



In Control! Effective Management of Your Facility

Spring 2011

Volume 5, Issue 1

CMI's Fleet is Going Green!

CMI has partnered with **Palmetto Propane** to convert our fleet into Propane Hybrids.

Here is How We Did It:

We have converted 5 trucks to propane using American Alternative Fuel Conversion Kits and Suddeth Automotive Services installed the kits:



We installed a Propane Fueling Station (provided by Alliance Auto Gas) at our Columbia office to provide easy fill up:



Purchased 1 Factory Manufactured with Roush Conversion from Ford (This is a propane only vehicle):

Employees are able to come to the Columbia Office to fill up their trucks, and the conversion kits require very little gas to start things up. We have strived to make this process as easy as possible for our employees.

This propane project has been a work in progress. We are hoping to expand the number of trucks/vans in our fleet that are hybrids, and we are also looking into purchasing more factory manufactured trucks.

All of our Propane vehicles have been outfitted with a custom made logo to show that they are fueled by propane:



We have also seen savings with the cost of gas on the rise. The propane also extends the life of the trucks.

For more information on this project, please call CMI at 803-765-9070

We partnered with the following companies to help us with this project:

Propane Distributor



Conversion Kit Manufacturer



Local Certified Conversion Installer



Fueling Station Provider



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**, for more information. We look forward to seeing you in upcoming CMI training classes!

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: May 11, 2010

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: June 15, 2010

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: July 13, 2010

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

Upstate Update

by: **Tom Dixon, Control Management, Inc.**



It's hard to believe, but it has nearly been three (3) year since Control Management (CMI) started providing Siemens Building Controls to the Upstate of South Carolina. We are pleased with our progress, and look forward to continued growth.

2011 has been, and will continue to be, a busy year for CMI in the Upstate. Some of the customers that we would like to recognize and thank include:

- Wofford College
- St. Francis Hospital – Downtown
- St. Francis Hospital – Eastside
- Erskine College
- Anderson School District 1&2 Career and Technology Center
- Greer Post Office
- Laurens Hospital
- Mary Black Hospital – Medical Office Building
- CBRE – The Furman Company

For more on one of CMI's Upstate Customer, Wofford College, check out our Customer Spotlight.

Customer Spotlight

Wofford College Spartanburg, SC

Wofford College was founded in 1854 with a bequest of \$100,000 from the Rev. Benjamin Wofford. Still located on its original campus in Spartanburg, South Carolina, Wofford College has become nationally known for the strength of its academic programs, outstanding faculty, and commitment to providing its students a holistic liberal arts education.

In 2010...156 years later...Wofford College invited Control Management on Campus to help support their existing Siemens Apogee Building Management System. The college had been using the Siemens System for ten (10)+ years, and had some campus upgrades and improvements that they wanted to do.

Tom Rocks, Physical Plant Director at Wofford is very happy with Control Management. *“We are extremely pleased with the Siemens Apogee System on campus, but we are doubly pleased with the level of competence and service provided by Control Management”, said Rocks. “We look forward to significant progress on Campus, with Control Management’s help, during the upcoming years”.*

Since 2010 the college has been quite aggressive in improving the Siemens control system and focusing on substantiability and saving energy on campus. Some of the projects where CMI helped include:

- Snyder House - New Temperature Control System
- Milliken Science Building – Lab Exhaust Fan Controls
- New Outside Air Sensors on Campus
- Munters Fresh Air Units for Shipp and DuPre Hall – Control Interface
- Campus Life Chiller – Control Interface

Currently there are three (3) major projects on where CMI is providing Siemens Temperature Controls:

1. Campus-Wide Energy Measurement and Monitoring project, which includes an Energy Dashboard.

When complete this system will allow the college to accurately determine BTU usage by individual selected buildings using the existing Siemens Insight system. This includes a graphical viewing “Dashboard” on the Insight system, with custom gauges and graphs that will provide real time monitoring of the energy usage by each building.



We will measure the total energy being used in each selected building: Electricity, Cooling Load, and Heating Load. We will use measuring devices like these:

- Digital Energy Monitors for Electricity
- Flow Meters for Hot and Chilled Water
- Flow Meters for Steam

Shipp Hall



2. Residence Hall Renovations - This summer the college is also undertaking two (2) major dorm renovations. Shipp Hall and DuPre Hall are getting total makeovers that include upgrading from a 2-pipe to a 4 pipe Hot Water/Chilled Water System, and installing new fan coils.

Focusing on substantiability issues, HVAC systems in these building are of paramount interest to the college. Updating them not only can save thousands of dollars in energy expenses, but also will improve temperature and humidity control. Control Management will be providing the Direct

Digital Control Systems for these buildings. This will allow individual monitoring and control of all of the HVAC systems in the building including the fan coils in each dorm room.

