

Control Management, Inc.



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

Did you know?...

Siemens has now introduced conventional and electronic bypass units to compliment the BT300 line of drives. The bypass units are available in 1 - 75 HP.



Five Horry County Schools earn the ENERGY STAR® Certification

Five Horry County Schools have earned the U.S. Environmental Protection Agency's (EPA's) ENERGY STAR® certification, which signifies that the school buildings perform in the top 25 percent of similar schools nationwide for energy efficiency and meet the strict energy performance levels set by the EPA.

School buildings that earn the EPA's ENERGY STAR certification use an average of 35% less energy than typical buildings and also release 35% less carbon dioxide into the atmosphere.

Control Management, Inc. (CMI) has been providing energy management and building control systems for Horry County Schools (HCS) since 1986 and currently has 55 schools connected to the Siemens APOGEE building management system. HCS uses the system to control energy costs and to remotely monitor and adjust settings. They can also remotely schedule and troubleshoot the heating and air conditioning systems. In addition to the APOGEE system, the HCS energy department has performed improvements such as lighting upgrades, to also help the building efficiency.

CMI suspected that several HCS sites may be high performance schools so they performed the benchmark analysis on five schools and all qualified to earn the award.

"Horry County Schools have been a valued customer of ours for 28 years and we are pleased that we could assist them in earning

these awards" said Kent Walters, Vice-president of CMI.

The five schools earning the ENERGY STAR are:

- ◆ Aynor Middle School
- ◆ Conway Middle School
- ◆ Ocean Bay Elementary School
- ◆ Ocean Bay Middle School
- ◆ Palmetto Bays Elementary School

"I am very pleased these HCS facilities have been recognized with the Energy Star certification and believe it underscores the commitment of our District to deliver and maintain efficient and comfortable spaces for all who use them" said Mark Wolfe, Coordinator of Design, Engineering & Sustainability at HCS.

The awards were presented to the HCS board and Mark Wolfe of the Facilities Department at a recent school board meeting.



Left to right: Kevin Cunningham - CMI, Mark Wolfe - HCS, Kent Walters - CMI, Eric Scales - CMI

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APOGEE Support and Life Cycle

APOGEE products have been on the market since 1998, and over this period have achieved a high degree of acceptance in the market, as well as a large installed base.

With the many revisions of APOGEE product releases over the years, support for older revisions is becoming more difficult and negatively impacting our ability to effectively support more current revisions.

In our last issue we discussed how Microsoft would be ending support for Windows XP. As a reminder, Microsoft continually works to improve its software. On a regular basis, they develop updates and fixes to recognize issues and release them as Service Packs. Additionally, Microsoft has established Product/Support Life Cycle Policies that discontinue production of outdated technology and phase out all support including service packs and security updates.

As part of these Product/Support Life Cycle Policies, Microsoft has discontinued support for XP as of April 8, 2014.

As a result of these Microsoft policies, manufacturers like Siemens have to make their own product and software design decisions to keep up with the current release of updates, fixes and service packs, and take advantage of increased functionality and features in newer operating systems. Thus, Siemens releases a new revision of Apogee Software annually.

In keeping in line with the phasing out of XP, Siemens will also be ending support for some of its older APOGEE versions. They are stating that on version 3.9.1 and older they will not be offering any more service software support (service packs and patches) and only offering our technicians phone support.

To protect the security and robustness of your site, it is important that we develop a plan to keep both the Microsoft operating system and Siemens Apogee software current. To keep up with the annual upgrades from Siemens, we strongly recommend that you consider our Apogee Software Support Option. This software support option, known as a Technical Support Program (TSP), guarantees that your facility stays up to date with the most current revision of Apogee software available in the most cost effective manner.

Typically, the TSP is purchased through a CMI Maintenance Agreement and includes one Apogee Software Upgrade for your facility per contract year.

Contact your CMI sales representative to discuss upgrade options today.



HVAC Product Catalog now Online

Siemens HVAC product catalog offers the broadest range of HVAC valves, actuators and sensors, thermostats, controllers, and variable frequency drives in the industry.

And now for your convenience you can access the catalog from our website at <http://www.controlmanagement.com/catalog.html>. You have the option of viewing or downloading the entire catalog, or just the category that suits your needs.

The new Siemens HVAC Components and Controls Catalog introduces many new exciting and innovative offerings designed to meet a wide range of your needs. New products include:

- New Pressure Independent Control Valve Portfolio
- New Stainless Steel Ball Valves Portfolio
- Complete Valve & Actuator Retrofit Solutions
- New Wet and Dry Differential Pressure Sensors
- BT300 Variable Frequency Drives

If you're on-the-go or at a job, you can quickly access the online catalog and use its full functionality from any mobile device or tablet. Explore our product offering and you'll see why you should specify Siemens.

HVAC Product Catalog

Siemens HVAC product catalog offers the broadest range of HVAC valves, actuators and sensors, thermostats, controllers, and variable frequency drives in the industry. Explore our product offering and you'll see why you should specify Siemens.

Select or download sections of the HVAC Catalog

Ctrl + F to search PDF content
In IE (in browser viewing) open PDF and right click to view Navigation Pane

Full Catalog



Valves

Damper Actuators

Variable Frequency Drives

Thermostats

Sensors

Pneumatics

Engineering

Team Building Activity Brings Individual Rewards Control Management, Inc. Helps Build Bikes and Bring Smiles

Columbia, SC-based Control Management, Inc. (CMI), a Siemens Solution Partner, recently participated in Siemens Building Technologies Division's annual Partner Summit held in Orlando. The main highlight of the two-day event occurred at the very end of the meeting, when CMI teamed up with more than 500 other authorized distribution partners of Siemens building automation and fire systems to assemble bicycles for 50 area boys and girls.

