



Bringing You the Power to Achieve

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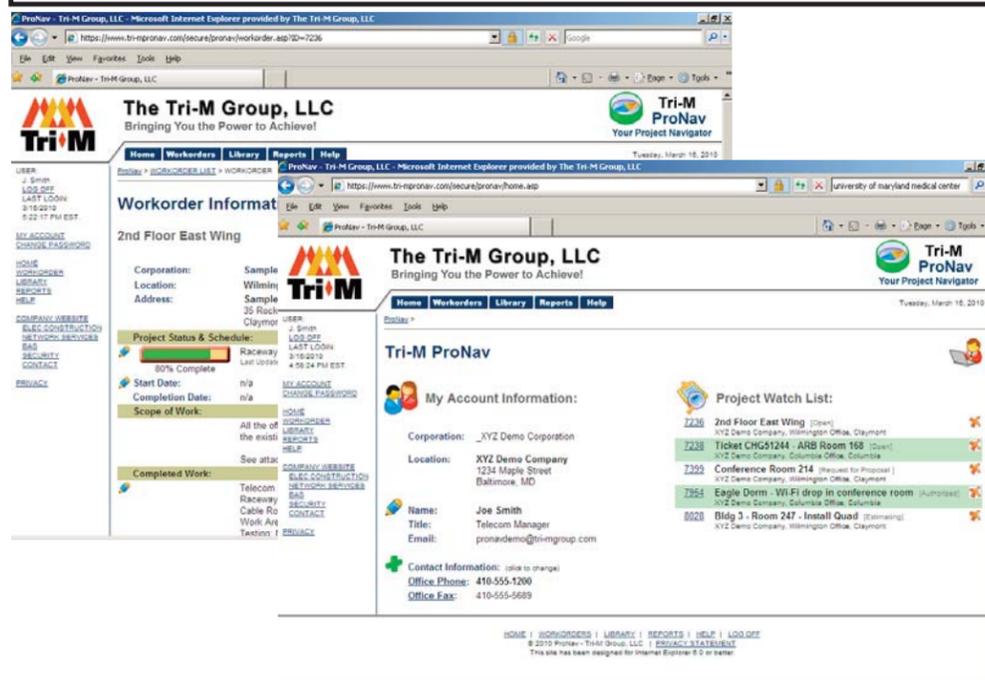
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Executive Summary

Project Navigator (ProNav) is a Tri-M web application designed to enhance communication with our clients. This extranet application enables clients to request work, review work status, and obtain pertinent project documentation such as test results or as-built information 24 hours a day, 365 days a year. Project information is always accessible to the client.

By utilizing ProNav, Tri-M field personnel, Project Managers, Account Managers, Executive Management and, most importantly, the customer, can access vital project information from any web enabled device with browser capabilities.

Project Navigator - Online Work Order Management  
Improved Version Coming Soon



Power Exchange is a publication for The Tri-M Group's Employees and Customers | Spring 2010 | Issue 9



THE "GREENING" OF TRI-M

Parking Lot "Canopy" Mount



South Facing Ground Mount



Rooftop Mount

President's Message

Project Spotlight:  
Colorcon Global Headquarters

Employee Spotlight:  
Kevin Hudock

Our Community:  
Tri-M Employees Volunteer

What's New at Tri-M



## A Message from our President

### The Spirit of Volunteerism is “Alive and Well” at Tri-M

On pages 4 and 5 of this publication, The Tri-M Group highlights the various ways its employees donate their time and energy to various causes in their communities, towns and churches.

We’ve recently witnessed how many people have volunteered to help the victims in Haiti cope with the devastation there. Several years ago, the tsunami that struck so many nations in Southeast Asia was met with a similar response. People all over the world, clearly led by the citizens of the United States, demonstrate their generosity and compassion each time some catastrophe strikes a part of the world. Whether it’s taxpayers funding the activities of the US military, ordinary citizens making cash donations and even people lending their personal skills in the search and rescue efforts or medical treatment of survivors, Americans consistently provide leadership to the rest of the world community.

