



T.M. Bier & Associates reports higher sales volume - Continues to expand staff to meet demand

September 12, 2011 - Design / Build

T.M. Bier & Associates, Inc., one of the New York area's leading independent controls systems engineering companies, recently reported that it has increased sales and added employees in the first two quarters of 2011. TMBA president Theodore Bier attributes the growth to increased demand in two distinct markets.

According to Bier, "Our business volume increased due to new buildings currently being constructed in the New York-Metropolitan area, but also due to renovation and retrofitting of existing buildings, to bring them into compliance with today's indoor air quality, environmental and energy requirements. In both of these markets, the individuals responsible for running facilities are developing a clearer understanding of their energy costs and how to control and reduce those costs."

Since the start of 2011, TMBA has added nine new employees in positions that include: sales engineer, junior design engineer, security account executive, programming engineering, project manager, mechanical helpers (2), accounts payable coordinator and administrative assistant. These individuals were all hired to meet greater demand and support the company's growth plans. Bier indicated that TMBA is still looking to add more sales, sales support and technical staff.

"The main driver of the growth that we are experiencing is a realization that our nation cannot afford \$50 billion a month for foreign oil, and that something must be done about global warming," added Bier.

TMBA, which currently has a staff of 76 employees, reported annual revenues of \$15 million.

Bier who recently addressed a group of GE engineers, property managers and facility managers from North America, Europe and Asia who were attending a GE Capital Real Estate (GECRE) Building Automation Systems (BAS) Technology Session in Manhattan, noted that this matter of dependency on foreign oil must be addressed on multiple levels not the least of which is smart buildings using the latest technologies to control energy consumption.

Further evidence of TMBA's strong position was Bier's indication that the company is actively looking for acquisitions, as well as new product lines.

"We are always researching new technologies that can enhance the services we offer to our customers," said Bier.

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