

# VENDOR NEUTRAL, ENERGY BIASED

*We are committed to reduce compressed air system energy & enhance the core process of industrial facilities.*



# COMPRESSOR ENERGY SERVICES A FIDELITY COMPANY

## ABOUT US

Compressor Energy Services (CES), A Fidelity Company, has over 30 years in the compressed air systems industry, specializing in optimizing the efficiency of the supply and demand side of compressed air systems in large industrial facilities. CES maintains a longstanding commitment to offering unique professional solutions, providing turnkey design and implementation services and guaranteed energy savings that result in a typical return on investment of 65%, resulting in simple paybacks of less than two years.

CES has the ability to look at compressed air solutions through a variety of different lenses, including system efficiency, end uses of compressed air, heat recovery, and core process optimization.

## RECOGNITION

We have received the following awards from the Association of Energy Engineers (AEE) New England chapter:

- ◆ 2024: Rookie Spotlight Award - ComEd
- ◆ 2018: AEE Energy Innovator of the Year for Region 1 (CT, DE, ME, MA, NH, NJ, NY, PA, RI, VT)
- ◆ 2015: Comprehensive Energy Project of the Year - Smutty Nose Brewing Co.
- ◆ 2014: Best Compressed Air Energy Project in New England - Smiths Medical North America
- ◆ 2014: Best Corporate Energy Program in New England - EMD Millipore Corporation
- ◆ 2013: Best Performance Contracting Project - P&G Gillette
- ◆ 2013: Best Compressed Air Energy Project - Analog Devices
- ◆ 2012: Outstanding Energy Project New Construction - Green Mountain Coffee Roasters
- ◆ 2012: Outstanding Energy Project Production Facility - Joseph's Gourmet Pasta & Sauces
- ◆ 2011: Best Corporate Energy Program - EMD Millipore Corp.
- ◆ 2011: Best Compressed Air Energy Project - Smiths Medical North America
- ◆ 2010: General Electric - Best Compressed Air Energy Project

## OUR EXPERT SERVICES

### ASSESSMENT SERVICES

- ▶ Pressure, Flow, & Power Monitoring & Analytics
- ▶ Supply & Demand Side Optimization
- ▶ System Wide Retro- Commissioning
- ▶ Leak Detection
- ▶ Heat Recovery
- ▶ Process Integration

### DESIGN SERVICES

- ▶ Investment Grade Design Drawings & Scope of Work
- ▶ Utility Submittals
- ▶ Vendor RFP Solicitation & Selection
- ▶ Execution Planning
- ▶ Scheduling

### IMPLEMENTATION

- ▶ Project Management
- ▶ Turn-Key Installation
- ▶ Utility Incentive Coordination
- ▶ Subcontractor Management
- ▶ Project Commissioning
- ▶ Staff Training

### PERSISTENT COMMISSIONING

- ▶ Remote Monitoring
- ▶ Compressed Air System Analytics
- ▶ Periodic Reporting
- ▶ Savings Measurement & Verification
- ▶ Operations & Maintenance Savings Identification
- ▶ Core Process Diagnostics



# OUR VALUES

## CUSTOMERS

At Compressor Energy Services, our job isn't done until we have achieved projected savings & have a satisfied customer. Maintenance, facility, & executive staff are our best marketing tool as they keep asking us to come back!

## INNOVATION

We look at compressed air solutions through a number of different lenses. System efficiency, inappropriate end uses of compressed air, heat recovery, & core process optimization are a just a handful of those lenses.

## CORE PROCESS

The #1 priority for industrial facilities is their productivity & throughput. CES takes pride in seamlessly integrating our compressed air solutions with the core process.

## TRUSTED SAVINGS

Our customized remote monitoring system enables us to monitor power, pressure, & flow to accurately predict how much energy & money we save our customers. We even guarantee the savings.

CASE STUDIES	FORTUNE 150 BEVERAGE BOTTLING PLANT	NATIONALLY RECOGNIZED BREWERY	NATIONALLY RECOGNIZED FOOD MANUFACTURER	STYROFOAM PRODUCTS MANUFACTURER	FORTUNE 500 AEROSPACE CASTINGS MANUFACTURER
<b>SCOPE</b>	<ul style="list-style-type: none"> <li>▶ 335 hp Oil Free, Two-Stage, Variable Speed Air Compressor</li> <li>▶ Heat Recovery to Supply Plant Air &amp; Process Heat Loads</li> <li>▶ Leak Repair</li> <li>▶ Unregulated End Uses</li> <li>▶ Pressure Reduction</li> </ul>	<ul style="list-style-type: none"> <li>▶ 2 x 60 hp Oil Free, Variable Speed Air Compressors</li> <li>▶ Air Treatment</li> <li>▶ Storage</li> <li>▶ Distribution</li> </ul>	<ul style="list-style-type: none"> <li>▶ 420 hp &amp; 335 hp Oil Free, Two-Stage, Variable Speed Air Compressors</li> <li>▶ Heat Recovery to Meet Process Air &amp; Heat Demands</li> </ul>	<ul style="list-style-type: none"> <li>▶ 300 hp oil flooded, two-stage, variable speed air compressor with 1,060 gal storage</li> <li>▶ Heat recovery from inner stages of compression &amp; after cooler</li> <li>▶ Steam insulation</li> <li>▶ Zero-loss drains</li> <li>▶ Leak repair</li> </ul>	<ul style="list-style-type: none"> <li>▶ Cross-connected two point-of-use compressed air plants</li> <li>▶ Sequencing control strategies to optimize energy efficiency</li> </ul>
<b>PROJECT COST</b>	~\$620,000	~\$265,000	~\$1,200,000	~\$535,000	~\$355,000
<b>ANNUAL ENERGY SAVINGS</b>	2,077,049 kWh/yr 30,000 therms/yr	401,192 kWh/yr	1,247,045 kWh/yr 80,538 therms/yr	449,486 kWh/yr 46,793 therms/yr	862,769 kWh/yr
<b>TOTAL UTILITY INCENTIVE</b>	~\$420,000	~\$180,000	~\$85,000	~\$335,000	~\$250,000

## SOME OF OUR CUSTOMERS

- ▶ Anheuser-Busch Companies, LLC
- ▶ Ben & Jerry's Homemade, Inc
- ▶ Cabot Creamery Cooperative
- ▶ The Coca-Cola Company
- ▶ Energizer Holdings, Inc
- ▶ General Dynamics Corporation
- ▶ General Electric Company
- ▶ ICU Medical, Inc
- ▶ Johnson & Johnson
- ▶ Keurig Dr Pepper Inc.
- ▶ MilliporeSigma
- ▶ New Balance Athletics, Inc
- ▶ OSRAM SYLVANIA Inc
- ▶ PepsiCo, Inc
- ▶ RTX Corporation
- ▶ Siemens Industry Software Inc
- ▶ Teradyne, Inc
- ▶ Tyson Foods, Inc
- ▶ Unilever United States, Inc
- ▶ Velcro IP Holdings LLC

## UTILITY PARTNERS

- ▶ Ameren Corporation
- ▶ Baltimore Gas & Electric Company
- ▶ Commonwealth Edison Company
- ▶ Efficiency Maine Trust
- ▶ Vermont Energy Investment Corporation
- ▶ Eversource Energy
- ▶ Liberty Utilities Co
- ▶ National Grid North America Inc
- ▶ Tennessee Valley Authority
- ▶ Unital Corporation