



"We Earn Your Business And Keep It.  
With Service As Our Primary Goal!"

## Testimonial Letter

Email Received 11/19/2010

Ray,

I wish to thank all of the I&M Industrial people that have contributed to the newly developed air study program, it has dramatically improved the quality of the United States Postal Service needs in moving the mail and providing better service to all of our customers across the Nation from the North Carolina and South Carolina region. Using the program and the technical knowledge I&M has provided we have developed a dramatic reduction of utility usage on 6 major projects that has been completed in 1.5 year period of approximately \$20,000.00 per project in utility savings. The end result is the full cost of the first project that was performed at the West Columbia SC Plant has had a 100% return on investment by combining all of the averaged savings on the 6 projects. It will continually provide a reduction on the remaining 5 projects and the projection is within 5.5 years there will be a 100% return on investment on all 6 projects. With the old technology we used 100% electrical power and stored supply air, and now the new technology were the compressors are now only using exactly what power is needed with a air storage capacitance in the system for the actual air demand has made a dramatic difference and I have been monitoring the new systems and see an average daily usage of 38% of what we used in the past at 100% of the time, and now the new systems only ramping up to 60/75% during peak hour needs at full production in the mail processing times of the day.

Once again keep up the great work that you are providing the industry and I look forward to what new technology that we can incorporate for the daily needs to keep the cost of usage in line with the actual need.

Thank you,

*Steve Scarano*  
*Eastern Facilities Service Office*  
*Field Office*  
*PO Box 2106*  
*Columbia, SC 29202-2106*  
*Office: 803-733-4751*  
*Fax: 803-733-4753*  
[steve.w.scarano@usps.gov](mailto:steve.w.scarano@usps.gov)