



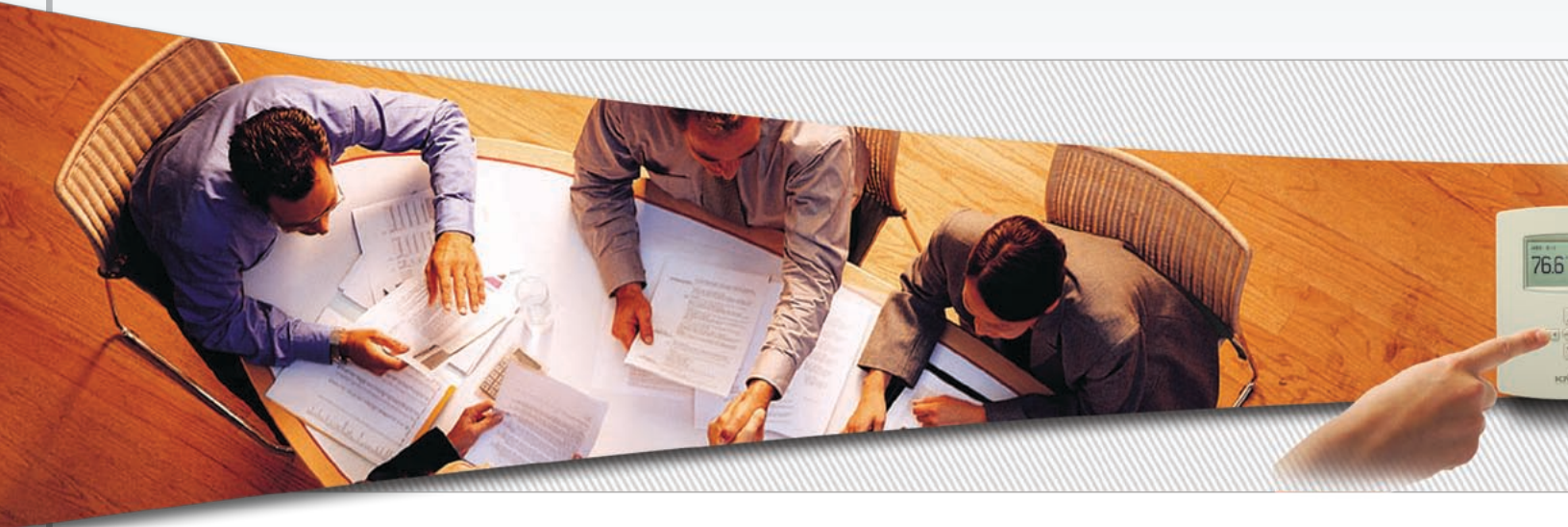
CREATING and DELIVERING
Complete Building Automation Solutions

Who is KMC Controls?

Our Mission is Building Your Comfort Zone



Our corporate theme reflects our commitment to you: “building your comfort zone.” Through innovative product development, expertise in manufacturing, excellence in distribution, and responsiveness in customer support, we deliver effective, market-driven solutions for building control and automation. Since 1969, KMC Controls has been building and delivering innovative solutions for intelligent building automation and HVAC controls. As a financially solid family-owned-and-operated entity, KMC Controls delivers a responsiveness and flexibility not found in larger companies and corporate mergers.



Brilliant Manufacturing through Innovation

KMC Controls' unique DNA traces back to the ingenuity and drive of company founder Ken Kreuter, a brilliant engineer who patented a large number of HVAC devices that are among the dozens currently held by the company. His family members are still active in various roles throughout the company.

In addition to a culture of innovation, KMC has an ISO 9001:2000 registered quality system in place. We meet the highest quality standards and can still quickly make changes dictated by the needs of the market. Our quality and quick response have led to reliable production of a complete line of pneumatic, analog electronic, and digital controls. KMC is the only privately held, full-line controls manufacturer operating within the USA.

