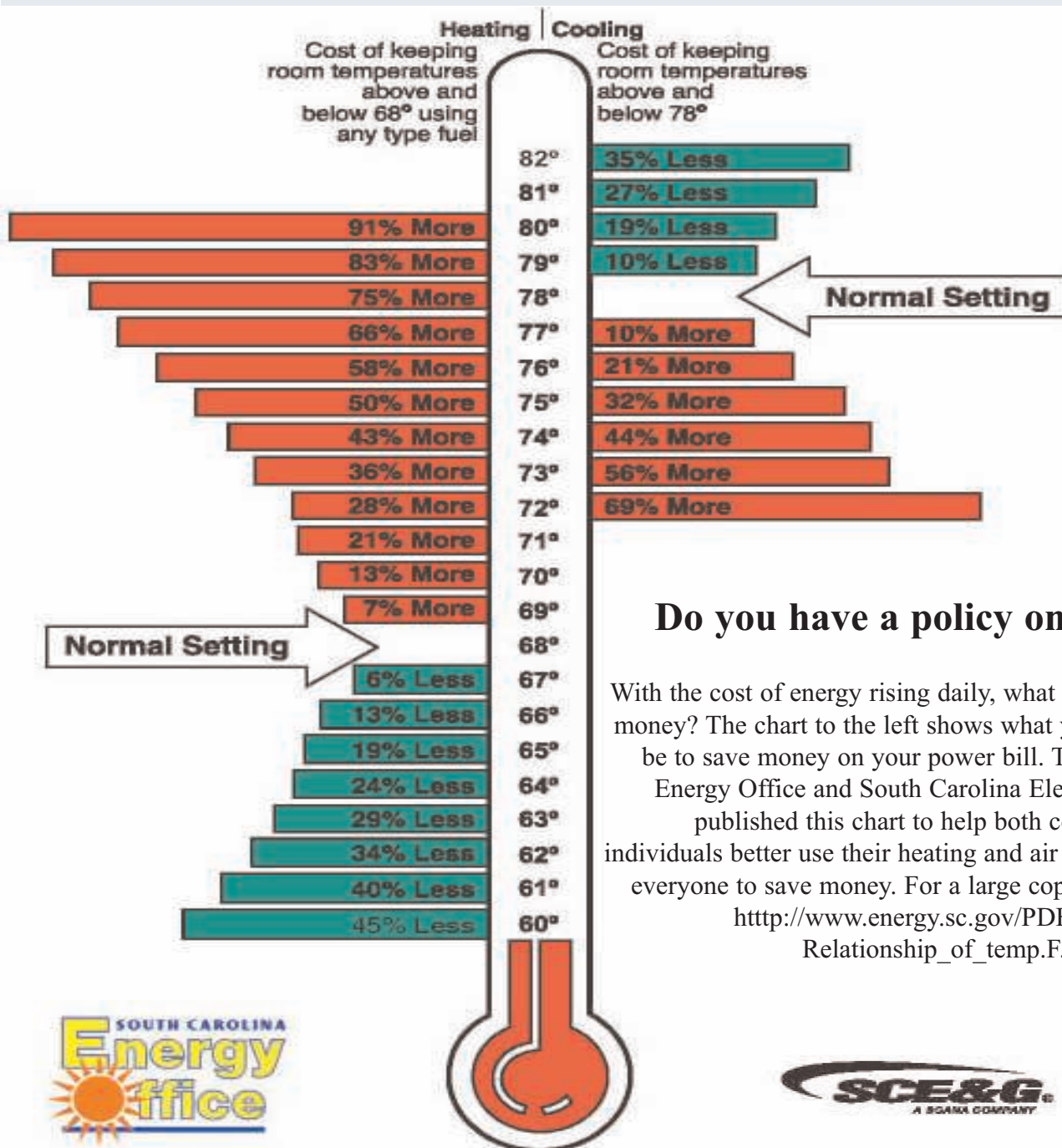




In Control! Effective Management of Your Facility

Volume 2, Issue 3

Do you know the relationship of temperature to operating cost?



Do you have a policy on setpoints?

With the cost of energy rising daily, what are you doing to save money? The chart to the left shows what your setpoints should be to save money on your power bill. The South Carolina Energy Office and South Carolina Electric and Gas has published this chart to help both companies and individuals better use their heating and air conditioning and help everyone to save money. For a large copy of the chart go to http://www.energy.sc.gov/PDFs/SCOE_Relationship_of_temp.F.pdf



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: February 14, 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: March 14, 2007

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: April 18, 2007

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

PC Corner

by: **Scott Gugenheim, Energy Solutions Manager for Siemens**

A Performance Contracting Success Story



The City of Kings Mountain might best be known for the Revolutionary War battle that took place there on October 7, 1780. This battle temporarily ended the advance of British troops in North Carolina, forcing Lord Cornwallis to retreat into South Carolina to wait for reinforcements. However, the City has been fighting another more modern battle for many

years, a battle against the summer heat in the YMCA. The City had been losing that battle until they entered into an energy savings performance contract with Siemens. Utilizing this new partnership agreement, Siemens was able to uncover enough energy savings opportunities to fund the turnkey installation of a new HVAC system for the city YMCA. In fact, Siemens found enough savings to fund some new pumps for several lift stations, a new chiller for City Hall, new light fixtures citywide, air conditioning upgrades for City Hall, some new windows, and a new fine bubble diffuser aeration system. Because Kings Mountain chose to use performance contracting as their procurement vehicle to implement these improvements, they receive a savings guarantee from Siemens for the entire 12 year term of the project. And all these improvements cost the city nothing. Almost anyone with a large utility expense could be a candidate for performance contracting. If you are interested, please call Scott Gugenheim at 919-469-5095 or Control Management, Inc 803-765-9070.

