Industrial SPP/ Partner Teaming Profile

**Service/Product Provider**

Professional Supply, Inc.  
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Fremont, OH 43420  
Business: Engineering Services/ Project Mgmt.  
Ed Kiser, Marketing Manager  
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**Industrial Partner**

Ford Motor Company  
550 Town Center Dr., Ste 200  
Dearborn, MI 48126  
Business: Automotive  
Bill Allemon, Energy Program Manager  
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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.