



Service/Product Provider

Professional Supply, Inc.

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Business: Engineering Services/ Project Mgmt.
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Industrial Partner

Ford Motor Company

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Business: Automotive
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PSI implemented innovative energy strategies at eight Ford facilities saving \$16 million a year and improving plant conditions without any upfront costs for Ford.

Project Scope

PSI eliminated steam boilers and old HVAC units by using unique equipment technologies and control logic.

Project Summary

PSI installed new direct contact hot water heaters for high efficiency water heating, “Big Foot” air handling units that minimize maintenance and maximize efficiency, a Global Control System with sensors and logic to optimize Big Foot turndown capabilities, and process heat reclamation.

- **Energy Savings**
\$16 million/year savings covering 8 facilities
3,138,340 MCF/year natural gas reduction and 133,825,495 kWh/year electric reduction
- **Investment**
Over \$90 million initial investment funded by performance contracts
- **Financial Return**
Average simple return on investment—5.6 years; \$16 million/year savings per Energy Service Agreement, contracts for 8-10 years (utilities rate locked in for term of the contract); actual utility rates result in \$25 million/year savings
- **Other Benefits**
Eliminated 1,600 natural gas heating and air-conditioning units (3.2 billion BTUH) in addition to providing remote troubleshooting capabilities that reduced maintenance time and gas train inspections; Air quality, plant temperature stability, and CO/NOx monitoring improved

Monitoring & Verifying Energy Savings

PSI installed 533 gas meters and 2,857 electric meters to capture energy use for comparison with the baseline.

Distinguishing Value

Professionalism and innovation resulted in energy and emissions reductions beyond contracted projections.