

In 1983, Wayne Hansen decided to venture out on his own and provide quality heating, ventilating and air-conditioning (HVAC) controls and superior customer service to Central Iowa. Control Installations of Iowa, or more commonly referred to as CI3, was born. Wayne's previous 8-years at Johnson Controls afforded him the knowledge to delve into the HVAC direct digital controls (DDC) market. After 25-years, they have over 90 employees and three offices in the Midwest.



Des Moines, IA office

The Cedar Rapids office was opened shortly after getting the bid for a large University of Iowa job in 1990. The \$2.5 million dollar controls job launched CI3 into the big leagues. The closing of a Kansas City based Andover dealer allowed CI3 to expand again in 2000 in the Kansas City area.

During the mid 1980's, DDC controls were all the buzz. Arcnet was first, then there was Ethernet. Andover and CI3 keep up the pace with one of

the first graphical, internet based systems in the Nation at Mid American Energy right here in Des Moines, Iowa. This was one of only a handful in the nation at the time.

With constantly changing technology, CI3 again stepped up to the plate and hired an in house training director. Rob Hammer not only trains the CI3 staff, but customers and technicians as well. This training gives CI3 continuity throughout their HVAC controls and security platforms. CI3's customer's wanted more – they wanted integrated HVAC and security systems.

After doing a large security job for Principal Financial Group here in Des Moines in the late 1980's, CI3 realized the huge benefit to both HVAC and security controls as one system. Wayne mentioned that their security business has recently surpassed their HVAC business.



Wayne Hansen

Integrating HVAC controls and security systems has many advantages over separate systems; a single interface, control of lighting and cameras, temperature and employee building access and location detection and tracking. With the recent push of LEED certification, things like daylight harvesting / monitoring and lighting control can all be controlled through a central system. Heating and cooling can be tailored and / or adjusted for specific employees as they access different parts of the building. Cameras can be used for security as well as HVAC control.



Wayne hopes that new research in the area of LEED will emphasize the use of technology. "Energy consumption and conservation, human comfort and security should be a few of the main issues in future LEED developments and implementation." Integrating HVAC and security systems affords CI3 the ability to do these things, and do them well.

Wayne sees the trend for his industry to involve the internet as a much larger player. Making HVAC and security systems



that can be easily accessed remotely will be a must. Being able to control the HVAC system like a security system will be big. Utilizing the video cameras for both systems will be just as big.



C13 actively supports Iowa ASHRAE by sponsoring the golf outings, contributing to the scholarship fund and encouraging their employees to be active in the Chapter. Jeff Gross, for example, has participated in the Chapter and is now a Past President. With the diverse background of C13, they participate in many organizations such as ASHRAE, IES and IEEE. Wayne encourages his employees to go to the meetings and build relationships with other members.

As their website states, "Our goal does not stop at customer satisfaction. We are determined to take it to the next level, customer delight." This attitude reflects the sentiment of Wayne and C13 in business as well as organization relationships. Wayne recommends "being active in ASHRAE to build those relationships with people in this business."

Some of the more notable projects and customers for C13 include:

- AT&T – Kansas City
- Allied / Nationwide – HVAC and Security
- Alliant Energy
- Mid American Energy
- Polk County Jail and Administration building (original downtown complex)
- Polk County Jail (new)
- Principal Financial Group
- Qwest
- State Capitol Complex
- Truman Medical Center – Kansas City
- University of Iowa

When Wayne is not at work, he enjoys spending time with his wife, playing with his golden retriever, landscaping on his acreage, traveling (when he can) and being a new Grandpa!

