

# The Newest DirectAIR<sup>®</sup> (compressed air as a utility) Site Opens at Tier 1 Automotive Supplier June 2010.



A Tier 1 automotive supplier needed to purchase a new 200 hp variable speed drive air compressor to replace an older compressor that had major reliability issues and very high maintenance costs. This company had 6 oil flooded rotary screw air compressors that were between 10-15 years old. During the review process the plant manager found that

their air problems were worse than thought and he needed to replace more than one compressor.

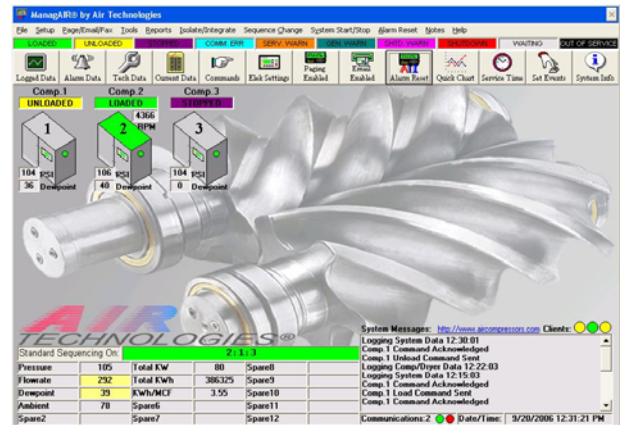
Some of the problems that they were experiencing were:

- High annual maintenance & repair costs (typically outsourced).
- Excessive down time caused by unexpected compressor shutdowns.
- Inefficient, modulating compressors with outdated controls that did not work causing extremely high energy costs.
- Repetitive compressor problems were a management headache.
- High condensate removal costs.
- Impending equipment replacement and/or major overhauls.
- Excessive maintenance on production equipment caused by intermittent water in their air lines.
- Periodic need for rental compressors.
- Valuable plant floor space being taken up by air compressor equipment.

Since replacing one air compressor was like sticking your finger in a dyke, it made sense to step back and evaluate a more encompassing solution, DirectAIR<sup>®</sup> compressed air utility service.

With DirectAIR<sup>®</sup>, compressed air utility service, customers purchase compressed air just like any other utility. What is unlike other utilities is that Air Technologies guarantees 100% reliability with penalties. Their superior designs and operating expertise has resulted in over 1.3 million hours of operation at their DirectAIR<sup>®</sup> sites without a single continuous hour of low air pressure! The Utility Services Group developed DirectAIR<sup>®</sup> 15 years ago and has been providing compressed air “over the fence” to more industrial customers in the U.S. than anyone else. These unmanned compressed air generation sites are owned, operated, monitored and maintained by Air Technologies to provide 24/7/365 supply of 100% reliable, clean, dry air.

Air Technologies exclusive ManagAIR<sup>®</sup> control system monitors and controls the onboard equipment as well as compressed air pressure, flow, and dew point. If any equipment or performance abnormalities occur, ManagAIR<sup>®</sup> automatically contacts the DirectAIR<sup>®</sup> Service and Operations Team for an immediate response. The system is accessed remotely within minutes and the appropriate corrective action taken.



**Here are some of the Plant Manager, Controller and General Manager’s comments on the condition of their existing compressed air system:**

- “System was unreliable with water in the air, air ends going bad and equipment failings”
- “Rental, Back-up compressors were needed quite often”
- “We were seeing expensive repairs to our production equipment”
- “Spot shortages of plant air caused production down time”
- “Experiencing low pressure alarms on some of the production equipment”
- “Incurring continuous maintenance problems”
- “Moisture in the air resulted in water in our production solenoids/cylinders”
- “The wet air was causing our production equipment’s bearings to rust”
- “Compressor failures were causing partial production occurrences – cutting down on the plant’s efficiencies”

Compressed air is used in nearly every facet of this manufacturer’s production process and is #1 critical to their success. The customer’s top 2 objectives for their compressed air system are:

- 1] Reliability with 100% air supply 24/365 for Air pressure, Flow and Dewpoint
- 2] Maximizing the energy savings available.

After quantifying all of the associated compressed air related costs, a thorough financial evaluation including a Net Present Value cash flow analysis showed that DirectAIR<sup>®</sup> was the obvious choice for the customer. The monthly DirectAIR<sup>®</sup> cost is lower than all of the accumulated costs that the customer had been accustomed to paying for on an annual basis.

This particular DirectAIR<sup>®</sup> system includes (7) 125 hp rotary screw air compressors with built in refrigerated dryers including variable speed drive technology. It is split up into two sites with three units on one side of the plant and 4 on the other. The system also incorporates heat recovery from all of the compressors. Once the system was approved and the agreement signed, it was fully operational in just two months.



The DirectAIR<sup>®</sup> system is delivered pre-manufactured, to the greatest extent possible, in a custom-engineered modular facility and ready to run. It truly is a “plug n play compressed air system.

These modules are installed just outside the plant’s exterior wall. The facility is secured to prevent any tampering and is engineered to provide an ideal operating environment through all four seasons of the year – hot, humid summer days to sub-freezing winter temperatures.

DirectAIR<sup>®</sup> includes the engineering, electrical, foundation, rigging, condensate drainage, and piping installation. This enables our customers to spend their capital investment in other areas that help drive their top and bottom lines. And, DirectAIR<sup>®</sup> is very flexible with additional CFM capacity that can be added in very short order.

#### ***Comments from the customer regarding their DirectAIR<sup>®</sup> start-up & implementation experience:***

- *“Very Smooth transition, in fact it went much smoother than I expected”*
- *“Seamless – no impact to production”*
- *“There was never a time that I was in doubt about the cut over”*
- *“ At no time did we lose air pressure in the plant and we were at full production during the changeover”*
- *“The transition was seamless and flawless, with no change in plant air pressure”*

Once all of the costs were considered, DirectAIR<sup>®</sup> was obviously the best choice. And, the customer receives the benefit of the latest energy saving technology and reduced monthly operating costs without spending any upfront costs. Energy savings in this particular case exceeded 30% compared to the prior compressor system.

#### ***And now here are some of the comments from the customer after having the experience of their new DirectAIR<sup>®</sup> Solution over the past several weeks:***

- *“I have forgotten all about air compressors already!”*
- *“Fabulous”*
- *“I have no air or water concerns anymore”*
- *“Haven’t thought about air ever since we transitioned over to DirectAIR<sup>®</sup>”*
- *“We are now resting easy when it comes to our compressed air supply”*
- *“Great, highly recommended of course”*
- *“Go for it, what are you waiting on?”*
- *“We do not have any of those headaches anymore”*
- *“Certainly recommend it based upon our experiences so far”*
- *“We are happy to entertain perspective DirectAIR<sup>®</sup> customers in the future with a site tour of our DirectAIR<sup>®</sup> facilities”*

- *“I would certainly recommend DirectAIR® to a friend”*

FOR MORE INFORMATION ON DirectAIR® OR DirectAIR® NITROGEN, CONTACT:

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