

Control Management, Inc.



SOUTH CAROLINA'S NEWS SOURCE FOR FACILITY MANAGEMENT AND CONTROL SYSTEMS

Welcome

To our first edition for 2013. Our new format has been designed to provide you with the necessary tools, contacts and relevant information regarding facility management and control systems.

We hope you enjoy this issue. Feel free to forward this to anyone in your company who may benefit from this information.

The email you received also has SUBSCRIBE and FORWARD links for ease in distributing.

ENERGY STAR®: WHAT IT MEANS

Did you know that you can compare the energy performance of your building against other similar buildings nationwide? The EPA sponsors such a program called ENERGY STAR®.

You have seen logos like this on appliances:



Now your building can also earn the ENERGY STAR label. This means that your buildings energy efficiency would rank in the top 25% for buildings nationwide.

CMI is an ENERGYSTAR PARTNER and we

are experienced at benchmarking buildings for this qualification. We would be happy to assist you with benchmarking your site.



If your building qualifies to earn the ENERGY STAR, we can assist you through the application process. If your building doesn't make it, don't worry. We can also help you put plans in place to get you moving in the right direction on the path to energy efficiency and savings.

For more information, visit our site at:

www.controlmanagement.com/energystar.html

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ENGINEERING ADVANTAGE PROGRAM HELPS ENGINEERS EARN PDH UNITS

CMI is proud to offer "Lunch and Learn" training classes in cooperation with Siemens to help engineers earn PDH units toward their license renewal. Our programs are in real world experience. We try to balance theory and practical knowledge to help you stay on top of the latest trends and technology and help drive greater savings and client satisfaction. Educational sessions cover a range of subjects throughout the year, many of which are AIA accredited programs which may qualify for Continuing Education Credits (CEU) and Professional Development Hours (PDH) credits and some also give LEED GBCI CEUs.

Enjoy lunch and listen to topics which include:

- ◆ BAS Basics
- ◆ Open Protocols for BAS
- ◆ IT for BAS
- ◆ Control Strategies Affected by changes to ASHRAE 90.1-2010
- ◆ Valve and Actuator Basics
- ◆ Building Automation's critical role within LEED
- ◆ And others...

For more information on the EAP program, [visit our site](#) or contact us at 803.765.9070

Product Announcements



**BT300 HVAC
Variable Frequency
Drives**

BT300 HVAC VARIABLE FREQUENCY DRIVES

While constantly expected to do more with less, managing energy consumption and optimizing occupant comfort remains of utmost importance to facility managers. They also require products that will integrate seamlessly into existing equipment and building management systems. The highly efficient BT300 delivers all this and more.

Using the Siemens BT300 Variable Frequency Drive helps save 20 – 50% of energy compared to equipment with little to no control. Built-in features like a real-time clock, energy savings optimization programming and an easy-to-use and read interface get HVAC equipment up and running quickly and accurately.

Anyone can safely and quickly commission the BT300 using default parameters that are optimized for typical HVAC applications.

Available in frame sizes up to 250 hp, the BT300 is well-suited for demanding HVAC environments.

In addition to the HVAC functions, BT300 drives provide a special control function in the event of fire. The ensures escape routes are kept free of smoke.

“For over twenty –five years we have been serving customers with a philosophy of exceeding expectations.”

Phil Wilson



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AIR DIFFERENTIAL PRESSURE SENSOR



The Siemens QBM Series Air Differential Pressure Sensors use a well-proven ceramic technology. They deliver temperature-compensated sensor signals for registering air-flow in HVAC systems and for measuring differential pressures in environmental, laboratory, and cleanroom applications.

Applications

Individually ranged sensors ensure optimum

accuracy and long-term stability of measurement. The variety of options means great flexibility not only in climate control, but also in industrial and medical fine-pressure measurement.

Compatibility

The QBM Series Differential Pressure Sensors are compatible with most devices or systems capable of powering and processing a DC 4 to 20 mA output signal.

LIQUID DIFFERENTIAL PRESSURE SENSOR



The Siemens QBE Series Liquid Differential Pressure Sensors utilize a well-proven ceramic technology making them an ideal choice across a broad spectrum of applications.

The QBE Series Differential Pressure Sensors are available in a variety of differential pressure ranges and are compatible with most devices or systems capable of powering and processing a 4 to 20 mA output signal. There is also a 3-valve manifold assembly available to simplify piping.

