



# AirTility™

## Comprehensive Air Outsourcing Solutions



### Air as a Utility

You don't generate your own electricity, so why generate your own compressed air?

Sullair's AirTility™ offers the industry's most comprehensive air outsourcing solution. Think of AirTility™ for your compressed air system just as you think of the electrical and water systems at your facility — as a utility. With AirTility™ we design, install, operate and maintain your compressed air system, 100% of the time, allowing you to focus on your core business. Starting in 1985, Sullair and authorized Sullair distributors have consistently supplied outsourced air to a growing list of companies that now number more than 200 facilities worldwide.

In addition to designing and operating the compressed air system, the utility costs for electricity to power the compressed air system can also be covered by AirTility™. The result is one single, affordable, monthly payment that eliminates capital expenditures and offers the potential for significant tax advantages.

### Case in Point: The Dow Chemical Company

*An early innovator, The Dow Chemical Company's Midland, Michigan facility has relied on Sullair's AirTility™ program for 21 years, and, based on results, has committed to an additional 10 year contract. Dow recognizes the value of outsourcing their compressed air system to Sullair.*

*"By having us take over their compressed air system, Dow has been able to utilize their maintenance expertise in other areas of the plant and that has freed them up to concentrate on what they needed to do," says Tom Teets, Sullair's Customer Care General Manager. "When customers outsource their air, they're using it strictly as a utility. They don't have to worry about maintaining the machines, maintaining the dryer and filtration. They get what they really want, which is clean, dry compressed air, as consistently and reliably as their water and electrical utilities."*

### Key Benefits


- Eliminate the capital costs of buying compressor systems
- Free up facilities staff by outsourcing the entire compressed air system
- Receive equipment upgrades when facility needs change
- Eliminate unnecessary equipment when facility needs change
- Reduce energy costs with continuously maintained, monitored, and upgraded equipment
- No maintenance worries
- No downtime



# AirTility™ – Reliable, Cost-Effective Systems with no capital expenditures, no maintenance worries, and potential tax benefits

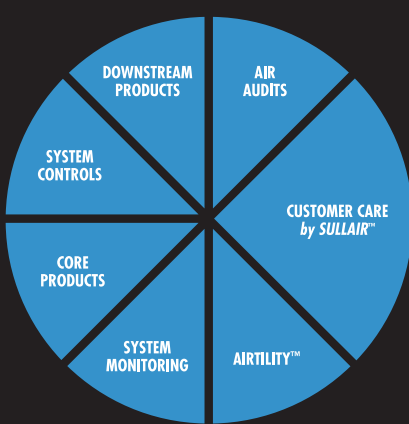
## Compressed air outsourcing made simple by AirTility™

AirTility™ eliminates the hidden costs of plant air, including regular maintenance requirements for facility employees and capital and procurement costs. AirTility™ is the option for companies looking to outsource their compressed air systems when they require a worry-free source for reliable, cost-effective compressed air.



*Your compressed air solutions made simple by SULLAIR*

*Sullair offers AirMetrix™ solutions that help reduce energy costs and improve productivity by analyzing, managing, and controlling the total compressed air system.*



## The AirTility™ solution allows you to reduce or eliminate...

Capital costs associated with:

- Procuring compressed air systems
- Installation
- Compressor room building costs
- Property taxes for equipment and facilities

Labor costs for:

- Routine maintenance
- Emergency service
- Purchasing, receiving, and warehousing

Service and repair costs:

- Lubricants/oil
- Disposal of consumables

Energy costs associated with:

- Old, inefficient equipment
- System leaks
- Unregulated air consumption

Lost production from:

- Poor air quality and pressure
- Wet air and oil carryover
- Complete loss of compressed air

Sullair also offers a variety of lease and financing options through its finance company, based on qualifying credit application.

For more information on Sullair products and services,  
please contact your local Sullair distributor.



[www.sullair.com](http://www.sullair.com)

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