Activities like this during times of tragedy frequently attract great publicity. Nevertheless, volunteerism in our nation is alive and well on a daily basis but far less reported. Think of how many of your friends and neighbors belong to civic organizations like Rotary, Kiwanis or Lions Clubs, and then think of the types of activities these organizations perform for the local population.

Church organizations as well, provide many services to seniors, youngsters and the ill and handicapped. Yet all organizations are staffed by people. People from all walks of life - rich and poor; young and old; management executives; field employees and administrators - all with something in common...the desire to share their time, talent or wealth to the benefit of neighbors and strangers alike.

For years, Tri-M has participated in and lent financial support to numerous events such as Relay for Life, Kennett Run Charities, Unionville Community Fair and Kennett Area YMCA, to name just a few. We’ve found our efforts not only gener-



ated a great deal of gratitude from the individuals and organizations we’ve assisted, but discovered the personal joy that comes from this involvement, as well.

In these difficult economic times, many charitable and civic organizations need support from the business community more than ever. Clearly, the welfare of employees, customers and vendors remain the paramount concern of business leaders, but giving consideration to those individuals and organizations that look out for the unfortunate among us should not be overlooked.

We at Tri-M want to applaud all individuals who volunteer and all the various ways in which they do, and to encourage all who read this newsletter to consider how you, too, can make a difference in the lives of your neighbors, the citizenry or even the world community. Whether it’s as a Little League umpire, providing transportation to church services or helping in the reconstruction of areas devastated by natural or man-made disasters, somebody can use your help.

I know all the volunteers at Tri-M will tell you, it’s very personally rewarding.

**COVER PHOTO:** Tri-M is currently in the process of installing three types of solar systems at its corporate headquarters in Kennett Square - a parking lot “canopy” mounted system, a south-facing ground mounted system and a rooftop system. Although the rooftop system pictured on the cover is an actual photo of the Tri-M system, the other photos are renderings of similar systems to those being installed at Tri-M. The installation of all three systems should be complete by mid to late April.

## Project Spotlight: Colorcon® Global Headquarters

### Project Summary

Colorcon is a world leader in the development, supply and technical support of formulated coatings and other excipients for the pharmaceutical industry. When they decided to construct a new global headquarters building in Harleysville, PA, their commitment to technology and creativity made the choice to pursue LEED certification a natural one.

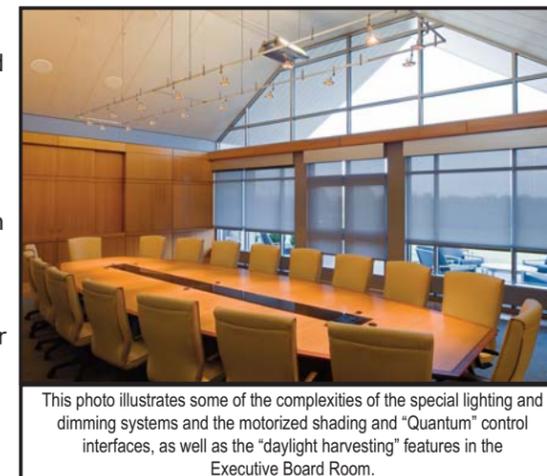
The 90,000 sq. ft. two-story steel frame structure houses a cutting-edge 24/7 Mission Critical Data Center, Research and Development Labs, as well as its Corporate Headquarters. Holistically designed through a collaborative effort, the facility proves that environmental, corporate and long-term financial benefits can all be achieved through intelligent design strategies.

Energy efficiency drove the entire building design which achieves 28% energy savings through the diligent coordination and integration of architectural, mechanical and lighting and electrical systems...remarkable for a building with intense energy demands from the labs and data center.

