



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

Fall 2007

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## What Else Does Siemens Offer? Integrated Security Solutions

With over 7,600 employees in 110 locations throughout North America, Siemens Building Technologies provides customers with innovative solutions, delivered with agility through our global presence and local response.

We are the largest security systems integrator in the U.S., offering best-in-class technologies and the capability to design and implement a plan, as well as manage and improve security measures. Our solutions meet your needs today while preparing your facility for tomorrow.

### What Makes Us Different?

#### Our Industry Leadership

Siemens Building Technologies continues our heritage as an innovation leader, leveraging our investments in key technologies such as wireless systems, biometrics, and intelligent video algorithms. We are part of Siemens global network, and with over 10,000 US patents and \$6.6 billion in global R&D spending, we deliver the future of innovation to your facility today.

#### Our Skills & Knowledge

We apply a rigorous hiring process and extensive training requirements for sales personnel and field technicians. In addition, our years of industry experience equips us with the capabilities and expertise to assess, install, integrate and service the systems that protect your operations.

As the largest security systems integrator in the U.S, we deliver comprehensive solutions that help keep your people, property and assets safe. Our solutions ensure business continuity, impacting the bottom line and allowing an excellent return on investment. To meet the unique needs of your business, we leverage best-in-class technologies in:

- ◆ Barrier Systems
- ◆ Biometric Verification Technologies
- ◆ Closed Circuit Surveillance Systems
- ◆ Command & Control Systems
- ◆ Credential Management Systems
- ◆ Custom Software Development & Integration
- ◆ Digital Video Recording & Retrieval Systems
- ◆ Digital Video Transmission Systems
- ◆ Electronic Access Control Systems
- ◆ Electronic Asset Tracking & Protection Systems
- ◆ Electronic Locks & Keys
- ◆ Elevator Control
- ◆ Extreme Conditions Surveillance Systems
- ◆ Fiber Optic Security Transmission Networks
- ◆ Intercom & Emergency Communications Systems
- ◆ Intrusion Detection Systems
- ◆ Network Security Applications
- ◆ Perimeter Protection Systems
- ◆ Photo ID Badging Systems
- ◆ Radar Systems
- ◆ Rules-based Intelligent Video Analysis
- ◆ Screening & Detecting Systems
- ◆ Sonar Systems
- ◆ Visitor Management Systems



# 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, **[www.controlmanagement.com](http://www.controlmanagement.com)**, for more information. We look forward to seeing you in upcoming CMI training classes!

*There will be no November class this year. We are sorry for any inconvenience, and we look forward to seeing you for our December class.*

## **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: December 12, 2007**

## **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: January 16, 2008**

## **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: February 2008 (Date to be determined)**

*\* Dates for all classes subject to change. Please check our website ([www.controlmanagement.com](http://www.controlmanagement.com)) for dates before registering.*

## PC Corner

by: **Chris Bigalkie, PC Sales for Siemens in South Carolina**



### **More Performance Contract News from Siemens**

It was recently announced that Siemens Building Technologies' Energy and Environmental Services, Alternative Energy Group, received a notice to proceed with the development of a landfill gas (LFG) transport system for the Three Rivers Solid Waste Authority (TRSWA) in Aiken County. The TRSWA is a Solid Waste Authority that is owned by and services nine South Carolina counties (Aiken, Allendale, Bamberg, Barnwell, Calhoun, Edgefield, McCormick, Orangeburg, Saluda, and the Department of Energy- Savannah River Plant). This project involves the capture, collection, treatment, compression, and transport of the Methane Gas (a renewable energy source) that is generated in the landfill as the deposited waste decomposes. Siemens will put in a gas treatment and compression skid at the landfill as well as build a 16 mile pipeline from TRSWA to the Kimberly Clark (KC) facility located in Beech Island, SC. TRSWA will sell the LFG to KC to replace a portion of the natural gas they purchase as fuel for the boilers in the steam plant, thus reducing KC's reliance on fossil fuels. The system is designed for 1800 standard cubic feet per minute (scfm) of gas flow, and can be expanded to 2700 scfm as the landfill gas generation increases.

