

Installed Base Evaluation Identifying Opportunities to Improve Energy Efficiency

In today's business climate, virtually every company is concerned with ways to reduce energy consumption and lower operating costs. Electric motors offer a great opportunity to do just that. Electric motors account for over 25% of total U.S. energy use, and motorized equipment accounts for 64% of the electricity U.S. manufacturers consume.

By identifying old, inefficient motors and replacing them with Baldor-Reliance Premium Efficient Super-E designs you can potentially realize huge energy savings. For example, replacing one existing 100 HP motor that operates at 88.5% efficiency with a Baldor-Reliance Super-E motor at 95.4% efficiency will save over \$3,437 per year in energy cost alone (based on .08 cost per kWh and 7200 hrs of operation). With the current utility rebates available in most markets and the upcoming change in federal minimum efficiency requirements in 2010 (Energy Independence and Security Act of 2007), it is the perfect time to replace inefficient motors.

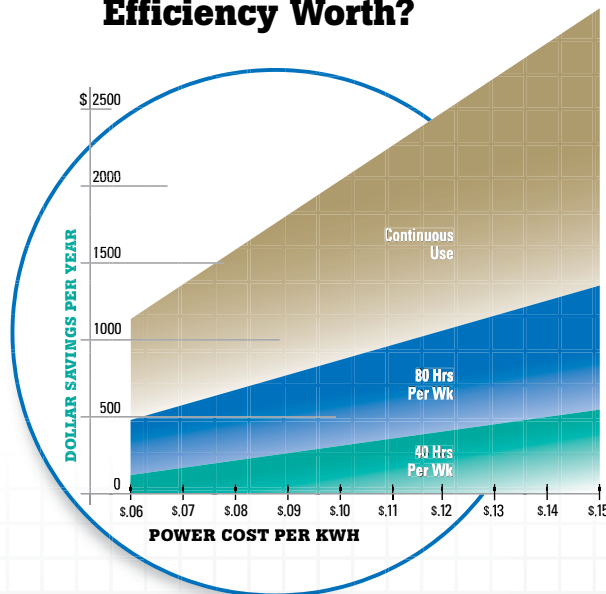
Focusing on the whole system offers even greater opportunities for lowering costs and reducing energy consumption. Using an efficient Dodge gearing solution with an energy efficient motor maximizes the impact of both products by making the entire system more energy efficient. Dodge bearings also add value to the system by reducing life cycle costs. All of this means more savings for the customer.

To assist customers in identifying and capitalizing on these often overlooked savings, Baldor proudly offers the services of the Installed Base Evaluation (IBE) Specialists.

Using state of the art data collection equipment and software, Baldor's IBE Team works with plant maintenance personnel to take an accurate account of motors and mechanical products both in operation, and from spare inventory locations. The raw data is then analyzed to produce a comprehensive report for the customer, which not only includes recommendations for immediate actions, but also long term strategies that will result in significant energy savings to favorably impact the customer's bottom line.



What Is Higher Efficiency Worth?



INSTALLED BASE EVALUATION TEAM



Savings from using a 40 Hp Baldor Super-E – 94.5 percent efficiency compared with an average industrial motor – 88 percent efficiency.

IBE Report Includes:

- Potential Energy Savings
- Detailed List of Current Products in Service and Spares
- Payback Timing
- Repair/Replace Comparisons
- Spares Analysis
- Local Rebate and Incentive Program Details

IBE Value

An Installed Base Evaluation can prove valuable to a customer in more than just energy savings. An IBE provides the end user the framework for a motor management system and overall system performance, as well as Operational Equipment Effectiveness (OEE) initiatives. These programs help maintenance and procurement personnel to devise a preventive maintenance program that increases uptime and productivity.

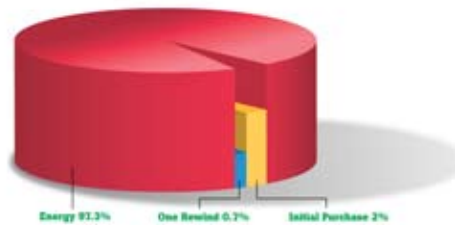
In addition, the information collected can help to facilitate a partnership between the end user, distribution, and district offices or field sales representative, so that the end user can rely on outside inventory support and reduce the number of spares on hand. An IBE is also a proactive way for companies to display that they are environmentally focused on reducing their carbon footprint through energy conservation.

Benefits of an IBE:

- Energy Savings
- Better Understanding of Equipment Currently in Service
- Framework for Motor Management and Overall System Performance Programs
- Improved Uptime through Better System and Process Reliability
- Product Availability
- Simplifies Purchasing, and Inventory Management
- Consolidation of Redundant Vendors/ Part Numbers



Lifetime Cost of an Electric Motor



For most motors, purchase price represents just 2 percent its lifetime cost. Electricity accounts for nearly 98 percent.

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For additional information, rates, and availability:

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