Engineering Sales Associates Launches Free Air System Self-Assessment Tool for Regional Manufacturers

October 16, 2025

CHARLOTTE, NC - October 16, 2025 -
Engineering Sales Associates of the Southeast, Inc. announced the availability of a free air system self-assessment tool designed to help Charlotte-area manufacturers evaluate the efficiency and reliability of their industrial compressed air systems.

The diagnostic tool, available at https://engineeringsales.com/wp-content/uploads/2024/02/ESA_Air-System-Self-Assessment.pdf, enables facility managers and maintenance teams to identify potential issues in their air compressor systems before they lead to production disruptions. The assessment covers critical operational areas, including system pressure requirements, air quality standards, maintenance schedules, and energy consumption patterns.

"Manufacturers often don't realize their compressed air systems are operating inefficiently until a failure occurs," said Arthur Pue, President of Engineering Sales Associates. "This self-assessment tool provides a

structured approach for facilities to evaluate their current air system performance and identify areas that may require attention. It's based on the same diagnostic criteria our technicians have used across six decades of servicing industrial clients."

The assessment tool addresses common challenges faced by manufacturers across paper, furniture, food and beverage, textile, pharmaceutical, and automobile production sectors. These industries rely heavily on compressed air for pneumatic tools, process automation, material handling, and quality control applications.

The self-assessment examines several key performance indicators that affect compressed air system reliability. These include pressure drop measurements across the system, air leak detection protocols, compressor duty cycle analysis, moisture content evaluation, and preventive maintenance scheduling. By completing the assessment, manufacturers can establish baseline performance metrics and identify deviations that may indicate developing problems.

Data from the Charlotte-based company's service records indicates that facilities conducting regular system assessments experience significantly fewer emergency repairs. The firm's analysis of over 60 years of maintenance data shows that proactive evaluation can identify many potential failures before they impact production.

"The assessment tool reflects lessons learned from thousands of service calls and maintenance interventions," added Pue. "Each question targets specific failure points we've encountered in industrial settings. When a manufacturer understands these risk factors, they can make informed decisions about maintenance priorities and capital investments."

The tool also helps manufacturers prepare for consultations with air compressor service providers by documenting system specifications, operating conditions, and maintenance history. This information enables more accurate diagnostics and reduces the time required to resolve issues when professional intervention becomes necessary.

Engineering Sales Associates developed the assessment based on its experience servicing various compressor types, including oil-flooded, oil-free, high-pressure, reciprocating, rotary screw, and piston models from manufacturers such as Gardner Denver, Aircel, BEKO, and Deltech.

Engineering Sales Associates of the Southeast, Inc. is a veteran-owned industrial air compressor service provider established in 1961. Based in Charlotte, North Carolina, the company specializes in maintenance, repair, and sales of industrial compressed air systems for manufacturing facilities throughout the region. The

firm provides 24/7 emergency services, preventive maintenance programs, air system diagnostics, and comprehensive aftermarket support for all major compressor brands and models.

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Engineering Sales Associates of the Southeast, Inc.

Engineering Sales Associates (ESA) has been a total solutions provider for compressed air systems in the Charlotte, NC, area since 1961.

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