

Zoned Technology Leads to Lower Electric Bills

AFTER MANY YEARS running on an outdated boiler system and noisy AC units, St. Joseph School, in Pilot Grove, Mo., needed to find an HVAC system that could efficiently cool and heat the 5,400-square-foot building without disrupting day-to-day activities. The solution: Zoned Comfort Solutions from *Mitsubishi Electric Cooling & Heating*.

With these needs in mind, the school worked with Jamie Callahan of Air and Water Solutions. Callahan believed there was only one solution for St. Joseph's—zoned technology, and he recommended Zoned Comfort Solutions from Mitsubishi Electric as the brand for the school to install. He said, "The school didn't want to reuse the gas boiler, and with the energy efficiency of Mitsubishi Electric units, it was the only option."

The installation took only two weeks and

Callahan has received nothing but positive feedback from the school, specifically with the system's ability to offer cost savings. He said, "From what I've heard, the school went from paying thousand dollar electric bills to paying \$245 a month. That's nearly 25 percent of the original cost."

The staff agrees that the experience has been great. Principal Nichole Watring said, "We have not had any issues with the system and the teachers and students love that they can control the temperature of their rooms. It's much quieter and more efficient than the previous system."

The school was also pleased with the system's appearance. School Manager Donna Gerke said, "We looked for a system that offered more cost savings and efficiency but aesthetics was an added bonus. It's given the school a whole new look on



With Zoned Comfort Solutions from Mitsubishi Electric, St. Joseph's no longer fears high electrical bills and is able to offer students and teachers a comfortable learning environment year-round.

the inside. It looks fresher and cleaner."

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www.mitsubishicomfort.com

Ensuring a Safe School Environment

SOUTHAMPTON School District (SHSD) is nestled in the beach village of Southampton, New York. As part of the summer colony known as The Hamptons, it has a mix of middle-income neighborhoods, rural farms, and an affluent estate section. The village is anchored by the elementary, middle, and high schools which are at the very center of community activity.

Over the years SHSD had lost control of their mechanical master/sub-master key system. Problems associated with key-sharing were worrisome and there was constant concern about lost keys being used by unauthorized people. SHSD began searching for a solution that would circumvent lost key issues and give them more control at the door.

Randy Dabler, SHSD director of Facilities & Operations, says, "A number of manufacturers showed us their products.

It was sheer luck that I stumbled upon a *CyberLock* ad in a trade magazine. We immediately saw *CyberLock* as a cost-effective alternative to what we had in place. Not only could we expand the system as needed but we could retrofit the locks in all our doors without hardwiring. We contacted other schools that were using *CyberLock* and received positive feedback."

After a trial installation at SHSD offices they proceeded to install 221 *CyberLock* electronic cylinders in the elementary and middle schools and issued 249 smart keys to teachers and staff. Steve Phillips, SHSD maintenance supervisor, shares, "I've been very impressed with the ease of installation. It only takes three minutes to retrofit a lock with the *CyberLock* eCylinder. We are currently expanding the *CyberLock* system to the high school.

Dabler concludes, "Prior to *CyberLock*,



Cyberlock served as a cost-effective way for The Southampton School District to reduce the number of keys shared, and bring a new sense of safety and security to school life.

we felt like everyone in town had keys to our schools. Now, each teacher and staff member carries their own smart key that is programmed to access that person's workspaces. The key is valuable to staff so key sharing has ceased. [SPM](http://www.cyberlock.com)

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