www.deltacontrols.com/pl

Delta Controls Russia
Office 152 Building 5
Staroalekseevskaya Street
Moscow MSK RU-129626
Russia
Phone: +7 (495) 988 80 28
www.deltacontrols.com/ru

Delta Controls China
Unit 7P, Office Tower A, East Gate Plaza
No. 9 Dongzhong Street, Dongcheng District
Beijing 100027
China
Phone: +86-10-59798223
www.deltacontrols.com.cn