Superb Customer Support

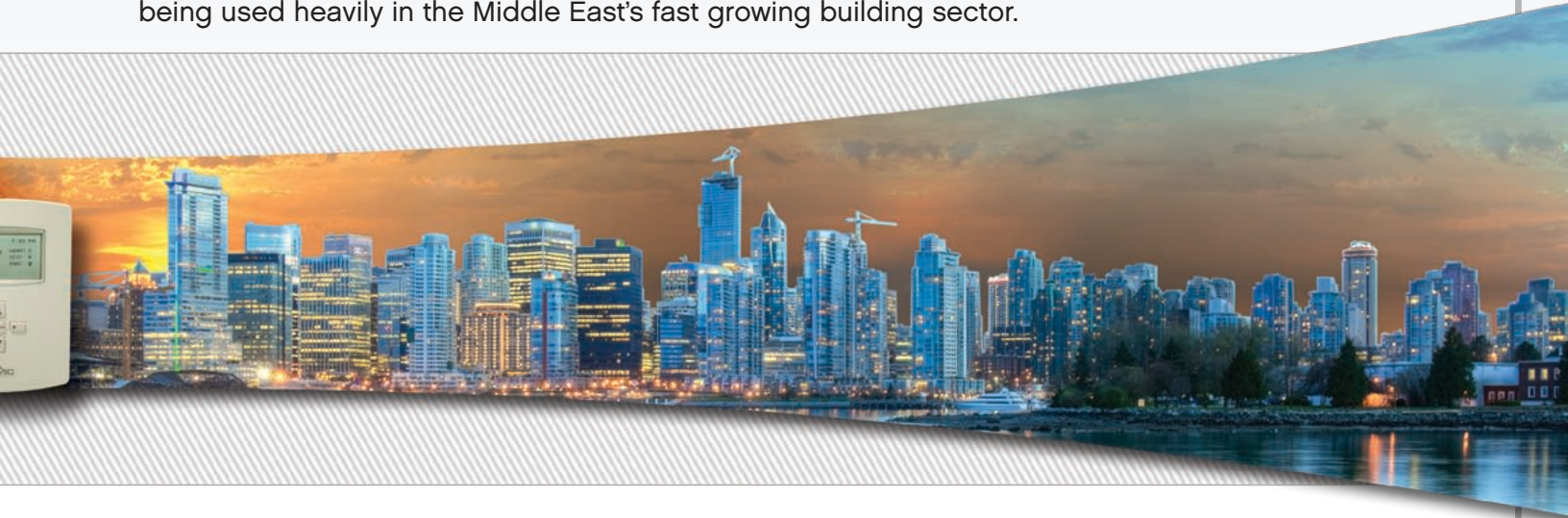
Even the very best widgets would be worthless without proper support. Our Customer Service representatives excel at establishing personal relationships with their assigned customers. They know our product lines, have real-time inventory information at their fingertips, and can advise on product cross-reference information as well as all shipping options. The responsiveness of our customer service team is unsurpassed, and they are available via toll-free telephone/fax and email.

For technical support, authorized installing contractors have unlimited free access to our knowledgeable team of Technical Support representatives. While most team members reside at our corporate headquarters in Indiana, we also have representatives on both coasts and can provide toll-free support from 8 AM to 8 PM (Eastern Standard Time) every business day. Our representatives are experienced in field operations, are fully trained in KMC product lines, have a wealth of product and system information available to them, and have ready access to design and software engineers as needed.

Global Reach with a Local Touch

KMC recognizes the value of being a professional partner. The KMC AIC (Authorized Installing Contractor) complements KMC Controls' corporate culture. Our AICs' knowledge of their community and their service orientation ensures that our product's customers get the same personalized attention they'd expect from a customer-focused, family-owned company. AICs are independent business owners with the skills, experience, and integrity to bring our solutions to your facility. Just as importantly, they are familiar with the advancing technology required by today's facilities. They can show you the elegance of energy management, the convenience of web-based facility monitoring and control, and the forward-thinking nature of open system design.

KMC Controls is also a global company. In addition to various European, South American, and Pacific Rim distributors, KMC has a large presence in the fast-growing China market. KMC's controls are also being used heavily in the Middle East's fast growing building sector.