Customer Spotlight

Colonial Life & Accident Insurance Company Columbia, SC

What does longevity mean? The dictionary defines longevity as “a long continuance, permanence and durability”. With name changes, shifts in the industry and continuing growth, Colonial Life & Accident Insurance Company has not only longevity but also the ability to weather all of the changes. In 1993 Colonial Life’s parent company, Colonial Companies, Inc., merged with Unum Corporation. Operating in 49 states, Colonial Life & Accident Insurance has over 2 million policies. Currently they offer comprehensive insurance policies to corporations and individuals.

Control Management, Inc.’s relationship with Colonial Life also has longevity. They were one of our first customers in 1987, and we have been working together for 20 years. CMI was a small, up and coming control company in Columbia, and Colonial Life gave us a chance.

Using the existing service contract as funding, CMI retrofitted the entire facility with impressive results. The first year saw energy savings of \$64,000 through electrical demand reduction and temperature control. Over the past 20 years, CMI has done a wide array of work for Colonial including full direct digital controls, card access, and various alarms and sensors. CMI has worked on every part of their spacious campus on Colonial Life Boulevard and has been able to incorporate the old work with the new to create a functioning building automation system. With Siemens commitment to technology, CMI has been able to keep 20 year customers like Colonial not only up and running but current with new innovations and upgrades.

Control Management’s training program also keeps employees up to date on all of the changes to the Siemens’ Building Automation System. Both off site and on site training have assisted Colonial employees, new and old, to learn the system and how to get the most from every facet of it.

Control Management, Inc. and Colonial Life & Accident Insurance have both had longevity over the last 20 years. We look forward to many more years of working together to provide Colonial with the top building automation system possible.

Colonial Life & Accident Insurance Company



What CMI has done at Colonial Life:

Full Direct Digital Controls
Card Access
Lighting Controls
Various Alarms and Indoor
Air Quality Sensors
Security Features such
as Panic Buttons

CMI CMI News **CMI**

Thank you Cecil...20 years with CMI!



Twenty years ago, Cecil Scoggins had a perfectly good job fixing typewriters, when he was approached by Kent and Phil to work for their new company, Control Management, Inc. Cecil gave up the typewriter repair job and came to work at CMI...The rest is history.

With an extensive knowledge of Novar control systems, Cecil has become an invaluable member of the CMI team. Much of his work is done in Lexington and Berkeley County Schools, and his dedication and hard work has helped to make these school district's direct digital controls successful. We would like to thank Cecil for his years of service and we look forward to many more years together at CMI!



CMI Celebrates the Holidays!



On Friday, December 15, 2007, CMI held our annual Christmas Party. It is a great chance for our three offices to come together, catch up and celebrate the season.

The party was held at Millcreek Club, and everyone enjoyed drinks, appetizers, BBQ with all the fixings and ribs. Here are few pictures from the event:



**The Charleston Guys
and Bryan Drafts**

The Greens and Ed Reamer



**Frank Murphy, Beth Wilson,
Judy Burman, and Kathy Smith**



CMI News Continued...



New to the CMI Website!

Want to send a Non-Emergency Service Request over the internet?...Now you can!



You can now send your Non-Emergency Service Request over the internet. Just log onto our website at www.controlmanagement.com and go to the Services page. You will find the link on the bottom of the page. Just fill out the form and it will be sent to our Service Department. We will get to your call in a timely manner.

If you have an emergency, you will still need to call our service department at 803-765-9070 to insure prompt assistance with your problem. As always, we strive to serve all of our customers in a timely, thorough and business like way.

To access the Non-Emergency Service Request form, check out our website at:
www.controlmanagement.com

Welcome!

Welcome New CMI Employee:

Welcome!

Tim Nardi

Tim Nardi 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 Tim to CMI. His email address: Timn@controlmanagement.com

Congratulations:

Glen Green and Margaret Asay

Congratulations to **Glen and Tracy Green** on their recent marriage. The wedding was held on November 10, 2006 at the home of Tracy's mother. Glen is a Project Manager in our Columbia Office.



Congratulations to **Margaret and John Asay** on their recent marriage. The wedding was held on October 13, 2006 in Columbia, SC. Margaret is sales support and marketing manager in our Columbia Office. Her new email address is: Margareta@controlmanagement.com



CMI Celebrates the Holidays!



Continued...



**The Rib Masters:
Kent Walters and Eric Scales**



The BBQ Buffet



Everyone Fixing Their Plates

**Staying Warm
Around the Fire**



**Everyone
Enjoying
Dinner**



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