



## Enertec/BAS Corporation

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### **Future Availability of the BAS Direct Digital Control System**

The BAS product was first installed in 1988. We have an excellent reputation for product quality, customer service and support. We have operated Enertec/BAS successfully for 23 years and we have no intention of anything less than another 23 successful years. Although it is always difficult to predict the future, if our extensive history is any indication we can expect to be around for many years to come.

Of the hardware and software that make up a BAS system, only two items are proprietary and sole source. These are the Remote System Controller (RSC) and the Energy Zone software. All other components conform to industry standards and are available from multiple sources.

The RSC is manufactured by a contract electronics manufacturer. There are more than a dozen of these manufacturers in the Seattle area alone. There are no proprietary parts on an RSC. All components are easily acquired from any one of a number of electronics parts suppliers. All information necessary for the manufacture of an RSC is included in industry standard file formats (Gerber and Excellon). All that is necessary to manufacture an RSC is to issue a purchase order and transmit the data file to the manufacturer of choice.

All RSCs are fully tested and 'burnt-in' after manufacture using an automated system that requires no special skills. Any faults are automatically identified and reported to the tester.

The Energy Zone software is written with industry standard Microsoft Visual C++ and can operate in any version of Windows from Windows 95 to Windows Vista 32-bit. Because the system architecture is based on site-by-site configuration, rather than programming, the same software is installed at each BAS site. The site configuration can be easily backed up using built-in tools and installed on a new PC in the event of a failure of the Operator's Workstation.

Software enhancements and maintenance are sometimes done, but not necessary. The program as it is now written could operate a building for years to come. Software development is sometimes done in-house, but is more typically done by contract software engineers. As the program was developed using the industry standard Visual C++, software engineers with the ability to work on our software can be easily found.

We have qualified and committed BAS Dealers across the US, including eight in the Puget Sound region. They all have factory certified BAS technicians, an inventory of spare parts, and can provide support and service. At least one of these Dealers could reasonably be expected to survive in the unlikely event that Enertec/BAS does not.

Enertec/BAS guarantees backward and forward compatibility with all of our software and hardware products. Our first installation over 20 years ago is still fully supported. When you choose BAS, you can be confident that your system will not be orphaned in five years when the the next 'great thing' hits the market. No matter the size of the company, there is no other control product on the market today that can make the same claim.

The BAS system is proven and mature, with many millions of accumulated hours of reliable operation. The loss of any single person, although tragic, would have little or no impact on the continued operation of any BAS site. All that is required to manufacture and maintain the product in the future are readily available personnel with administrative and management skills.

There are four members of my family that work for Enertec/BAS, three are full time and one is part time. All are familiar enough with the product and the operation of the business to continue in the event of the loss of any other person. It is unreasonable to assume that if I were lost the surviving members would simply close the doors and turn out the lights. If they chose to sell the business rather than continue operation, everything necessary is in place to hand over a turn-key operation to a new owner. It is possible that Enertec/BAS may operate under a different name in the future but it is unlikely that an asset as valuable at BAS will simply be allowed to evaporate.

Although we have created a product that can survive the loss of any single person, we can not offer you any firm guarantee of our continued existence. What we do offer you is a proven track record of honesty, integrity, and a commitment to customer satisfaction.

Sincerely,

A handwritten signature in black ink, appearing to read "Robin B. Johnstone". The signature is fluid and cursive, with a long horizontal stroke at the end.

Robin B. Johnstone  
Vice President,  
Enertec/BAS Corporation