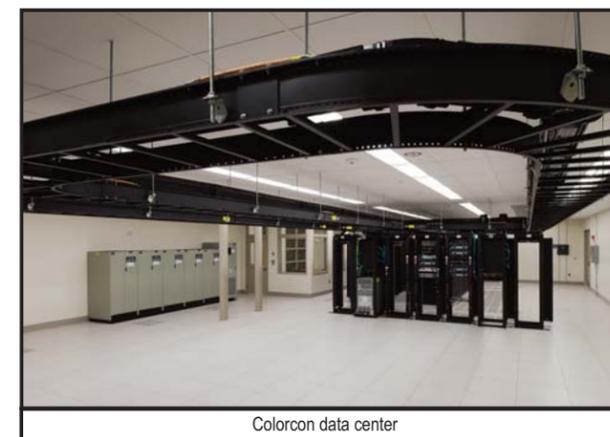
Tri-M’s project team, led by Director of Pre-Construction, Jim McConlogue and Senior Project Manager, Dwayne Sterner, lent their experience and knowledge to incorporate the sophisticated lighting and dimming system with a motorized window shading design in order to produce the maximum “daylight harvesting” scheme envisioned by the owners and designers. The coordination of the various complex systems was a challenge for all the firms participating in the design and construction of this structure; but the success of that effort is what was instrumental in the potential attainment of LEED Gold Certification. The Tri-M Group was privileged and proud to be part of this collaborative endeavor.



Views at dusk show the complexities and challenges for exterior and architectural lighting. The lower level shows the outline of the perimeter daylight harvest system at night which is raising the light levels closer to full on.



This photo illustrates some of the complexities of the special lighting and dimming systems and the motorized shading and “Quantum” control interfaces, as well as the “daylight harvesting” features in the Executive Board Room.



Colorcon data center

### Project Scope

Tri-M’s scope of work included turnkey of full systems integration between light control, fire alarm, security and BAS systems.

Following are just a few of the major system components provided and installed by Tri-M:

- State of the art (newly introduced) “Quantum” total light management system including expansive daylight harvesting eco-system light control and shade system
- 35kV pad-mounted fused switch
- 2500amp double-ended unit substation with tie connection utilizing 2500amp bus-duct
- 1500kW diesel generator with 72hr skid tank and specialty sound attenuated waterproof housing
- State of the art redundant UPS system
- Redundant fibre optic communications network providing secure internet, computer, telephone and TV for the campus
- Emergency switchboard rated at 2500A with redundant, state-of-the-art PLC controls for generator transfer, optimized load shedding/load add, HVAC control and (2) 2500A main breakers
- Lightning protection system

(Colorcon is a trademark of BPSI Holdings LLC)

## Employee Spotlight

### Meet: Kevin Hudock

Kevin began his career in 1985 as an electrical Apprentice. By 1989 he had achieved Journeyman status and he continued to climb through the ranks to Foreman and Project Manager positions for Commercial and Industrial facilities. Along the way, Kevin earned his State of Delaware Master Electrical License.

In 2007, Kevin was offered a demanding position at Tri-M where he was tasked with managing the Services and Small Projects Group. Kevin answered the challenge head-on and he and his team have been instrumental in building this group into an intricate part of Tri-M's ever-growing portfolio of services. Customer relations, customer satisfaction and cost analysis are his primary focus in the management of this group. Kevin's knowledge of the trade and his professional conduct allow him to earn the trust and confidence of his customers.

In 2009 Kevin took on the additional role of spearheading Tri-M's Renewable Energy initiatives. In this role, Kevin is currently overseeing the solar installation at Tri-M's Kennett Square facilities, scheduled for April/May completion. Many other renewable energy projects are in the works under Kevin's direction.

Kevin continuously stays abreast of the ever-changing Solar environment by attending training and certification

courses. He recently obtained his Interstate Renewable Energy Council (IREC) certification and plans to pursue the North American Board of Certified Energy Practitioners (NABCEP) certification in 2010.

As Senior Project Manager for Tri-M, Kevin has incorporated safety diplomacy in all aspects of electrical construction and he actively participates on Tri-M's Safety Committee.



