



Bringing You the Power to Achieve

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This photo, taken from one of Tri-M's bucket trucks by resident photographer and IT Director, Steve Tabinowski, shows the three solar arrays recently installed at Tri-M's Corporate Offices. The ground mount is a 34.6kW system, the roof mount 52.4kW and the parking canopy 14kW, resulting in an overall 101kW of solar energy production.

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PX

Power Exchange

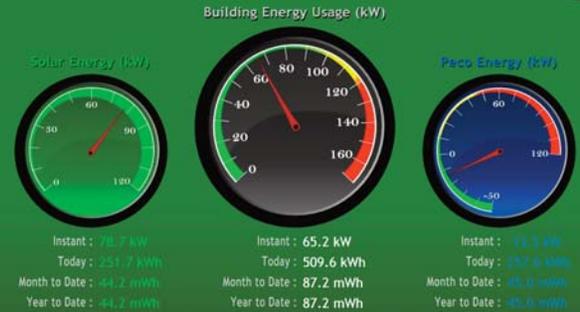
Solar Energy Monitoring System

Building Demand Control

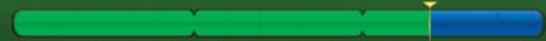
Current Weather Conditions

78.1 °F

Today	75°F
Tomorrow	25.5
Next 7	7
Saturday	82°F
Sunday	66°F
Monday	74°F
Tuesday	69°F
Wednesday	60
Thursday	79°F
Friday	68°F
Saturday	50
Sunday	84°F
Monday	71°F
Tuesday	20



Percentage of Power Supplied by Solar Panels



Solar Monitor
Main Display Screen

Savings
Environmental Savings

Solar Array
Aerial View of Solar Layout

Diagram
Power Flow Diagram

President's Message

Project Spotlight: Thorndale Volunteer Fire company

Partner Spotlight: Tangent Energy Solutions

Our Community: Wilmington Christian School - New Scoreboard

Tri-M Renewable Energy Symposium



The Tri-M Group, LLC

A Message from our President

Tri-M & Tangent form Partnership to Provide Renewable Energy Solutions

One of the most asked questions from our recent energy symposium was, "What's the relationship between Tangent Energy Solutions and The Tri-M Group?" Given Tangent's location here on the Tri-M campus and our close working relationship, it's easy to see where there may be confusion as to our business connection.

Simply stated, both companies are independent of each other. Tri-M has no financial interest in Tangent, nor does Tangent have one in Tri-M. This is an alliance struck between two independent firms that recognized the value in cooperating with each other in order to provide customers the best energy management solutions our combined resources can offer.

The Tri-M Group began investigating solar and renewable energy applications several years ago. But we were looking for solutions to offer customers that would extend beyond merely the installation of a renewable energy system. Given Tri-M's expertise in building controls, we were seeking an approach that would enhance a customer's ability to manage their energy needs.

After some frustration in seeking to engage the premier solar panel and equipment manufacturers, we discovered that Tangent Energy solutions had just been formed and their vision of how best to employ renewable energy was, in many ways, similar to ours.

While Tri-M was pursuing a more comprehensive approach to utilizing renewable energy systems, Tangent had already modeled its "holistic" approach that included energy efficiency, load control and wholesale market participation - aspects, that when teamed with the right "partners", could provide a measurable economic benefit for customers searching for the best application of renewable power.

The combination of Tangent's knowledge of power markets, the utility industry, government incentives, system manufacturers and, most importantly, its access to capital and finance, along with Tri-M's electrical and controls engineering and construction teams, made for the perfect blend of finance, management and technology.



This association between Tri-M and Tangent enables us to bring renewable solutions to commercial and industrial clients that are not only designed and built for maximum efficiency, but also make sound economic sense as well.

Tangent enters into a Power Purchase Agreement (PPA) with the client ensuring Tangent has a consumer for the output. It then issues a design/build contract to The Tri-M Group to construct and monitor the system based upon the specific needs of the client and with the assistance of Tri-M's building automation expertise, subsequently helps the client manage its load profile and minimize its energy consumption at the most critical times.

We feel it's an example of the best in American business - two independent firms with complimenting skills and competencies teaming up to deliver a product the market both needs and wants.

But please remember what the "product" is. It is not merely renewable energy, although that is the ingredient that makes it work. The final product is an energy management solution using a "holistic" approach that will mitigate future utility rate increases and improve the customers' consumption and demand costs. Both Tangent and Tri-M want clients to know that renewable systems are a means to that end.