Top-Notch Training and Support Materials

KMC Controls recognizes the vital role of training. Our AICs and qualified end users have access to numerous technical and sales-related training courses. Training helps ensure that our AICs properly design, install, and service building automation and energy management systems. We have a fully equipped, state-of-the-art training center at our corporate headquarters.

For many, however, our corporate headquarters is a bit off the beaten path. Therefore, we take our courses on the road to regional cities in an effort to make training more conveniently available to you. When student numbers justify on-site training, we will bring our courses directly to your facility, including training simulators that mimic real-world control scenarios.

Beyond training, we also supply a wealth of technical and marketing materials, both printed and on-line. Our commitment to providing professional-quality documentation is evident in the multiple awards for publication excellence won by our web site and other documents in recent years. Our web site also has many hundreds of downloadable support/marketing documents and files as well as a forum in which users (in addition to tech support representatives) can share solutions with other users.



Comfort Zone Solutions

Powerful Yet Simple Products

We pioneered pneumatic control devices for heating, ventilation, and air conditioning (HVAC) applications. We were leading participants as analog electronic controls took hold in building system design. Later, we established a complete line of fully programmable digital products (as well as the required technical expertise) to fulfill the toughest challenges in today's building automation and energy management arenas.

We design and manufacture our own actuators, valves, control devices, and all the accessories needed to create complete and efficient systems. From legacy pneumatics to the latest digital technology, KMC Controls offers you a comprehensive line of HVAC products to put you in control.

Pneumatic and Electronic Lines

Our venerated pneumatic products may not have the glamor of the latest digital devices, but they still fill a vital role in cost-effectively sustaining older installations.

Our analog electronic line includes actuators, power supplies, relays, sensors, switches, thermostats, transducers, transformers, transmitters, valves, and accessories that are used with, not only our older analog electronic controllers, but also the latest digital controllers.