DuPre Hall



3. Phase V - Wofford College is also building a new building on campus – The Village Phase V – This is a 54,685 square foot mixed-use facility and dormitory. The multi-use ground floor will include Wofford College’s new Center for Professional Excellence, classroom space, offices, and a deli-style café and small food market. The upper two levels will include four-bedroom loft apartments with eighty beds. Control Management is providing a Direct Digital Control System for this building that will allow individual monitoring and control of all of the HVAC systems in the building including the fan coils in each dorm room.



Control Management would like to thank Wofford College for giving us the opportunity to be your Building Temperature Control / Energy Management provider. We applaud you for your progressive approach to Energy Conservation and Sustainability...with Comfort. We look forward to supporting you as we both continue to grow in the Upstate!

Product Spotlight

Siemens APOGEE Insight 3.11

The latest revision of Siemens Building Automation System's Insight



Insight Revision 3.11 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 work flow to improve their bottom line. The Insight 3.11 software is available to update existing Insight 3.9, 3.9.1, 3.10 customers, and current Insight PC 2.x customers can migrate to Insight Revision 3.11.

Highlights:

- Scheduler:** A completely redesigned interface that integrates BACnet and APOGEE scheduler into a single view. This allows the user to achieve a better understanding of the interaction between their system schedules, and permits them to make quicker decisions regarding the scheduling of their building systems.



- Color Mapping:** Quickly determine where abnormalities exist on colors on the Insight graphics. This enhanced functionality will make it simple for the building operator to discover hot or cold areas, saving time and minimizing temperature complaints.

- Enhanced Graphics Option:** Allows users to create custom gauges and charts with an animated look and feel. This allows users to enhance the look and feel of their system graphics.



- Standard Alarm Priorities:** Allows users to segregate standard alarms in the same format as Enhanced alarms. Gives the user a consistent method to distinguish critical and non-critical alarms.

More Insight 3.11 features:

Feature	Function	Benefits
Scheduler Interface Redesign	Displays Zones, Events, Reports and BACnet schedules in a single view.	Saves time by viewing all system schedules from a single location.
New Scheduler Timeline View	Combines all system schedules into a common weekly view giving the user a detailed overview of all scheduling.	Allows users to recognize overlapping and unneeded schedules. Allows for the optimization of the entire system in a single view.
BACnet Schedule Configuration	Provides a new streamlined BACnet Scheduler interface.	Condenses the existing BACnet scheduler interface into a single dialog that is easier and quicker to use.
New Operating System Support	Supports Windows Server 2008 R2 and Windows 7	Supports latest operating systems



CMI News



CMI's 25th Anniversary



CMI has celebrated our 25th Anniversary!

We opened our doors for business in March 1985, and it is because of our wonderful customers that we have continued.

Thank you to everyone who helps to make CMI a success!

ARRA Stimulus Projects Wrap Up

Control Management, Inc. has worked with many of our customers to facilitate the use of American Recovery and Reinvestment Act monies.

Here is a summary of these projects:

CMI participated in a total of **45** ARRA Projects, totaling **\$3,993,797.00**
CMI was pleased to be able to assist our customers in reducing thier energy usage.

CMI Congratulations:

Blake deTreville, Cheryl Player, Jonathan Perry, Frank Murphy and Margaret Asay



Congratulations to **Blake** and **Bebe deTreville**. on the birth of their second child. Jane Phillip deTreville was born March 2 at 4:30 pm. She weighed 8 lbs. and 14 oz and was 20 inches long. We send our congratulations to Blake, Bebe and big sister Eady. Blake is a project manager at Control Management, Inc.'s Columbia office.

Congratulations to **Cheryl** and **Curtis Player** on the birth of their second child. Charlie Thomas Player was born September 14, 2010. He weighed 5 lbs. and 13 oz and was 19.5 inches long. We send our congratulations to Cheryl, Curtis and big sister Callie. Cheryl works in Accounts Receivables at Control Management, Inc.'s Columbia office.

Congratulations to **Jonathan** and **Jan Perry** on the birth of their first child. Jon Thomas Perry was born February 10. He weighed 7 lbs. and 3 oz. We send our congratulations to Jonathan and Jan. Jonathan is a project manager in Control Management, Inc.'s Charleston office.

Congratulations to **Frank** and **Betsy Murphy**. They are expecting their first child in May. Frank is a project manager in Control Management, Inc.'s Charleston office.

Congratulations to **Margaret** and **John Asay**. They are expecting their first child in July. Margaret is contract administrator and sales support at Control Management, Inc.'s Columbia office.

20 Year Customers

We would like to welcome the following customers to CMI's 20 Year Club!



Orangeburg County



**Palmetto Baptist
Medical Center**



Wil Lou Gray



USC Salkehatchie



Sumter County



Lexington Medical Center



Fairfield County Schools



**Dorchester School
District 2**



**Kershaw County
Schools**



**Barnwell School
District 29**



Control Management, Inc.

3101 Carlisle Street
Columbia, SC 29205
Phone (803) 765-9070
Fax (803) 779-8191

PRSRT STD
US POSTAGE
PAID
COLUMBIA, SC
PERMIT 706

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