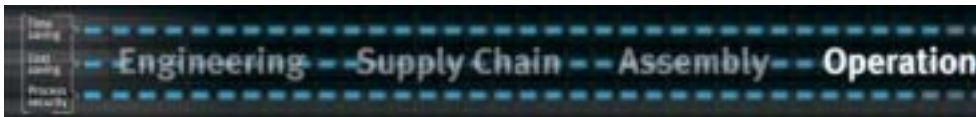


Energy Saving Services



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With the Climate Change Levy coming into force on April 1st 2001, the effect has meant an average 12% increase in energy bills for manufacturing companies. This has given progressive businesses the opportunity to identify exactly how energy is used and to find ways to reduce associated costs.

Although compressed air can be expensive to generate, pneumatics is normally the most flexible medium for automation, requiring much lower investment than alternatives.

The Festo **Energy Saving Service** is designed to help you improve your company's operating costs and productivity. By using the latest technical equipment our specialists can quantify how much leaks are costing you, analyse and then recommend solutions to reduce the costs.



The Festo Energy Saving service differs in that it offers specialist support in reviewing your machine's performance and recommending cost saving solutions that cover:

- **Static efficiency**
how pneumatic energy is being used or wasted whilst the machine or its components are not performing work – for example leaks, pressure settings, air distribution network
- **Dynamic efficiency**
how pneumatic energy is being used whilst the machine or its components are in operation – issues such as bore sizes, types of fittings, differentiated pressures, circuit design and idle times.

- Pneumatic energy audit and assessment
- Calculation and summary report recommending actions to improve efficiency

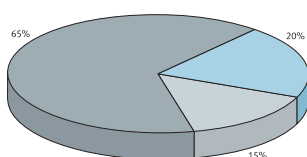
A full report and proposal tailored to your requirements will highlight improvement opportunities in the form of a comparison against any investment required to determine payback. Festo can then provide the products, systems and services to ensure successful implementation.

Benefits to you

- Cost savings on compressed air generation
- More efficient use and extended life of pneumatic equipment
- Reduced machine downtime with higher reliability
- Improved efficiency of maintenance personnel
- Reduced spare part stock holding
- Improved safety of pneumatic equipment

This is one of a growing range of time and cost saving services designed to enhance your competitive advantage.

To find out more: Contact Technical Support on 01604 667099



35% of the generation cost of compressed air could be saved

- 20% through reduction of leakages, maintenance & best use of air
- 15% is usually lost through inefficiencies

Taken from EU Study, ISI 2000

Reducing compressed air usage to conserve energy

There are many companies offering advice on how to reduce costs associated with producing and distributing compressed air. The benefits gained are limited unless you consider how compressed air is being used and how the air demand can be reduced.

Our specialists will use a combination of knowledge, specialised instruments and extensive experience to consider how your machine is operating in terms of both output and energy efficiency.

The full Energy Saving Service covers the key steps:

- Preliminary visit to set audit goals and overview facilities

Energy Saving Services

Your choice of supply

The Festo Energy Saving Service consists of:

• Handling your enquiry

Visit by our technology consultant to discuss and agree your requirements

General overview and evaluation of your plant based on agreed goals

Proposal made for Energy Saving Service to meet your requirements



• After acceptance of quotation:

Timetable for completion of project agreed with you

Project carried out on-site by our consultant as per quotation using the latest measurement technology

• Analysis Service

Data is analysed and comprehensive report generated



Recommended solutions and costs with estimation of time for return on investment provided

Any health and safety concerns are highlighted

Guidelines for 'Best Practices' are included

The price you pay

Preliminary visit and handling of enquiry is free of charge

Energy Saving Service is as per detailed quotation based upon agreed scope of supply.

Specific services available on request:

- Air Quality checks charged at £50 per hour
- Air consumption figures and documentation charged at £50 per hour

Other services you may need

- **Servo-Pneumatic Commissioning & Training**
Skilled installation, application advice and hands-on training for your servo-pneumatic requirements.
- **Vacuum Evaluation & Training**
Application advice on vacuum methods and hands-on training course
- **Emergency Response Services**
Emergency Component Supply – Cylinders and Valve Islands
- **Personalised Training**
A range of product or application courses tailored to your needs

Our aim is to provide you with a customised service that suits your needs, so if you have a requirement we have not covered, please ask.

To find out more:
Contact Technical Support on 01604 667099 to discuss your application, or contact your local Sales Consultant

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