Jim

ABOUT THE COVER: The solar energy monitoring system pictured on the cover, hangs on the wall in the lobby at Tri-M's corporate headquarters and monitors the energy usage of the three newly installed solar arrays. Real-time usage and resulting savings for each of the arrays...roof mount, ground mount and parking canopy...can be accessed, as well as current weather conditions. Contact us at (610) 444-1000 to arrange a tour of our solar arrays and the solar energy monitoring system.

Project Spotlight: Thorndale Volunteer Fire Company

Project Summary

As a result of a site survey performed by Tri-M in the spring of 2009, it was determined that the Thorndale Volunteer Fire Company could realize substantial savings by installing an Andover Controls Continuum Energy Management System (EMS). Additionally, efficiencies could be gained through the installation of an updated card access system, to be integrated with the EMS.

The existing HVAC system was controlled by individual thermostats and the legacy card access system covered only the main door, with approximately 750 cards issued. To allow users to gradually migrate over to the new system, the legacy card reader was kept in place, with the new card reader installed adjacent to it. The new card access system was expanded to control 8 doors within the fire house and was completed at no cost to the fire company as a result of Federal Homeland Security funding that was obtained.

Tri-M's commitment to help the Fire Company increase comfort, reduce energy costs and secure the building was met by providing the required engineering and programming to implement the following control strategies and system functions:

- Elimination of Zone Conflicts
- Precise PID Loop Control
- Scheduling of Start/Stop Control
- Day/Night Setback
- Comparative Enthalpy Economizer Control
- Regulation of Space Temperature Adjustments
- Holiday & Event Scheduling



The equipment monitored/controlled by the System includes Air Handling Units, Global Points, Kitchen Exhaust Fans and Access Control Doors. The Andover system is available for remote access via VPN and the Network Controller for the project was sized to accommodate future expansion.

The end result for the Thorndale Volunteer Fire Company is a state of the art system, reduced energy consumption and a Return on Investment (ROI) calculated at 3.1 years.

John P. Carbo, Thorndale Fire Company Trustee, reported that since the installation of the Energy Management System, the fire company has been tracking the energy savings over the past year and they are seeing low energy bills...for both gas and electric. The reduction was noticed within the first month of the system activation. The access control system is working out great with the new and old system being used simultaneously.

"The Tri-M Team was very knowledgeable and guided the Thorndale Fire Company in the right direction and proved it with instant savings," said Carbo.

Meet: The Tangent Energy Solutions Team



Dave Turner, Andy Meserve, Dean Musser, Mark Schaefer and Tammi Knell standing beside the ground mounted solar array at the 206 Gale Lane offices. Not pictured - Aaron Barnes.

Tangent Energy Solutions is an energy company that will design, construct and finance efficiency and renewable energy projects, as well as operate and maintain them without customer capital cost requirements. With over 60 years of experience in operations and project development, the Tangent Team has delivered optimized energy solutions to commercial, institutional and industrial customers with outstanding results. Well versed in project management, operations, monitoring and control, Tangent becomes and remains a valuable part of their customers' energy team.



Tangent President & CEO, Dean Musser, started his career as a warehouse helper with Tri-M in 1976 while still in high school. Today he is a highly regarded business strategist and commercial and industrial energy management operations and systems expert with over 28 years of experience in delivering rapid returns on investments and business expansion. His impressive credentials include Principal of Multi-Test

from 1995 - 1997 (which was subsequently sold to Delmarva Power) and VP of Operations & Engineering for Conectiv Solutions, 1997-2001, from which Enerwise Global Technologies, Inc. was spun off. Dean eventually became president and CEO and transformed Enerwise into the largest Demand Response provider for PJM. He then executed a successful exit strategy for his venture partners and in 2007 sold the company to Comverge.

In February 2009, Dean developed a business plan and successfully raised venture capital funding for the business start-up and growth of Tangent Energy Solutions, Inc.

Dave Turner, Chief Operating Officer for Tangent, is an energy markets and infrastructure expert, demonstrated leader, P&L manager and business consultant with more than 25 years of energy industry experience. Dave provides an excellent bridge between commercial and industrial customer needs and utility operations and requirements. Dave has lead two successful energy and utility related businesses from start-up and initial growth stages to strategic acquisition. He has also published articles and presented papers on a wide range of topics from Advanced Metering Infrastructure and Smart Grid strategies, to utility outsourcing.



