

## Keep It Under Control!

*Kaeser puts automotive supplier in the driver's seat of compressed air efficiency*

### PROBLEM:

A Tier 1 automotive seating and electrical supplier was interested in taking advantage of local utility rebate incentives. For their compressed air needs, they had been relying on four compressors manufactured in the 1980's, inherited from a sister plant. Each unit operated in modulation control and was manually switched on and off, leaving the units continually fighting each other, resulting in wasted energy, fluctuating pressure, and increased maintenance costs.



### SOLUTION:

Kaeser performed a complete Air Demand Analysis (ADA) to identify the plant's current compressed air needs and to develop a plan for implementing the most energy efficient solution possible. Additionally, Kaeser recommended a Sigma Air Manager (SAM) master controller to properly control the system and ensure the most energy efficient combination of units would be selected to meet current plant demand.



### RESULT:

Thanks to better controls and adding an energy efficient variable frequency drive compressor, the customer was able to reduce their annual maximum power consumption by 865,440 kWh—the equivalent of removing 100 homes from the power grid for one year—all without compromising stable system pressure. With the older compressors relegated to back-up, annual maintenance costs have been reduced from \$37,000 to \$18,000. Less maintenance also means less downtime, for increased productivity.



Specific Power of Previous System:	28.93 kW/100 cfm
Specific Power of New System:	17.66 kW/100 cfm
Annual Energy Costs of Previous System:	\$252,988 per year
Annual Energy Cost Savings:	\$114,720 per year
Additional Savings in Maintenance Costs:	\$19,000 per year
<b>TOTAL ANNUAL SAVINGS:</b>	<b>\$133,720</b>
Utility Rebate:	\$71,579
<b>TOTAL SAVINGS:</b>	<b>\$205,299</b>

# Not Getting Enough Supervision?

**S**ure. We make a better compressor. More reliable.

More air for less energy. Easier to maintain. And quieter. But when it comes to efficiency, system design is critical.

You can run several very efficient machines, but not run them efficiently. That's why we are such sticklers for system controls. Advanced compressor controls like our Sigma Air Manager make compressors "play well with others". Under SAM's supervision, compressors don't fight each other. They all work together, delivering consistent, reliable pressure within 1 psig of your desired pressure. And when they aren't playing, they are off. No wasting energy idling or cycling.

SAM gives you superior performance, steady pressure for production, and reduced energy usage. It also minimizes run times which extend service intervals. Reduced cycling and idling means less wear and tear on the motor, starter, valves, etc. Fewer repairs, longer life. Stop neglecting your compressor and give it the supervision it needs with SAM.

**Call us today, you'll thank us tomorrow!**



Kaeser's Sigma Air Manager (SAM) combines the benefits of modern industrial PC and Internet technology to provide unparalleled compressor control, monitoring, and energy savings. Learn more at [kaeser.com/sam](http://kaeser.com/sam).

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