



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

Winter 2006

Volume 1, Issue 3

Performance Contracting: The solution for your energy needs?

Performance Contracting...Is this the solution for your energy needs?

What are Performance Contracts or Performance Based Solutions, and how can they help your facility meet both its capital and energy expenditures? Siemens and Control Management, Inc. conceive, design and implement customized Performance-based Solutions that allow facility, capital and technology improvements to be made within existing budgets. Funding is made possible by the guaranteed savings in operating expenses and energy costs. The results provide a more comfortable, safe and productive environments for building occupants.



Together with our customers:

- ◆ We identify opportunities that decrease costs, increase comfort and productivity, and improve quality.
- ◆ We structure a plan that helps achieve thier strategic and technical goals, while promoting energy conservation and addressing environmental concerns.
- ◆ We define the performance criteria used to measure the plan's success.
- ◆ We review capital expenditures to identify possible energy funded projects.

The agreed-upon criteria are always met because we guarantee the results in writing.

Our Performance-based Solutions also:

- ◆ Guarantee performance and ensure account-ability for results.
- ◆ Control budgets through reduced utility, technology, service and operating expenditures.
- ◆ Offer a wide array of energy consulting service and training to help your organization realize the maximum benefits from the new competitive energy marketplace.
- ◆ Enhance occupant comfort, safety and productivity while promoting energy conservation and environmental concerns.

Siemens and Control Management, Inc. have renewed our commitment to Performance Contracting or Performance Based Solutions in South Carolina. We are pleased to welcome Tom Dixon to South Carolina. He will be representing Siemens and Performance Contracting throughout our state.

Tom comes to Siemens with 20 plus years of experience in the Performance Contracting / HVAC Service Industry. With a degree from Penn State University, his career in HVAC has included sales, training, and government and sales management. We are excited about the experience and the level of commitment Tom brings to South Carolina and Performance Contracting.

If you are interested in learning more about Performance Contracting or would like to speak with one of our sales people about how your facility could benefit from a PC , please contact Control Management, Inc. at 803-765-9070 or Tom Dixon at (800) 848-0312.

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!

AIG-202 *Advanced Apogee Insight Operations: 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 15, 2006

TEC-101 *Apogee 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: March 15, 2006

AIG-101 *Apogee Insight for New Users* –

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

Class Date: April 12, 2006

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



SIEMENS
Customer
Lounge

Visit Siemens "Customer Lounge" website to learn a wealth of information on building automation, energy management, indoor air quality, system integration and other topics geared toward our customers. Read case studies on various facilities around the US relating to building automation solutions. The website also contains informative articles from Siemens "Building Solutions Magazine".

Information is added to the Siemens Customer Lounge website frequently. You can take advantage of the "News Alert" program and be notified monthly, by email, when new content is added.

New content for this month includes:

- ◆ Siemens Building Technologies delivers the first new control innovation since Direct Digital Control
- ◆ Rising energy costs: How will they affect your organization's bottom line in 2006?
- ◆ Is it time to modernize your fire and life safety system?
- ◆ And Much More!

For more information access the Siemens Customer Lounge website at:
www.sbt.siemens.com/customerlounge

Product Spotlight

Introducing: APOGEE Wireless

Siemens introduces industry's first wireless building automation system

Siemens Building Technologies, Inc. introduces this month the industry's first wireless building automation system. Called APOGEE® Wireless, it is Siemens' new Wireless Field Level Network (WFLN) solution, which removes the need for network cable to establish a Field Level Network (FLN).

The WFLN, which consists of small radio transceivers mounted at the Field Panel and at each FLN device, uses a wireless mesh topology to obtain superior reliability. This leading-edge technology offers facility builders, owners and managers simplified designs, easier network installations, flexibility and life-cycle cost savings.

"Our customers continue to rely on us to provide innovative building automation technologies that deliver true value to their operations," said Rick LeBlanc, Sr. vice president, and head of Siemens Building Automation Division. "While the potential of wireless should be obvious, the technology only has value to our customers if proven and ready for the rigors of real-world application."



Self-healing networks eliminate worries about lost communication in the BAS.

Ready for challenging building environments, the WFLN ensures network integrity by creating multiple redundant paths of communication. A mesh topology field level network is inherently self-healing, so users won't have to worry about losing communication with field devices across the building automation system.

"Simply put," said Jay Hendrix, manager, Wireless Solutions, "the network can't be compromised because the signal is able to circumvent obstructions and find its target."

The WFLN can have far-reaching impact on facility performance, cost efficiency and return on investment. Operational synergies begin at implementation since the WFLN, and wireless environments in general, easily adapt to changing business needs or new facility requirements. Also, removing wiring and its related hassles accelerates installations and simplifies retrofits and system extensions.

A true "future-proof" technology, wireless-based systems offer building owners and facility managers more choice and fewer constraints, including:

- ◆ **Simpler, more flexible system design:** Wireless eliminates the design complexities associated with laying out wiring. Additionally, in spaces that are reconfigured frequently, such as commercial office buildings or retail spaces, the WFLN can result in significant cost savings over the life of the facility. Also, it is possible to extend a network with additional FLN devices- without the time and expense of extending wire and conduit runs.

- ◆ **Faster, less disruptive installations and retrofits:** Any facility containing areas where it is difficult to run cable (such as high ceilings, cinder block walls, dry-walled ceilings, asbestos, etc.) may be a good candidate for the WFLN. This includes commercial office buildings, K-12 schools, higher education facilities and industrial facilities. In these types of facilities, the typical layout of FLN devices and building characteristics--such as geometry and materials--are conducive to allow the WFLN to work well. The network can be quickly installed, resulting in a less disruptive installation to a facility and its occupants.

