

# What is the Compressed Air Challenge?

The CAC is an independent, non-profit collaborative with no commercial bias. Sponsors include federal and state energy agencies, utilities, industrial users, manufacturers, distributors, energy efficiency organizations, and expert consulting engineers. Our mission is to enhance industrial competitiveness through improved energy efficiency.

Contact the CAC Training Coordinator today:

Phone: 866-442-4247 (866-442-4AIR)

Email: [info@compressedairchallenge.org](mailto:info@compressedairchallenge.org)

Web: [www.compressedairchallenge.org](http://www.compressedairchallenge.org)

*"As far as the classes and instructors go, everything was laid out great! This class helped me gain insight on compressed air facts that I had not been aware of, which in turn allows me to further help my own customers."*

Aaron Lacy, Sales Engineer, Air Handling Equipment, Indiana



## A competitive edge for you AND your customers.

### Technical training by the Compressed Air Challenge generates win-win results!



## Strengthen your business by adding value for your customers.

### Help sponsor Compressed Air Challenge technical training!

Hosting Compressed Air Challenge (CAC) training is an emphatic statement of your company's professional standards and commitment to technical excellence. Expert, product-neutral CAC training is unsurpassed in quality – it directly and consistently leads to compressed air improvement projects on the production floor. This translates to enhanced profitability for your customers and, in turn, new opportunities for your business.

Offering your customers access to vital, practical information by hosting or co-hosting CAC training will give you a distinct competitive advantage. Feedback from industrial customers about this training has been overwhelmingly positive. Attendees of both the **Fundamentals** (one-day) and **Advanced** (two-day) training sessions return to their facilities with new awareness of compressed air system operating costs and a wide variety of practical tools to improve productivity and reduce energy costs.

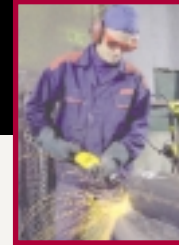
*"The quality of the CAC training and instructors is outstanding. We believe these workshops have a real effect on reducing industrial operating costs."*

Anita Hagspiel, National Grid USA, Massachusetts



## What customers do with new technical information...

**A dramatic 76% of industrial end-users who participate in our workshops actually implement CAC training recommendations, such as replacing inefficient compressors, improving system control strategies, and designing system modifications or expansions. These activities are all potential new business opportunities for service providers.\***



The bottom line for customers: Energy savings from recommended improvements average 17.3% of compressed air energy use, with added benefits of increased system reliability.\*\*

\*Based on findings from the US Department of Energy's (DOE) Evaluation of the Compressed Air Challenge Training Program, 2004.

\*\*Based on compressed air projects documented by the US DOE, visit: [www.compressedairchallenge.org](http://www.compressedairchallenge.org).

*"Air Power of New England has enthusiastically hosted CAC training, sharing responsibilities with our local electric utility. Compressed Air Challenge has been an ideal partner in our corporate objective to 'Provide quality education to our customers and fellow business associates.'"*

*We are convinced that both levels of CAC training help our customers understand the real costs associated with the utility of compressed air. They appreciate APNE's efforts to help them to look beyond the initial purchase of equipment to the overall efficiency and management of their entire compressed air systems. We applaud the efforts of the Compressed Air Challenge!"*

Richard J. Brown, Jr., Senior Sales Engineer, Air Power of New England, Massachusetts

## The win-win potential of hosting or co-hosting CAC training.

Some organizations prefer to be the sole host of CAC training to benefit their customers or local manufacturers. However, jointly co-hosting training with other service providers, utilities, or local energy efficiency organizations can also be extremely cost-effective. CAC staff can help you identify other potential co-hosts to share the responsibilities and costs of hosting technical training in your area.

The CAC Training Coordinator and hosting team will gladly provide detailed guidance and assistance with the elements needed to plan and conduct a successful CAC training workshop. We've developed a variety of practical hosting resources that build on the positive experiences of the many organizations that have hosted almost 200 CAC workshops since 1998.

### What sponsors say about CAC training...

*"With more than 450 member businesses, the Compressor Distributor Association (CDA) promotes the value of CAC training. The CDA has successfully sponsored the workshops training in 10 cities."*

*The CAC training program is a product-neutral, technically sound approach toward operating plant air systems more efficiently. It provides high quality technical materials applicable to every type of industrial compressed air system. The relevance and impact of this training material is changing the marketplace."*

Ed Ball, Power Supply Industries, Missouri

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