Other members of the Tangent Team include CFO, Mark Schaefer; VP of Solar Sales & Development, Andy Meserve; VP of Project Finance & Legal, Aaron Barnes and Financial Analyst, Tammi Knell.

Experts in all aspects of energy supply and demand, the Tangent team has a proven track record in renewable project development, energy efficiency, demand response, power markets, utility operations, and infrastructure safety and reliability.

Our Community

WILMINGTON CHRISTIAN SCHOOL

Tri-M Installs Scoreboard for Wilmington Christian School

Recently, Tri-M was contacted by the chairperson of the Boosters Club for the Wilmington Christian School about donating the installation and electrical work for the school's new scoreboard. The Boosters' Chair was familiar with Tri-M because the company that employs him has been a long time customer of Tri-M. That, coupled with the fact that several children of our employees attend the school, made us more than happy to help.

Tri-M received a kind letter of thanks from William F. Stevens, Jr., Headmaster for the school. Here is an excerpt from the letter sent to Tri-M's Director of Business Development, Paul Langan:



Dear Paul,

I write to acknowledge the tremendous gift that Tri-M gave to our school.

It is a GREAT contribution that you have made to the atmosphere and program of Wilmington Christian School. The installation and wiring of our new sports scoreboard has been such a marvelous addition. It has added such a wonderful dimension to our athletic program, bringing a sense of professionalism to our field and to our teams. Because of gifts like yours, and your generosity to us, we can be a better place. THANK YOU!

We value our relationship and the gift. Blessings to you in return.

*Humbly,
Bill Stevens*

RENOWNED FILM DOCUMENTARIAN CREATES MOVIE SHOWCASING TRI-M & TANGENT'S NEW SOLAR ARRAYS

To obtain a copy of the short film, please call (610) 444-1000, x346.

Larry Cappelto is an independent filmmaker, author, musician and producer of the highly acclaimed, award winning television film documentary series, "Lest They Be Forgotten." His documentary series is seen regularly on public television stations including the PBS family. Future volumes in this historic film documentary series include World War II - The Battle of the Bulge; Yom Hashoah - Remembering the Holocaust; Korea; Vietnam; the Gulf War and Iraq. Mr. Cappelto is a national recipient of the prestigious George Washington Honor Medal given by the Freedom's Foundation, Valley Forge, PA.

More information is available at www.veteranshistory.org.

LEST THEY BE FORGOTTEN™



POWER EXCHANGE SYMPOSIUM

On May 20th, a gorgeous spring day, Tri-M, Tangent Energy Solutions and United Electric Supply hosted a Symposium here at our headquarters in Kennett Square to highlight our three new solar arrays and to educate our guests about how to navigate the new energy world of supply, demand, conservation and renewables.

The day was highlighted by a ribbon cutting ceremony for the solar arrays. As part of the ceremony, emcee and Tri-M Chairman of the Board, Tom Musser, was presented with a check from PECO for energy savings already recognized by the efficient lighting retrofit to Tri-M's BAS Building. The check was in the amount of \$5,523.30!



Our two special guests for the day were Tom Kiser, "America's Energy Coach" and Kennett High School sophomore, Ryan McCabe. Tom Kiser is famous for the "Kiser Concept" which was implemented at Ford Motor Company in 1998 and produced 15 million dollars in energy savings. Tom shared some great ideas about the new energy markets at the ribbon cutting. Ryan was displaying his solar boom box, which was amazing. This young man has taken it upon himself to create the boom box on his own out of his interest in renewable energy. Together Tom and Ryan cut the ribbon for our solar arrays.



A door prize of the new Amazon Kindle, donated by Schneider Electric, was won by Dave VanVeen of WL Gore & Associates.

Several of our partners exhibited their products and presented seminars on various topics, all of which addressed the challenges of navigating through the new energy world. We were pleased to provide our guests with access to the best-in-class firms in the energy commodities, energy conservation and renewable energy arenas.

Over 200 guests attended, toured our solar arrays throughout the day and were treated to lunch. Tours included the ground mount structure, roof mounted structure, parking canopy structure, inverter room, control & monitoring options and a wrap up by Tangent Energy.

In fact, the tours were so popular we are in the process of producing a brief video summary of the tour for those clients who have not been able to see it for themselves.



Thanks to our Partner Sponsors for making this event such a success!

