

## Phoenix Controls Corporation and Viconics Electronics Announce Product Partnership

**ACTON, Mass. – February 10, 2009 – Phoenix Controls Corporation**, a Honeywell International business, is pleased to announce a new strategic partnership with Viconics Electronics Inc. (Montreal, Canada) to distribute the Viconics -VT7200 communicating thermostats to all markets through its global channel of authorized partners.

The VT7200 series products will be sold by Phoenix Controls as the model PTC100 thermostat for both LonTalk® and BACnet® building management networks. The PTC100 enables Phoenix Controls' authorized partners to offer complete room ventilation control for constant volume airflow applications that now include integrated network temperature control. Prior to the Viconics partnership, customers needed to seek third-party products that were not integrated with Phoenix Controls valve installations.

"Viconics offers us the ability to bring temperature control to constant volume ventilation applications," said Vincent Schultz, general manager of Phoenix Controls. "The VT7200 is a field-proven temperature control solution that will be valued by our authorized partners and used by our customers in key markets such as Healthcare, Life Sciences and Research Laboratories."

The PTC100 includes advanced temperature control features that save energy, extend the life of HVAC equipment, and provide convenient control of room environments. Passive-infrared (PIR) motion sensing enables additional energy savings when rooms are not occupied. Phoenix Controls will install the PTC100 on projects that use its three precision airflow control solutions known as Celeris®, Traccel® and Theris®. Together, these three solutions address the needs of Laboratory, Life Sciences and Healthcare facilities.

Trevor Palmer – Director of Manager for Viconics said; "We are excited to work with a market leader such as Phoenix Controls in deploying new energy savings solutions for precision airflow. Phoenix Controls has a long-standing industry reputation for high quality products and service. The PTC100 will make a fine addition to the Phoenix product line, offering a high quality – low total cost environmental control solution.."

### *About Viconics:*

*Viconics Electronics, founded in 1981, delivers leading edge communicating BACnet®, Lontalk® and Wireless Zigbee®, retrofit friendly automation products to the HVAC sector through partnerships with leading original equipment manufactures and distributors.*

### *About Phoenix Controls:*

*Phoenix Controls Corporation is a worldwide developer of precision airflow control systems for critical room environments, such as laboratories, hospitals, vivariums, and pharmaceutical clean rooms. The company is a wholly owned subsidiary of Honeywell International and is registered to ISO 9001:2000. Celeris, Traccel, and Theris are trademarks of Phoenix Controls Corporation. BACnet is a trademark of ASHRAE. LonTalk is a registered trademark of Echelon Corporation.*

### *Contacts:*

*Trevor Palmer – Director of Marketing  
Viconics Electronics  
[tpalmer@viconics.com](mailto:tpalmer@viconics.com)  
[www.viconics.com](http://www.viconics.com)*

*Michael Soper – Product Marketing Manager  
Phoenix Controls Corporation  
[msoper@phoenixcontrols.com](mailto:msoper@phoenixcontrols.com)  
[www.phoenixcontrols.com](http://www.phoenixcontrols.com)*