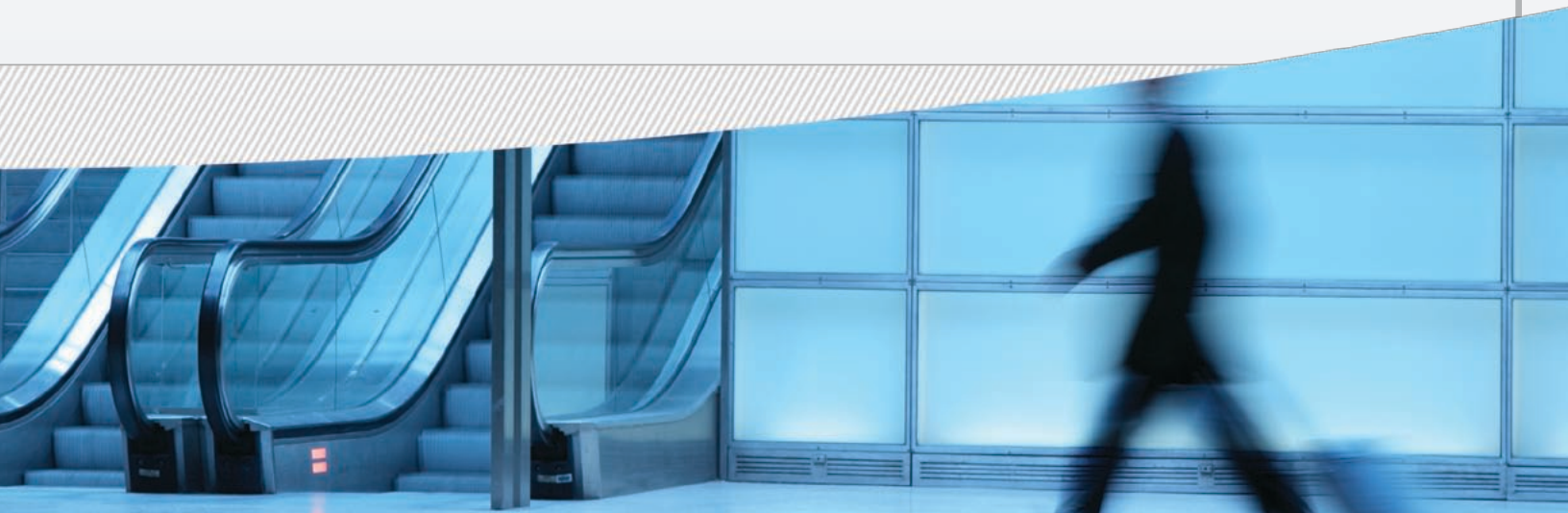
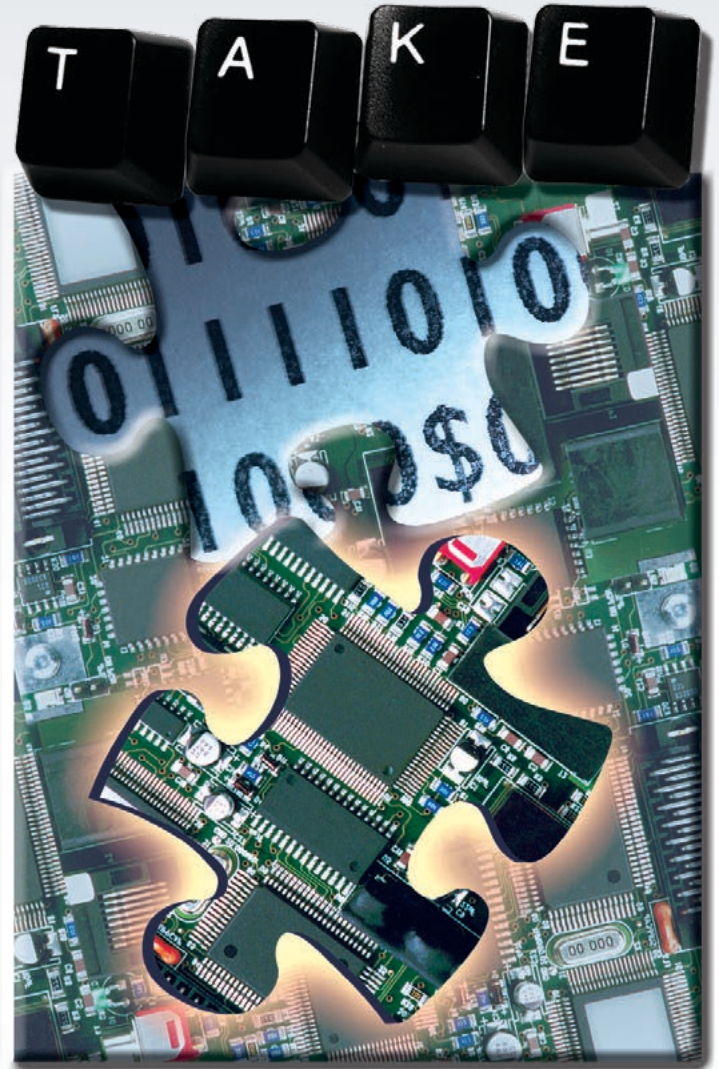


KMDigital Line

When digital electronics surpassed analog electronics as the standard for building automation controls, we produced our proprietary KMDigital line. These products included LAN (Local Area Network) controllers, VAV (Variable Air Volume) controllers, other DDC (Direct Digital Control) controllers, temperature/humidity-sensing operator interfaces, operator workstation software, and a complete collection of necessary accessories. These powerful hardware and software products gave our customers precise and scalable solutions to their control needs.

BACnet (Open Protocol)

While continuing to support and add to our proprietary digital line, we also offer a full line of the industry-standard BACnet products to meet the demand for open and interoperable systems. These products include a building controller, VAV controllers, programmable thermostats, other advanced application controllers, and operator workstation software. These scalable systems offer building owners and management personnel maximum flexibility in implementation and control.





