



RDM, the leading UK energy and building controls specialist, last month held its first international distributor conference at its headquarters in Glasgow. The two-day event drew together senior representatives from the company's growing international network, which now covers the US, Canada, France, Germany, Sweden, Holland, Turkey and Malaysia. Delegates were given an insight into RDM's plans for the future, including the long-term vision for the company's development and product launches planned for the coming year.

A key part of RDM's strategy is to build on its success and leadership in the refrigeration and food retail sector by expanding into the wider market for energy and building controls.

Andrew Chandler, RDM managing director, said: "The pioneering platform at the heart of RDM technology has been hugely successful in the food retail industry. However, it is designed to be infinitely flexible and can be applied to almost any building or application."

The Data Manager and the Intuitive controller platforms with Data Builder software give RDM distributors the tools they need to tackle any project, no matter how complex.

He added: "We know our systems have tremendous potential for wider application in the future. The distributor conference provided ample evidence of this, with examples of projects from all over the world, and in sectors as diverse as mushroom growing, industrial processes, energy control and comfort optimisation for buildings. From our discussions with distributors, it is clear we have only just begun to explore the true potential."

RDM began developing its award-winning controls platform in 2000. Over the past decade, its internet-based approach has evolved to become one of the most innovative and flexible control solutions available, enabling users to monitor and control energy-using plant, buildings and whole estates from a pc anywhere in the world.

Following early adoption by Marks & Spencer, which uses RDM to monitor and control its stores across the UK, the company's systems have been specified by some of the largest food retailers in the country.

That success story is now being replicated in the US, where RDM distributor Verisae is

supplying control and monitoring solutions based on RDM technology to several well-known grocery chains. This includes Fresh & Easy, the recently launched chain of neighborhood convenience stores being rolled out in California.

Farther afield, RDM has established a new operation, RDM Asia, to develop its presence in that part of the world.

Following the success of the inaugural gathering, the distributors conference is likely to become an annual event in future