



In Control! *Effective Management* *of Your Facility*

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Do you know what Siemens Fire Safety can do for you?

Our Fire Safety Division is the world's largest manufacturer of fire detection systems.

**Installations are located in over 70 countries.
And – that number is growing.**



Our state-of-the-art FIRE LAB is the largest and most extensive in the world. From its research endeavors have emerged the world's first ionization, analog and field programmable detectors. You'll find our technology on land, at sea, even in space!



Siemens Fire Safety Division provides the following:

Assessment

Detection

Alarm Management

Smoke Attenuation

Escape Facilitation

System Maintenance

SIEMENS

Fire Safety

SIEMENS didn't discover fire, but we did discover the best ways to detect it. Over the last 60 years, we introduced the world to the first analog, ionization, and field configurable fire detectors, plus many other innovations. We understand fire like no one else due to extensive fieldwork and testing in the world's largest lab. Select from conventional systems that pack microprocessor power into affordable design or choose advanced protection from intelligent systems like our FireFinder, with the world's largest display screen. For critical areas, we offer special hazard products like Sinorix 227 Clean Agent and high-sensitivity detection systems. And through superior detection devices like the FirePrint Detector, which instantly distinguishes fire from false alarms in any environment; there is virtually no facility we can't help protect. Contact CMI today to see what the proven solutions of **SIEMENS** Building Technologies can do for you.

Training Schedule



Our in-house training courses are based on different skill levels. Whether you need to get a new employee familiar with your Siemens system or help your current system operator reach their most productive skill level – we can meet the needs of your entire staff. Enrollment is “first come, first serve” and classes fill quickly.

If you are interested in our training courses and have not received a training directory, please call Ernie Glenn at CMI, **803-779-6050 ext 411** or visit our website, **ww.controlmanagement.com**, for more information. We look forward to seeing you in upcoming CMI training classes!

AIG-101 *Insight for New Users - Part 1: Introduction*

Learn the basic operations of the system for day to day use through graphics. *No recommended prerequisites.*

Class Date: November 15, 2006

TEC-101 *Insight for New Users - Part 2: TEC's – Terminal Equipment Controllers –*

Learn how TEC's control building equipment and communicate with field panels, communicate with the field panel using Controller Interface Software (CIS) or Datamate, communicate with a TEC from the room thermostat using a laptop, and through the field panel or Insight.

Class Date: December 13, 2006

AIG-202 *Insight for New Users - Part 3: Reports, Trending & Scheduling –*

Learn to create, display, and print various reports; trending (data stored when a change of value or time occurs); schedule equipment, run times, trends, and reports and much more, all through graphics.

Recommended prerequisite: AIG-101.

Class Date: January 17, 2007

** Dates for December and January classes subject to change. Please check our website (www.controlmanagement.com) for dates before registering.*

PC Corner

by: Tom Dixon, PC Sales for Siemens



The Impact of September 11, 2001

It was five years ago that we witnessed the horrors of the September 11 attacks on the United States. Andrew Karsner, the new US Assistant Secretary of Energy recently gave a speech that discussed the many benefits of a Performance Contracting and how PC can be part of our National Security plans. Here are a few excerpts from his speech:

Energy Savings Performance Contracts are one of the most important contractual vehicles to attacking our energy dependency problems, enhancing our economic efficiency, and posturing ourselves to be globally competitive and ultimately victorious in the War on Terror. We are reaching out every day to private individuals, businesses, and industries to do their share toward conservation and efficiency.

Rising energy costs and oil prices and continuing conflict in the Middle East are challenging our country to reestablish our energy independence with a renewed sense of urgency and national purpose.

Every BTU, kilowatt, or barrel of oil we avoid using reduces our dependence on foreign sources of energy. And your efforts will provide for the economic security and continuing prosperity that we have known and ought to rightfully be passed to the next generation of Americans.

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Customer Spotlight

Shandon Baptist Church Columbia, SC

Founded in Columbia in 1907 by 22 families, Shandon Baptist Church was first housed in the old Shandon School. Over the years as the congregation size grew, the church was moved to 818 Woodrow Street. In 1995, they relocated to their current location at 5920 Forest Drive. Since then, they have continued to expand the facilities, and in 1999 they added an education building.

The current project at the church is the new 92,000 square foot sanctuary building. The new sanctuary will seat approximately 3,000 people. The building is on schedule to hold it's first worship service in December 2006. When this new facility is opened, the current sanctuary will be converted and renovated to be additional classroom space.

Control Management, Inc. began working with Shandon Baptist in 1994 when they were building the new facility on Forest Drive. CMI installed Direct Digital Controls (DDC) into the original sanctuary, and when the church added the education building in 1999, we were able to integrate the new building into the existing system. With the completion of the new sanctuary, Shandon Baptist will have all of their buildings running with the same Siemens system.

The system operates with a full graphics package with temperature and humidity control. Once the new sanctuary is completed the church will have a mechanical system that consists of the following: 4 chillers, 4 boilers, 7 Main control panels, 95 Terminal Equipment Controllers (TEC), variable air volume units, and constant air volume units.

With a full service agreement, Shandon Baptist receives assistance and maintenance on its DDC system. As the church expands and their needs grow, CMI hopes our relationship will continue to grow, and we are able to offer them the highest level of service possible.