Customer Spotlight

The Citadel Charleston, SC

As South Carolina's only military college, The Citadel has a long and illustrious reputation for producing leaders in this state and country. Established by South Carolina General Assembly in 1842, The Citadel moved to its current location on the Ashley River in 1922. The college has 30 major buildings on its campus, and offers undergraduate, graduate and professional studies to over 3100 students.

Control Management, Inc. and The Citadel began working together in 1989. CMI installed the first Siemens control system at Grimsley Hall during the building's renovation. To date, The Citadel has used CMI and Siemens technology in over 40 facilities at the campus, the most recent being the renovations on Jenkins Hall.

In 1992, The Citadel selected CMI as its sole source DDC control system supplier. Since that time, CMI and The Citadel 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 standardization of control components, software, installation and training.

As technology has changed so has the way CMI controls the Apogee systems around the campus. In 1990 CMI began networking buildings together using an abandoned phone line. Using fiber optics, more buildings were added to the network, and finally the IT department's Ethernet was used. With utilizing existing campus infrastructure and technology, CMI was able to better serve The Citadel.

In 1994, CMI provided integration of the Clever-Brooks boilers through a gateway to the Siemens Apogee software. The 2 boilers are used for many different things, including heat and laundry service. With the ability to control the steam pressure, flume gas and more, CMI was better able to monitor and control the boilers efficiency and energy use.

The Citadel has used CMI for more than just control systems. ID badges were also a need that The Citadel had and CMI could fill. All Citadel students and faculty have Picture ID badges created using Siemens technology. The IDs can be used to purchase goods in the campus bookstore or cafeteria, using a barcode. With the introduction of Siemens SiPass, we are in the process of updating this technology on campus.

Colleges are unique facilities in that there are buildings throughout the campus that represent a high diversity of utilization. The Citadel has classrooms, administrative buildings, dormitories, athletic facilities, science labs, a rifle range and an energy plant. All of the buildings need different things from a DDC control system, and CMI has been able to provide the product and service needed to keep the campus running.

Grimsley Hall (1989)



Jenkins Hall (2005)





CMI News



WOW!

CMI's 20 Year Club!

Congrats!

Control Management, Inc. is 20 years old, and we have been working with some of our trusted customers for 20 years. Here they are:

Lexington School District One
Orangeburg-Calhoun Technical College
Berkeley County Schools
Lexington County
California Dreaming
Allendale County Schools
Eagle Aviation
Southern Bell
Horry County Schools

Thank you for your continued cooperation and commitment to CMI.
It is because of you, CMI has been able to be around for 20 years.

Congratulations:

Jeff Gandy, Rex Palo, Glen Green and Chad Keller

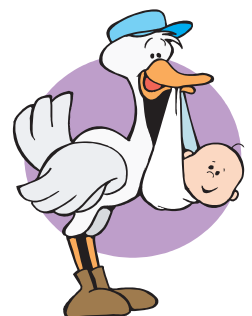


Congratulations to **Jeff and Gayle Gandy** on their recent marriage. Jeff and Gayle exchanged vows on October 27, 2005. Ollie Peine, CMI Charleston, performed the ceremony. Jeff is in the service department in Columbia.

Congratulations to **Rex and Kacey Palo** on their recent marriage. Rex and Kacey exchanged vows in October 2005. Rex is in Project Management in our Myrtle Beach office.

Congratulations to **Glen Green and Tracy Powell** on their engagement. The wedding is planned for November 2006. Glen is in Project Management in our Columbia office.

Congratulations to **Chad and Jennifer Keller**. They are expecting their third child this spring. Chad works in CMI's service department.



Product Spotlight Cont.

- ◆ **Smoother upgrade paths, seamless technology migrations:** The WFLN can be migrated from pneumatic or competitive controls for FLN applications (such as fans, reheat coils and Variable Air Volume boxes) in a staged and seamless manner. For example, Variable Air Volume boxes can be transferred from either pneumatic control or wired network controls and brought onto the wireless network one at a time- with no disruption in service. It's as simple as installing and powering up the new FLN device (if required) and radio.
- ◆ **Eliminate headaches from an unreliable hard-wired network:** If a facility is using older network cabling that is potentially degraded, or has many problems due to inaccurately installed wiring over the years, or is simply incompatible with the APOGEE FLN, the WFLN can be installed "on top" of a hard-wired network-eliminating reliance on the hard-wired network cabling infrastructure.
- ◆ **Better reliability and less susceptible to faults:** The WFLN eliminates a major risk in a hardwired FLN: loosing all downstream devices if the FLN wire is cut. With the WFLN, there is no worry about wire being cut ,and if for some reason one radio is lost, only its associated FLN device is lost. The rest of the network is unaffected, as the self-healing nature of the network ensures the remaining FLN devices communications are routed through an alternate path if required.
- ◆ **An opportunity for an organization to sprint ahead of its competition:** By investing in a leading-edge, wireless building technology, an organization will be viewed as tech-savvy, forward-thinking-and ahead of its competitors.

CMI has two wireless systems in operation. Please call (803) 765-9070 for information or a job site visit.

For a video presentation explaining the benefits of APOGEE wireless, visit the following link to the Siemen's website:
<http://www.us.sbt.siemens.com/BAU/products/Wireless/wirelessvideo.asp> .



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