

# Engineering, maintenance and operating services



Enhance efficiency and productivity

Increase safety

Minimize downtime

Provide flexible, comprehensive range of services and customized support options

Offer solutions for Air Products' and other manufacturers' plants



“Air Products has been designing, building, operating and maintaining industrial gas plants around the world since the 1940s. We leverage these decades of experience to continually enhance the solutions we can bring to our customers. Let our team of experienced professionals help you make your plant the best that it can be by taking advantage of our suite of service offerings.”

Kaylyn Swartz, Business Development Manager, Equipment Sales & Plant Support

## Our sweat. Your equity.

No matter what business you're in, it's a fight to keep competitive. Today that means maximizing efficiency, increasing productivity, and keeping your plant at peak performance on a budget. With experience since the 1940s in designing, building, operating, maintaining, and modifying thousands of process plants around the world, Air Products can help you reach your goals.

## Real experience. Real results.

When dealing with Air Products, you get the benefit of our far-reaching engineering and operations experience. Our own separation and hydrocarbon gas processing plants have an average 99+% onstream performance and our safety performance is consistently among the leaders in our industry.

## Whatever your goals, Air Products can get you there.

A large producer of copper ore needed to increase production. After a week-long audit, our engineers recommended a cost-effective change in operating parameters around a distillation unit, which increased production 15%. Two similar audits resulted in production increases of up to 20% even though Air Products did not design or build the original facilities.

For another customer—a methanol producer located at the southern tip of Chile—we developed a customized Technical Services Package to help their personnel operate a new 1,600 MTPD air separation plant safely and reliably.

Success stories like these are the essence of our engineering, maintenance, and operating services.

## What we can offer.

### Engineering studies

- Feasibility studies for upgrades and modifications to plants of all makes, sizes, and types
- Comprehensive review of current operating parameters and long-term objectives

### Contract operating and maintenance services

- Maintenance-only service contracts
- Base or full-service operating and maintenance contracts
- Full staff or supervision only
- Customized agreements

### Preventive maintenance services

- Development of new plans or review of existing PM schedules
- Performance of planned or unplanned outages by experienced technicians

### Audits

- Performance
- Safety

### Additional services

- Operator training programs, on- or off-site, for process control, start-up, safety, maintenance, etc.
- Preservation programs/equipment shutdowns
- Instrumentation services
- Plant appraisals

## What does this mean for your operation?

### Access to our comprehensive resources

- We have experience with a wide range of equipment
- We have engineering expertise, technical know-how, operating experience, spare parts inventories and more

### Greater efficiency and productivity

- Eliminate problems and inefficiencies caused by inexperienced operators and staff turnover
- Enhance performance and prolong equipment life with systematic plant maintenance

### Control Costs

- Optimizing plant performance can help reduce energy costs
- Feasibility studies can evaluate cost/benefit of plant upgrades and modifications



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