



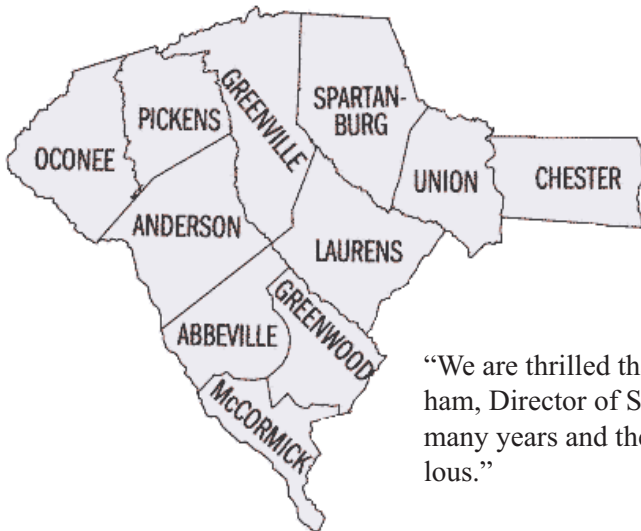
In Control! *Effective Management* *of Your Facility*

Summer 2008

Volume 3, Issue 3

Here We Come!

CMI is coming to the piedmont



Buffalo Grove, Ill, June 18 – Siemens Building Technologies, Inc is proud to announce that Control Management, Inc. (CMI) of Columbia, SC is expanding its exclusive territory to distribute the APOGEE® facility management and control system to include the Piedmont area of South Carolina as of July 1, 2008.

Currently, CMI serves Columbia and Coastal areas, but their expanded focus will include areas such as Greenville and Spartanburg for new APOGEE customers.

“We are thrilled that CMI is taking our relationship to another level,” said Kevin Cunningham, Director of Sales & Operations for Siemens. “They have been a trusted partner for many, many years and the feedback I have received from their existing customers has been fabulous.”

CMI has a staff of over 70 professionals and has provided South Carolina facilities with quality energy management and control systems, equipment, and services for over 20 years. Current and past customers include a number of institutions of higher learning, including the College of Charleston and The Citadel, school districts such as Charleston County and Horry County Schools, as well as medical facilities such as Lexington Medical Center and Palmetto Baptist Medical Center.

“This is truly an exciting time for CMI,” said Phil Wilson, President and Co-founder of the company said. “We are proud to be able to sell and service the APOGEE system and with this new expansion we are thrilled to be able to offer it in more places within the state.”

About Siemens Building Technologies

As a leading provider of energy and environmental solutions, building controls, fire safety and security systems solutions, Siemens Building Technologies, Inc., makes buildings comfortable, safe, secure and less costly to operate. With U.S. headquarters in Buffalo Grove, Ill., Siemens Building Technologies employs 7,400 people and provides a full range of services and solutions from more than 100 locations coast-to-coast. Worldwide, the company has 28,000 employees and operates from more than 500 locations in 51 countries.

About Control Management, Inc

Founded in 1985, Control Management, Inc has a proven history of designing, installing, and maintaining energy management and control systems. They provide optimum energy consumption while maintaining precise environmental conditions for facilities in a number of industries, including education, healthcare, manufacturing, and office buildings.

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: July 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: August 20, 2008

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: September 17, 2008

** 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.

Here We Come!!



Beginning July 1, 2008, Control Management, Inc (CMI) will be the official provider of new APOGEE facility management and control systems to the Upstate of South Carolina. This new expansion includes eleven (11) counties: Oconee, Pickens, Anderson, Abbeville, McCormick, Greenwood, Laurens, Union, Chester, Spartanburg, and Greenville.

With this new expansion comes a new column for the newsletter: The Upstate Update. The goal of this column is to provide insightful information about CMI, our customers, and what we are doing in the Upstate.

Control Management is not a complete stranger to the Upstate. Over the years a few customers have requested our services and we've been able to oblige. Some of our existing customers include: St. Francis Health System-Greenville (Downtown and Eastside), Greenwood Genetics Center, and the Union County Schools.

In the next few weeks and months you will begin to see the CMI sales and engineering team throughout the new territory. We will be contacting consulting engineers, mechanical and electrical contractors, as well as facility owners and operators.