"This was unlike so many other meetings and events that I've attended with other business partners," says Kevin Cunningham of CMI. "This was a completely refreshing and rewarding way to weave professional with personal aspects of life."

In keeping with the Partner Summit's theme, *Building Together*, Siemens organized the bike building workshop around the premise of teams of 10 working together to "create a new product," which would later be donated to a local charity that runs an after-school program. The activity was analogous to members of a business organization needing to work together in order to be successful. The 9 CMI attendees were spread among the various "product" teams throughout the event ballroom.

The teams worked together to assemble the new bicycle along with the installation of a bike lock. This product package also included a helmet and a backpack. The team created a congratulations poster for the child. Mr. Cunningham and his team saw the result of their efforts when they met their "customer" – a beaming child who had just become the owner of this new bicycle. As they fitted the helmet and adjusted the bike to the new cyclist, the long-reaching effects of what the group had done began to sink in.



Mr. Phil Wilson, President of CMI, admits that by far the most valuable takeaway of the event was seeing first-hand how a group of people taking just a few hours out of their day could make a long-lasting difference in someone's life. Equally, this serves as a great example of how a large international business can successfully team up with a local business partner to promote goodwill in the community.



CMI Credit Card Policy Changes



Control Management, Inc. has accepted credit card payments as a convenience to our customers. Over the past several years, corporate credits cards used for payment have dramatically increased. Credit cards are being used to pay for service as well as construction contracts. The fees associated with these larger transactions have an adverse affect on our competitive pricing.

Beginning July 1, 2014 (in keeping with legal changes in credit card rules issued on January 27, 2013) CMI reserves the right to issue a 3% surcharge fee for credit card transactions on service and construction contracts.

As an alternative to the use of credit cards for payment, please consider ACH credit transfers. If you have questions, please contact Cheryl Player or Margaret Asay at 803-765-9070. CMI will work with your accounts payable departments to minimize any disruptions to your business.



EASY TREND REPORT

If a point has been defined for Trending, you can display a 24-hour report of the point's behavior from a graphic:

- Display a graphic that contains the point.
- Right-click on the point in the graphic.
- Select "Run Trend Data Detail Report" from the menu.

The 24-hour history of that point will be displayed.



*CMI employees not eligible



Where was modern air conditioning invented and by whom?

Hints:

- Home of Coca-Cola Field
- Whatcha talkin' 'bout Willis?



Submit your correct answer to trivia@controlmanagement.com Along with your full name, mailing address and phone number to receive your prize.

First three correct answers win two nifty USB car charger* - one for you and one to give away!



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

*Scheduled Class(es):

AIG-101 - June 25, 2014

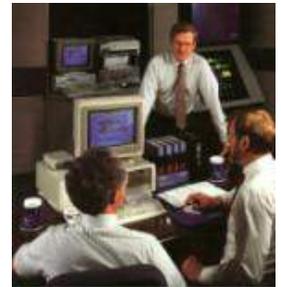
TEC-101 - July 16, 2014

*class dates subject to change

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, is factory certified and has been teaching classes at CMI since 1996. He also teaches for Siemens.



ENGINEERING ADVANTAGE LUNCH AND LEARN

Engineering Advantage Program helps engineers earn PDH units

Mission: to increase productivity of Consulting and Specifying Engineers by providing support and education.

CMI has been offering lunch and learn training classes in cooperation with Siemens to help engineers earn PDH units toward their license renewal. Our programs are based in real world experience. We try to balance theory and practical knowledge to help you stay on top of the latest trends and technology to help you drive greater savings and client satisfaction. Educational sessions cover a range of subjects throughout the year, all of which are AIA accredited programs which may qualify for Continuing Education Credits (CEU). Recently, the following folks joined us for a presentation on Valve and Actuator Basics:

- ◆ *MSWG Engineers, Charlotte, SC*
- ◆ *Harrell, Saltrick & Hopper, Charlotte, SC*
- ◆ *Buford Goff & Assoc., Columbia, SC*
- ◆ *MECA Inc., Columbia, SC*
- ◆ *Consulting Mechanical, Lugoff, SC*
- ◆ *Davis & Floyd, Greenwood, SC*
- ◆ *Wade Crow Engineering, Spartanburg, SC*
- ◆ *Felkel & Hastings, Columbia, SC*

Would you like a Lunch and Learn at your office? [Click here](#) to use our online form, or call us at 803-765-9070 .

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

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.

Member



Solution Partner
Building Technologies



CMI HAPPENINGS:



WELCOMING BABY WILSON BOWMAN CHOCKLETT

Congratulations to Dorothy and Jay Chocklett on the birth of their baby boy Wilson Bowman, born in May. Proud grandparents Phil and Beth Wilson couldn't be happier! Baby Chocklett broke the family record tipping the scales at 12.7 lbs! Yeah BABY!



RETIREMENT

Danny Clardy, who worked for CMI out of our Greenville, SC field office, is now enjoying his retirement. Phil Wilson and Kent Walters celebrated his last day with a farewell lunch along with our customers from Wofford College. We will miss him!



Pictured left to right: Bob Richards, Tom Rocks - Wofford College, Danny Clardy, Phil Wilson, Kent Walters - CMI