



teletrol
building value

Project Profile

Fleet Bank



Northeast region, USA. Fleet Bank owns and operates over 600 facilities in the Northeastern USA. P.F. Bailey Associates Inc., a Teletrol Systems Integrator from Huntington VT, worked with Fleet Facilities Management to develop the Energy Conservation Network (ECN) and facilities database.

The scope of the ECN project includes:

- Engineering, installation, programming and commissioning of Teletrol systems at 32 Fleet branch locations from Bangor, Maine to New Jersey.
- Engineering and implementing lighting control and retrofit projects.
- Engineering and installation of HySave (LDS) at several locations.
- Consultation on new HVAC equipment installations for Fleet capital projects.

“By developing an interoperable Teletrol DDC solution, we were able to re-utilize some of the existing hardware and offer Standard Life a 50% reduction in final costs as compared to the closest priced competitor.”
- Project Manager

The work began in 1995 and has continued into 1999, with 32 Teletrol installations in various Branch facilities throughout New England. The latest of these projects are located in Augusta, Bangor, York, and Sanford, Maine.

The ECN projects consist of utilizing the latest technologies to significantly enhance the operation of small to medium size properties throughout Fleet's Northern Region Portfolio.



Fleet contracted to have Teletrol Integrator systems installed to provide 24-hour equipment failure monitoring, increased comfort for building occupants, more effective and efficient equipment operation, reduced utility costs, and improved overall facilities management. The Teletrol controllers can interface with a centralized workstation or mobile PC's running Teletrol's Ensemble, a simple Microsoft Windows software package. In this manner, the Service Representative and Director of Operations can remotely monitor and diagnose any problems and make adjustments to the program strategies as needed.

The Teletrol Integrator controllers selected for the ECN projects are stand alone units, able to perform custom heating and cooling strategies to operate the facility at peak efficiency. Beyond environmental control strategies, the ECN project incorporates lighting control for interior and exterior lighting. The objective was to achieve the most cost-effective facilities operations possible and to utilize the DDC equipment to its full capabilities.

Business Challenges...

- Develop an integrated system that maintains engineering and programming consistency throughout the various Branches and Portfolio locations for troubleshooting, adjustments and access.

- Re-engineer and optimize each building's control points and remove older proprietary systems while re-using existing wiring and devices where possible.
- Enable the Fleet Central Service Center to respond to HVAC calls and verify problems, before sending out vendors to the site for repairs.
- The buildings are spread out from Bangor, Maine to New Jersey.

Our Solutions...

- P.F. Bailey Associates, Inc. installed Teletrol IntegratorCS controllers and ValuTrac modular I/O, which made for uncomplicated networking in larger buildings and made it easy to add control points from remote mechanical rooms and equipment.
- In the smaller Branches, Teletrol TeleMate22 units were used for complete HVAC and lighting control. This made it possible for Facility Directors to respond to problems at their Branch buildings via modem. Some Directors are responsible for 50 – 100 sites over large areas; the Teletrol upgrades made it easy to call up a Branch, make adjustments or call a service company if the equipment needs repair.
- Holiday and operating hours can now be easily changed;

systems incorporate optimal start/stop routines for HVAC equipment to ensure comfortable conditions are established before the Branch opens for business.

Business Benefits...

- Working with local utilities' demand side management programs, PF Bailey designed the Teletrol systems to meet all of the requirements, enabling Fleet to receive rebates. The return on investment has been as quick as 1.5 years for complete upgrades!
- Typical electrical KWH savings of 15% for each building; also created operational labor savings by offering remote monitoring and system modifications.
- Each building's characteristic can now be monitored, profiled and optimized to provide the most cost-effective means of control.
- System upgrades have provided a better work environment for employees, allowing them to focus on the business at hand: banking!



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