Kevin overseeing the rooftop installation at Tri-M.

When asked his thoughts about the challenges of such a demanding position, Kevin responded that he is pleased to be associated with a quality company such as Tri-M that bestows the confidence in their employees, not only to succeed, but also to develop future challenges which stem from a well structured unit.

In his leisure time, Kevin enjoys giving back to the community by volunteering in many activities. He coaches softball for Salem, NJ Little League, where he also serves as League Vice President. He also coaches basketball and volunteers at many youth and high school events. Kevin enjoys golfing, riding his Harley, and spending time vacationing at the Jersey Shore with family. In addition to his numerous volunteer endeavors, Kevin spends time supporting the family owned business, "Hudock's Custard Stand", a tradition at this seasonal landmark since 1967.



## What's New at Tri-M

### Ribbon Cutting for Tri-M's Green Renovations



Tangent Energy Solutions, United Electric Supply and The Tri-M Group, LLC are holding a Power Exchange Symposium in May to cut the ribbon on our new solar upgrade at our headquarters in Kennett Square, Pennsylvania as well as to introduce Tri-M's renewable energy and conservation initiative. This will be an excellent opportunity to meet all of our partners in our renewable energy initiative. Experts in this arena will present ideas for navigating through the new energy world.

At the Symposium you will see firsthand how Tri-M has incorporated several solar installations - roof mount, ground mount systems as well as solar parking canopies into our upgrade. See how these new systems can be integrated with existing building automation and energy management systems to help your facility become more energy efficient and independent. There will be opportunities to learn more about Power Purchase Agreements and ACT 129 and new and innovative ideas about energy supply, demand and conservation.

**COSTARS™** Pennsylvania Department of General Services

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Andover Continuum, Pelco, Notifier, Panasonic, Bosch and Square-D,  
Tri-M can provide turnkey solutions to suit your specific needs.

Call Tri-M today at (800) 456-7782 to purchase these additional ancillary services:  
Electrical Construction      Medium & High Voltage Installations  
Building Automation Systems      Security & Life Safety Systems  
Telecommunications/Network Services      Fire Alarm Test & Inspection

### Tri-M Establishes New Office in Baltimore, MD

To more effectively serve our customers in Maryland, we have recently opened an office at the following location:

DeSoto Business Park  
Building E  
1001 Wilso Drive  
Baltimore, MD

Phone (410) 368-3981

### Tri-M Website Revised

Coming this summer . . . Tri-M's newly revised website. We have been working diligently to make our site more concise and user friendly. We recently added a new section to our existing site - Renewable Energy, highlighting our holistic approach to helping our clients become greener and save energy dollars.

Our new site will be more streamlined and easier to navigate, as well as having a fresher look and feel. The web address will stay the same - [www.tri-mgroup.com](http://www.tri-mgroup.com).





## Our Community

# TRI-M Employees Volunteer: Many hands make light work



In each issue of our newsletter we've highlighted different community organizations that Tri-M has supported and continues to support. In this issue we thought we'd change the focus a bit. With close to 300 employees in six states, we thought it would be interesting to see what organizations our employees are supporting in their spare time.

Many of our employees have found the time to volunteer in more than one charitable cause. We have many Youth Athletic League Coaches, Volunteer Fire Fighters, Scout Leaders and many employees who are active in their churches and places of worship. Our employees are also members of service clubs such as Lions Clubs and Rotary Clubs in their hometowns.

We also have some employees who are volunteering in some very interesting areas. We have an employee volunteering on the Kalmar Nyckel, an employee who is a nationally recognized turkey caller, we have a biker who rides for a cause, another employee teaches safe driving, another is active in his sons' Cub Scout Pack, and another employee traveled half-way around the world to make a difference.

Steve Tabinowski, Tri-M's Director of Information Technology, is currently in training for the volunteer sailing crew for the Kalmar Nyckel, The Tall Ship of Delaware. The original Kalmar Nyckel was one of America's pioneering colonial ships. Its historical significance rivals that of the Mayflower, yet her remarkable story has never been widely told.