Energy-Saving Solutions for the Industries We Serve

With about 70 percent of a building's energy usage drawn by lighting and the heating/cooling system, energy efficiency is now an industry watchword. KMC Controls' products are used to build energy-efficient solutions in a range of markets that include commercial office/retail, K-12 schools, college/university, government, health-care, hospitality, industrial, and public facilities. With the commercial building industry growing rapidly and energy costs spiking, the need for better control presents opportunities that KMC's unique solutions can address.

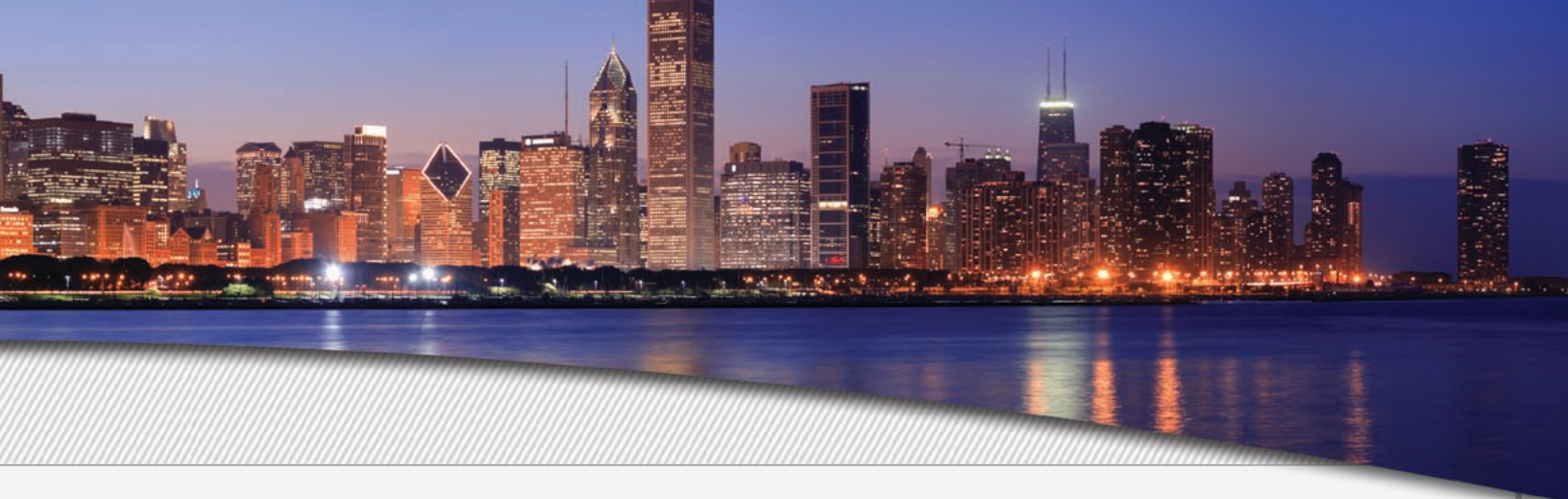
For all these building industry markets, KMC supports the green building movement and its triple bottom line of people, planet, and profits. Green buildings are good for **occupants** (healthier and more comfortable working space), good for our **environment** (reduced resource depletion and higher sustainability), and good for **business** (higher employee productivity, lower energy and life cycle costs, higher client attraction/retention, higher resale value, and enhanced public relations).

Whether your green building is small or large, rural or urban, KMC products provide powerful tools toward achieving points in the two crucial categories of Indoor Environmental Quality and Energy and Atmosphere for the U.S. Green Building Council's LEED (Leadership in Energy and Environmental Design) Green Building Rating System.®



In many buildings, our controls have been managing energy for decades—minimizing energy use while optimizing occupant comfort. Monitoring of air temperature, humidity, pressure, CO₂, and CO levels provides for the controlling of condition levels, sounding alarms, and recording trends. For energy metering and monitoring, we offer solutions that help provide data for LEED certification submission.

Whatever type of building yours may be, our bottom line is that KMC Controls is an agile and innovative company delivering reliable, cost-effective solutions that truly “build your comfort zone.”



Commercial Office and Retail



Education



Government and Public



Health Care



Hospitality



Industrial

building your comfort zone™



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