

# **Industrial SPP / Partner Teaming Profile**

### **Service/Product Provider**

Kaeser Compressors, Inc.

P.O. Box 946

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Business: Air Compressor Wholesaler

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Marketing Services Manager

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# **Industrial Partner**

#### **CEMEX**

920 Memorial City Way, Suite 100 Houston, TX 77024

**Business: Building Materials** 

Bhaskar Dusi

Corporate Technical Energy Manager

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## Kaeser's Sigma Air Utility cuts compressed air energy by 28.5% for CEMEX in Louisville, KY

#### **Project Scope**

Kaeser provided a complete air system designed and built to meet CEMEX's needs. Kaeser operates and maintains the air system, and CEMEX pays a fixed monthly cost for compressed air as a utility.

### **Project Summary**

Kaeser conducted an initial plant walkthrough, an Air Demand Analysis, and provided a compressed air system proposal that guarantees performance, supply, and energy savings for the contract period. The equipment supplied included high efficiency stationary rotary screw compressors (with Energy Policy Act [EPAct] compliant motors), clean air treatment equipment, and an air distribution network designed for low pressure drop. Compressors and dryers are controlled by Kaeser's Sigma Air Manager (SAM) to optimize efficiency.

#### Energy Savings

Estimated annual energy reduction of 28.5%

#### Investment

No capital investment required by CEMEX; company pays fixed monthly cost for compressed air supply for the length of its contract.

#### Financial Return

The yearly energy savings pays for at least 40% of the total annual compressed air supply cost. The customer assessed additional savings in maintenance and overhead costs.

#### Other Benefits

Sigma Air Utility guarantees air at the right pressure and quality for reliable operations and better product quality. Cost savings provided working capital for other projects, and fixed monthly costs allowed for more accurate budgeting.

# **Monitoring & Verifying Energy Savings**

Kaeser monitors compressors and system components through SAM. SAM features data storage hardware and analysis software to record operating trends and energy consumption, enabling verification of energy savings, and detection of new usage patterns that can be further optimized.

#### **Distinguishing Value**

Kaeser considers energy efficiency in all aspects of air system design and provides tools to sustain peak energy efficiency if operating conditions change from design parameters. Kaeser enhances reliability by monitoring systems 24/7, and assists in implementing corrective measures in the event of a system alert.