CMI has a unique philosophy about doing business:

“We believe that our business is a People Business...not a Product Business”.

In the Upstate, we plan on delivering the same value in pricing, engineering, project management, training, and service that our customers in the rest of the state have come to know and appreciate....for the past 23 years!

Customer Spotlight

Coastal Carolina Conway, SC

Coastal Carolina University was established in 1954 as Coastal Carolina Junior College, a branch of the College of Charleston. By 1975, the school was known as the University of South Carolina-Coastal Carolina and was offering four year degrees to graduates. Coastal Carolina University was established as an independent, state-supported institution on May 14, 1993. With over 8,000 students from 44 states and 31 foreign countries, the University has continued to grow and expand, and currently offers over 20 degree programs. The Chanticleers also participates in 16 NCAA Division One varsity sports, and participates in the Big South Conference.

Control Management, Inc. and Coastal Carolina University began working together in 1989, when approximately 1800 students attended the school. CMI installed the first Siemens control system in the Campus Bookstore during the building's construction. To date, Coastal has used CMI and Siemens technology in over 25 facilities at the campus, the most recent being the renovations on Kingston Hall. As the Coastal campus has grown so has the Apogee system. A larger campus has required more of the system to maintain and control even more buildings.

In 1990, Coastal selected CMI as its sole source DDC control system supplier. Since that time, CMI and CCU have had common objectives for the control systems on the campus. CMI has worked to update older pneumatic controls, improve environmental conditions and reduce comfort complaints, reduce energy costs and standardize control components, software, installation and training.

In 2000, CMI began integration of an ice storage system in The Thomas W. and Robin W. Edwards College of Humanities and Fine Arts, the largest building on campus. With ice storage, Coastal is able to use off peak power at night to create ice to be used during the day to meet on peak cooling needs. In 2002 the football program was started at Coastal. This brought the need for a new athletic facility, and CMI installed the Apogee System as part of the expansion.

As Coastal has continued to grow, CMI and the university have worked together to meet the ever changing campus and student body. The original investment has been protected by the "Forwards/Backwards" compatibility of the Apogee system. The first building CMI did on campus, the bookstore, has since gone through many changes in use, and the control needs for the building have completely changed. The use of the control system has been able to change with the different needs put on the building.

Colleges are unique facilities in that there are buildings throughout the campus representing a high diversity of utilization. Coastal has classrooms, administrative buildings, dormitories, athletic facilities, science labs, among other types of facilities. This growth and change has taken Coastal across Highway 501 to add even more buildings, first of which was the Coastal Science Center in 2005. All of the buildings need different applications from a DDC control system, and CMI has been able to provide the product and service needed to keep the campus running. We look forward to Coastal's growth and CMI's continued involvement with this important university.

Coastal Carolina

The Commons Dorm



The Student Center



Product Spotlight

Siemens APOGEE Door Control Driver

A new option from Siemens for the security of your business

The APOGEE Door Control Driver provides the ability to add security card readers as additional control devices to the APOGEE Building Automation System. The door information meets customer request to utilize the APOGEE Automation System for control strategies and applications based on specific entry points of a facility. Specific information (grant/deny) is provided from door card readers including alarm information such as doors being forced open or held open. Doors can also be locked and unlocked from APOGEE Automation System. The target applications for this solution are facilities with fewer than eight (8) entry points that are not able to justify the cost of a full security access system which requires a dedicated security server.

Facility control strategies can be initiated and managed via specific cardholders, specific card readers, or in combination. Specific cardholders can also be stored in an Insight trend log by card number. The trend can be used for all reader activity for future reference. This is an excellent entry level solution for customers to implement security. The Dual Reader Interface (DRI) modules are the same SiPass DRIs currently used for the SiPass security access system. The APOGEE Door Control solution can easily be migrated to SiPass utilizing the DRIs, card readers, and existing wiring.



Purposes for Door Control Drivers:

- ◆ Provide additional functionality to the APOGEE Automation System.
- ◆ Provide input information from door card readers and alarm information if doors are forced open or held open.
- ◆ Provide ability for doors to be locked and unlocked from the APOGEE Automation System.
- ◆ Provide control capability based on specific cardholder number (not name).
- ◆ Log reader activity by card number.
- ◆ Provide “foot-in-the-door” to migrate to SiPass.