The original Kalmar Nyckel sailed from Sweden to the New World in 1638 leaving its passengers to establish the first permanent European settlement in the Delaware Valley, the Colony of New Sweden in present-day Wilmington, Delaware. She made a total of four roundtrip crossings of the Atlantic—more than any other ship of the era. Her first voyage to the New World left 24 settlers of Swedish, Finnish, German and Dutch descent in the Delaware Valley. For more information [www.kalmarnyckel.org](http://www.kalmarnyckel.org)



Kurt Albrecht; Senior Project Engineer, with Tri-M's Services Team, presently serves in Cub Scout Pack 191 as the Committee Chairman. This local pack serves the boys in Avondale and the surrounding communities. Along with volunteering with the Boy Scouts of America, Kurt is also very active in his church. For more information on the the Boy Scouts of America visit [www.scouting.org](http://www.scouting.org)



Kurt is pictured above on a field trip to the Battleship New Jersey with his sons and left, at the kick-off of the Annual Pine Wood Derby.

Rich Musser, a Superintendent with Tri-M's Network Services Team, loves hunting and the outdoors. He spends his spare time volunteering for the National Wild Turkey Federation. He teaches turkey calling on their Youth Field Day as well as volunteering to guide children on the youth turkey hunt. For more information about the National Wild Turkey Federation visit [www.nwtf.org](http://www.nwtf.org)



Chuck Parisan a Foreperson with Tri-M's Electrical Construction Team, is a member the American Legion Post 2 in Dover, DE and also a member of the American Legion Riders Chapter 2, which is a branch of the American Legion. The Riders main activity is the American Legion Legacy Run which takes place every August to raise money for Scholarships which go to children who have lost a parent while serving in the military since 9/11. Visit [www.legion.org](http://www.legion.org) to learn more.



Rob Koenig, Account Manager with Building Automation Systems Team, volunteers as an in-car instructor for BMW Car Club of America Street Survival Program, a safe teen driving instructional program.



The primary emphasis of the Tire Rack Street Survival® is a "hands-on" driving experience in real-world situations! The students use their own car to learn about its control and handling limits.



The students will become more observant of the traffic situation they find themselves in. They will learn to look far enough ahead to anticipate unwise actions of other drivers. As the students master the application of physics to drive their cars, they will make fewer unwise driving actions themselves. They will understand why they should always wear their own seatbelts, and why they should insist that their passengers wear seatbelts, too. Check out [www.streetsurvival.org](http://www.streetsurvival.org)



Jen Reider, Senior Estimator with Tri-M's Electrical Construction Team, has been a member of the Rotary Club of Newark, Delaware for nine years. Rotary club members are volunteers who work locally, regionally, and internationally to provide humanitarian service, encourage high ethical standards in all vocations, and help build goodwill and peace in the world.

In 2007 Jen traveled to the remote village of San Isidro in Guatemala as part of a Rotary Foundation grant to bring a potable water system and improved sanitation facilities to more than 125 families. In 2009 she led a team of five on a Rotary Foundation sponsored Group Study Exchange to Sri Lanka. For four weeks the team developed personal and professional relationships, observed how their individual vocations were practiced in Sri Lanka, experienced the culture and institutions of their hosts, and exchanged ideas while serving as ambassadors for the Rotary clubs of Delaware and Maryland's Eastern Shore. Visit [www.rotary.org](http://www.rotary.org)



Tri-M employees have also indicated that as well as donating time to different organizations, they also donate money to their favorite charities, like the American Cancer Society, the Leukemia and Lymphoma Society, the American Red Cross, Fraternal Order of Police, St. Judes and Disabled American Veterans, to name a few.

Whatever the cause, big or small, no matter whether it is local or international, every hand and dollar helps. Volunteering is not only a rewarding experience but it is also fun and a great way to meet people in our communities. We encourage you to get involved in your communities as well.