Shandon Baptist Church

New Sanctuary - Entrance



New Sanctuary - Inside



*An Aerial View of
Shandon Baptist
Church
New and Original
Structure*

Product Spotlight

Introducing: APOGEE Insight Version 3.7

**The newest revision for the premier workstation platform
in the building automation industry**

Insight® Revision 3.7 software for the APOGEE® Building Automation System, is the premier workstation platform in the building automation industry. This new revision brings more functionality to your customers, so that they can use the Insight software as the core of their daily workflow to increase their bottom line. Insight 3.7 has new features and enhancements. Not only has Insight 3.7 changed, but the Insight for BACnet Option has been greatly improved with major functionality and usability enhancements that enable superior BACnet integration capabilities. Insight 3.7 is available to update existing Insight 3.6 or 3.5/3.5.1 customers. Current Insight PC 2.x customers can migrate to Insight Revision 3.7.



Insight Revision 3.7 provides significant new features and improvements to the Insight workstation. These features and enhancements provide strategic benefits for new sales of APOGEE Automation Systems, while also providing value for service customers with Software updates included in their TSPs. Inform your customers about how to leverage Insight 3.7 at their facility to improve their profitability.

This Insight revision creates a bridge to our other product offerings and new products. Insight 3.7 provides support for the new Automation Level Network (or ALN, formerly known as BLN) devices and Field Level Network (FLN) devices. New features and enhancements provide a complete solution for integration to BACnet devices and systems as well as Fire/Life Safety systems.

The BACnet Option for Insight provides APOGEE with BACnet Ethernet and BACnet IP Client and Server integration capabilities. The BACnet Client Option provides BACnet communication with both APOGEE and-third party BACnet devices and systems, enabling functionality such as:

- ◆ monitor and command BACnet objects,
- ◆ establish BACnet schedules and calendars,
- ◆ back-up databases in BACnet devices,
- ◆ receive and acknowledge BACnet alarms, and
- ◆ establish and read BACnet trend logs.

In addition, the BACnet Server Option can export APOGEE point information as BACnet objects, so that a third-party BACnet Ethernet or BACnet IP client can monitor and command points, and monitor and acknowledge alarms within the APOGEE Automation System.

Insight for XLS-MXL, a new licensing option that supports only XLS and MXL fire ALNs, is supported with Revision 3.7. As a compliment to it, the new Insight for XLS-MXL Automation Option will enable support for Automation Level Network (or ALN, formerly known as BLN) at sites with Insight for XLS-MXL. More information on both of these options will be available in a future announcement from the Fire Division.

For more information on Insight Revision 3.7, please contact Control Management, Inc. at (803) 765-9070.



CMI News



New to the CMI Website!



Think you know everything Siemens has to offer...Think again!

Siemens Building Technology offers a wide array of services to help your building work for you. Fire Alarm and Life Systems, Security, Mechanical System Services and Performance Based Solutions all help to enhance your current Siemens control system.

Check out the video link on our website, and see all the different things Siemens Building Technology can do for you. Please feel free to contact CMI to see how we can help your building work for you!

For more information on what Siemens Building Technology has to offer, check out our website at:
www.controlmanagement.com

Welcome!

Welcome New CMI Employee:

Welcome!

Bill Price and Marty Morganello

Bill Price has joined the Control Management, Inc. construction sales team. With 25 years of experience, Bill comes to CMI from Trane where he was an estimator in the Building Automation Division. He will be working in our Columbia office. We are pleased the welcome Bill to CMI. His email address is: Billp@controlmanagement.com

Marty Morganello is the newest addition to the service department at Control Management, Inc. Marty comes to us after working with the HVAC system at the SC Aquarium. He will be working out of the Charleston office. We are pleased to welcome Marty to CMI. His email address: Martym@controlmanagement.com

Congratulations:

Ed Bailey



Congratulations to **Ed and Debra Bailey** on their recent marriage. The wedding was held at sunrise on the beach September 17, 2006 in the Myrtle Beach, SC area. Rex Palo, a CMI service tech in Myrtle Beach, performed the ceremony. Ed is in the Service department in the Myrtle Beach Office.

PC Corner

by: Tom Dixon, PC Sales for Siemens

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As the president said, these are exactly the reasons the Energy Savings Performance Contracts (ESPCs) are so important. We are raising the bar higher for this program in our effort to elevate goals for reducing excess energy consumption and eliminating waste. This is an important effort at an extraordinarily important time.

We are at war, and fortunate that we are to be protected from the harshest realities of the battlefield. We have no less of an obligation to those in harm's way and to future generations that we will be lean and efficient and committed to victory.

Do not underestimate or take lightly your role in bringing this future forward. Your efforts matter and what you do when you return to your offices to enable these solutions will affect the future more than you know.

Please be proactive and engage the ESPCs on an informed basis, but without hesitation or recalcitrance, so that we can demonstrate that Americans can pull together-both public and private sectors-to achieve the greater good.

On behalf of our president who cares intimately about your efforts and a nation that awaits your results, thank you for who you are and what you do to strengthen the nation and better our world.

Call us today to learn how to get a free energy evaluation of your facilities.



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Control Management, Inc. is dedicated to customer service and satisfaction.