Training at CMI

In-house Training

A confident, competent staff is essential to get full utilization of your Siemens System. It can make the entire job of operations management easier for everyone involved. Control Management, Inc. offers local in-house Siemens operator training courses to help your staff reach their most productive skill level. Our courses are also an excellent way to get new staff members familiar with your Siemens system. Our affordable courses are

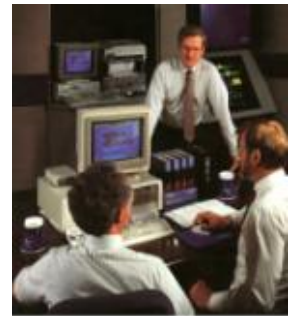
based on different skill levels and course topics to meet the needs of your entire staff.

Courses offered are:

- ◆ **AIG-101:** Insight for New Users: Introduction
- ◆ **AIG-202:** Insight for New Users: Reports, Trending & Scheduling
- ◆ **TEC-101:** Insight for New Users: Terminal Equipment Controllers

- ◆ **TM-101:** Terminal Mode for New Users

Don't wait to enroll. Classes are limited to 8 students and fill quickly, so please visit our website for class schedules and to reserve your spot.



Ernie Glenn, our Siemens training coordinator, has been teaching classes at CMI since 1996



ENGINEERING ADVANTAGE LUNCH AND LEARN

CMI is now offering “Lunch and Learn” training classes in cooperation with Siemens to help engineers earn PDH units toward their license renewal.

Please read the front page story for full details. If you would like additional information, please visit our site to [Contact Us](#), or call us at 803-765-9070 .

We have recently conducted classes at:

- DWG Consulting Engineers - Charleston, SC
- RMF Engineering, Inc. - Charleston, SC

“Combining comprehensive service offerings and the Siemens APOGEE family of building automation and control systems, CMI is your single source for building management needs.”

Kent Walters



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Control Management, Inc.
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website: www.controlmanagement.com



Providing quality energy management & control systems, equipment, and services to South Carolina, and select North Carolina and Georgia territories

Member



Employee Spotlight:

After 15 plus years with CMI, Kathy Smith left in June 2013. Her husband received a great job offer in Georgia, and we are sad to see her go.

We would like to introduce 2 CMI employees that will be taking over for Kathy!

Jordan Walters joined CMI in 2008 as part of the administrative staff part time, and she became full time in 2012. She is the daughter of Kent Walters, and enjoys horseback riding in her free time.

Jordan's responsibilities are:

- Invoicing
- Credit Cards
- Ordering & Invoicing for Palmetto Controls

***Control Management, Inc.** designs, installs and maintains facility management and control systems which provide optimum energy consumption while maintaining precise environmental conditions in your facility. We understand that every customer has different criteria in terms of facilities, budgets, personnel, training, and energy consumption. To meet these individual needs, we provide customized facility management solutions. Solutions that guarantee customer satisfaction and system performance while adding value to your facility at a minimal cost.*

As an Independent Field Office (IFO) for Siemens Building Technologies, Control Management is able to provide the most advanced system technologies available.

Siemens Building Technologies is an industry leader in providing building management solutions to commercial and other non-residential facilities.



Jason "JT" Smiley joined CMI in June 2013. He has worked in the heavy haul trailer industry for 16 years as a warranty/service manager. He was also a reserve police officer for 5 years and full-time officer for 3 years. While he was an officer, he was inspector and President of the Park Board for 2 years in the Town of Goodland, IN. JT and his wife have 3 children and recently moved to South Carolina to be closer to family, including Bob Burman of CMI.

JT's responsibilities are:

- Purchasing of Siemens and Outside parts
- Working with Bob in the warehouse
- Assisting the Service Department

CMI would like to welcome the following new employees:

- Kevin Cunningham (Sales-Columbia)
- Jason "JT" Smiley (Office-Columbia)
- Jake Hutchinson (PM-Charleston/MB)
- Ethan Thomas (PM-Columbia)
- Wendell Isgett (Install-MB)
- Corey Jones (Install-Columbia)
- Len Sparrow (Service-Columbia)
- Jason Mathis (Service-Charleston)
- Shey Bhula (Service-Charleston)
- Julio Pichardo (Trend-Columbia)

CMI ANNOUNCEMENTS:

Congratulations to Margaret (Contract Admin-Columbia), John and big sister Helen Asay on the birth of their son/brother John McCabe Asay, III "Jack" in January 2013.

Congratulations to Greg (Service-Columbia), Priscilla and big sister Carson Davis on the birth of their daughter/sister Madison Davis in May 2012.

