



A Tavoron Company

# CASE STUDY



## Powering Efficiency: Energy Incentive and Compressor Upgrade Drive Sustainable Savings for Roofing Manufacturer

A leading U.S. roofing manufacturer, CertainTeed sought to improve operational efficiency, reduce energy costs, and align with corporate sustainability goals. Facing rising utility expenses and with a mission to be the leader in light and sustainable construction as a subsidiary of global manufacturing company Saint-Gobain, the customer partnered with AIM Companies to identify energy-saving opportunities and pursue available utility incentives to offset project costs.

### THE CHALLENGE

CertainTeed's Shreveport facility relied on aging compressed air equipment that consumed excessive energy and limited system performance. With sustainability and cost reduction as key priorities, the company needed a modern, efficient solution that would:

- Lower energy consumption and operational costs
- Enhance reliability and uptime
- Meet corporate environmental responsibility targets
- Maximize available incentive opportunities to reduce investment costs

Rising energy expenses and evolving sustainability standards made it the right time to evaluate system upgrades.

### THE SOLUTION

AIM Companies conducted a detailed energy efficiency assessment of the facility to pinpoint opportunities for improvement. Leveraging their deep experience with utility programs, AIM collaborated with SWEPCO (Southwestern Electric Power Company) to guide the customer through the incentive process—from documentation to final approval.

Key elements of the solution included:

- Implementation of Atlas Copco GA90VSD variable speed drive air compressors with a master controller
- Integration of smart control technology to manage multiple compressor units efficiently
- Seamless coordination with SWEPCO to document projected energy savings and validate performance

The variable speed drive (VSD) compressors dynamically adjust motor speed to match real-time demand, minimizing energy waste, while the master controller optimizes sequencing for maximum efficiency and uptime.

AIM's expertise in incentive facilitation and project development was instrumental in securing a \$52,074.11 energy incentive from SWEPCO, significantly improving project ROI.

## THE RESULTS

Since installation, the roofing manufacturer has realized measurable improvements in performance, reliability, and efficiency:

- Reduced energy consumption and lower monthly utility costs
- Improved system reliability and reduced maintenance-related downtime
- Enhanced control and flexibility with automated, demand-based operation
- Significant ROI accelerated by the \$52,074.11 incentive
- Alignment with sustainability goals through reduced environmental impact

The incentive played a pivotal role in the customer's decision to proceed, offsetting upfront capital costs and enabling faster payback on the investment.

## CUSTOMER FEEDBACK



"Partnering with AIM made the entire process, from assessment to incentive approval, simple and efficient. The new compressors have delivered noticeable energy savings and improved system reliability."

– M Najam Tariq,  
Principal Project Engineer,  
CertainTeed LLC



## LOOKING AHEAD

This project demonstrates how AIM Companies helps industrial manufacturers uncover hidden energy savings, secure available utility incentives, and deploy advanced technologies for lasting operational improvements.

By combining engineering expertise, utility program knowledge, and turnkey project execution, AIM delivers solutions that make energy efficiency both achievable and financially rewarding.

## EXPLORE ENERGY-EFFICIENT COMPRESSED AIR SOLUTIONS

Ready to reduce energy costs and improve system reliability? Talk to a compressed air expert at AIM Companies today: [aimcompanies.com](http://aimcompanies.com)



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