Feature	Function	Benefits
SiPass DRIs	Utilize SiPass DRIs and Card Readers	Use Siemens products, no training required on hardware, seamless migration/upgrade strategy to SiPass.
Driver FLN ports configurable for P1 or DRIs/Readers	Each of the three (3) Door Control Driver FLN ports can be configured for either Door Control or P1 controllers.	Door Control and P1 devices can be supported from the same controller making a Door Control solution cost effective.
Supports a maximum of 500 cardholders.	Can configure a total of 500 cardholders.	Accommodates a significant number of cardholders that will satisfy most applications not requiring a large security access system.
Each FLN supports a maximum of 8 DRIs (16 doors). Recommended to only use 1 FLN for Door Control.	Can configure all 3 FLNs to perform Door Control.	Flexibility to provide Door Control capabilities for a maximum of 24 DRIs (8 per FLN). It is recommended to only use a total of 8DRIs on 1 FLN. Allows flexibility before migrating to SiPass.
Only requires stand-alone software application to configure cardholders and access privileges.	Utilizes “simple” software application that can be installed on any standalone PC (no special requirements). Application is not required once the cards and card holders are configured.	Eliminates the need to have a Security Access Server to administer cards, card holders and access privileges.



CMI News



Happy Summer and 4th of July from CMI!



Wishing you a happy, safe and cool summer from everyone at Control Management, Inc.!

Got a Suggestion for Us?

Is there something you would like to see in our newsletter or on our website? We would be glad to hear your suggestions or ideas. Please go to www.controlmanagement.com and fill out the information form and tell us your suggestions!

Welcome!

Welcome New CMI Employee:

Welcome!

Tom Dixon



Tom Dixon has joined the Control Management, Inc. sales team and will be focusing on sales in upstate South Carolina. Tom has 20+ years of experience in the Performance Contracting / HVAC Service Industry. His successful career has included Sales, Sales Management, Training, and General Management. He has worked with K-12, Higher Education, Healthcare, Government, Commercial, and Industrial customers.

Tom is a graduate of The Pennsylvania State University and currently lives in York County. He is married and has six (6) children. This year will be Tom's first experience of having a "House Divided", as he will have children attending both Clemson University and The University of South Carolina. Tom will be relocating to the Greenville-Spartanburg area.

We are pleased to welcome Tom to CMI. His email address is as follows: Tomd@controlmanagement.com

Congratulations:

CheyrI Player and Jonathan Derrick



Congratulations to **Cheryl** and **Curtis Player**. They are expecting their first child in October. Cheryl works in Accounts Receivable at Control Management, Inc.

Congratulations to **Jonathan** and **Lisa Derrick**. They are expecting their first child in October. Jonathan works in the service department out of Control Management, Inc.' Columbia office.

PC Corner

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



Driving operating costs down, reducing energy consumption while increasing faculty and student comfort in the classroom may be a lot to put on one plate, but Monterey Peninsula College (MPC) will be able to add all of that to the menu with the help of Siemens Building Technologies, Inc., and its Energy and Environmental Solutions Group.

The facility improvement measures are part of an overall performance-based solution slated for the MPC campus in Monterey, Calif. Once the facility improvements are completed, the community college is guaranteed to save the equivalent of more than \$2.4 million in avoided annual energy costs over the 10-year life of the contract.

Facility-wide energy efficiency improvements—identified by a comprehensive campus-wide facility and systems audit—are being installed now and include new building automation systems and controls, HVAC mechanical upgrades, interior/exterior lighting upgrades, IT network management software, and vending machine controls. It's the tight integration of technologies and their smart operation which ultimately deliver such dramatic energy reductions.

With new systems operating as specified, energy savings for all facilities are anticipated to reach 1,636,765 kWh per year. According to Siemens Building Technologies' Greenhouse Gas Emissions Calculator, this will reduce emissions of CO₂ by approximately 2.2 million pounds/year, take the equivalent of 336 passenger cars off the road, or preserve 1,287 acres of forest from deforestation.



Control Management, Inc.

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

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US POSTAGE
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COLUMBIA, SC
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