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# Customer Spotlight

## Horry County Myrtle Beach, SC

Horry County, located in the northeast corner of the state, is a diverse and rapidly growing area of South Carolina. Being the largest county by area (1,133 miles), Horry County makes the interesting transition from rural to urban to resort areas. From 2005 to 2006 the Myrtle Beach area was the fourth fastest growing area in the United States. With millions of tourists visiting the Grand Strand each year and a thriving permanent population, Horry County Government works hard to meet the needs of all its residents.

With a long standing relationship with Horry County Schools in place, Control Management, Inc. began working with the County Government managers in 2001. Our first job with the County was at the Public Works building and our most recent has been in the Resource Recovery Center for Horry County Solid Waste Authority. With full service contracts and new construction jobs, CMI has been able to change out and install Siemens systems throughout the county.

Linking projects together is an important part of the Siemens Building Automation System, so in 2003 all current projects CMI had with the County Government were connected with an Insight PC using a combination of fiber and the County's Ethernet system. Using a client license for Insight, County employees can access the Insight server from any County facility and provide quicker responses to problems. Remote Alarm Notification (RENO) was also incorporated into the system. Text messages with information about the problems are sent to employees' mobile phones or emails. All of this allows the county to get the most from their Siemens system and keeps the facilities running more efficiently.

Horry County had ongoing issues with the chiller system in the Government and Justice Center, which includes courtrooms, legal offices, County offices, and administrative offices. The system was frequently running two chillers to provide cooling when running one should have been sufficient. CMI was requested to replace the existing Honeywell controls system on the chillers, pumps and cooling tower. The County was then able to run on one chiller for most of the year and benefited from the increased efficiency of the system.

We are also working with the County to provide Controls systems in the next set of new libraries throughout the county. We continue to offer the county the highest quality of engineering, installation, project management and our service contracts, and we look forward to many more work opportunities in the future.

### Horry County

*Horry County Courthouse*



*Resource Recovery Center*







# CMI News



## CMI's 20 Year Club!

We would like to welcome the following customers to the CMI 20 Year Club. We look forward to our continued working together!



**Trident Technical College**  
Charleston, SC



**Orangeburg-Calhoun Technical College**  
Orangeburg, SC



**NAPA**  
West Columbia, SC



**Lexington County**  
Lexington, SC



**Colonial Life**  
Columbia, SC

**Welcome!**

**Welcome New CMI Employee:**

**Welcome!**

**Jonathan Perry and Shannon Harrelson**

**Jonathan Perry** has joined the Control Management, Inc. project management team. A Clemson graduate, Jonathan will be working in our Charleston office. We are pleased to welcome Jonathan to CMI. His email address is: [Jonathanp@controlmanagement.com](mailto:Jonathanp@controlmanagement.com)

**Shannon Harrelson** is the newest addition to the installation department at Control Management, Inc. He will be working out of the Myrtle Beach office. We are pleased to welcome Shannon to CMI. His email address: [Shannonh@controlmanagement.com](mailto:Shannonh@controlmanagement.com)

## Congratulations:

**Nicole Wilke**

Congratulations to **Nicole and Brady Wilke**. They are expecting their second child in January. Everyone at CMI wishes all the best to Nicole, Brady and soon to be Big Sister Ava as they welcome the new addition to their family. Nicole is Service Coordinator at Control Management, Inc.





## More Performance Contract News from Siemens Continued

Siemens has a 15 year performance guarantee on the uptime of the LFG treatment and transport system to KC, as well as a 15 year contract for the operation and maintenance of the system. TRSWA has a 15 year contract with KC for the supply of the LFG to their boilers. The project is funded with bonds issued by TRSWA...

By burning the LFG in the KC boilers the LFG will be converted to carbon dioxide which has a much lower impact on air quality and "Greenhouse Gas" emissions in the community. The project emission reduction will be the equivalent of removing 41,000 automobiles from the road.

The result of this project is a long term partnership between the nine counties involved, TRSWA, KC, and Siemens Building Technologies resulting in positive benefits to the environment, the local air quality, the citizens of the area, and the economics of the KC operation. For more information on this project, or any other Siemens Energy and Environmental Services, including Guaranteed Energy Savings options for your facilities, please contact Chris Bigalke, Siemens Energy and Environmental Services Manager for South Carolina at 864-809-1039.



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