Engineering Sales Associates Shares Industrial Air Compressor Maintenance Insights and Case Studies

November 17, 2025

CHARLOTTE, NC - November 17, 2025 -
Engineering Sales Associates of the Southeast, Inc., a Charlotte-based industrial air compressor service provider, has published new technical resources and case studies demonstrating preventive maintenance strategies that reduce equipment failures for manufacturers across the Southeast.

The company's recent case studies document specific maintenance solutions implemented for regional manufacturers, including a Charlotte bottling plant experiencing short cycling issues that threatened production schedules. The technical documentation provides manufacturers with actionable insights drawn from over six decades of field experience servicing industrial compressed air systems.

"Manufacturing facilities lose an average of 20 to 30 percent of their compressed air through system leaks, which translates directly to increased energy costs and reduced equipment lifespan," said Arthur Pue, President of Engineering Sales Associates. "Our published case studies demonstrate how systematic leak detection and preventive maintenance protocols have helped Charlotte-area manufacturers reduce these

losses while extending equipment life expectancy."

The company's technical resources address common industrial air compressor challenges identified through servicing facilities in the paper, furniture, food, beverage, textile, microchip, computer, pharmaceutical, and automobile industries. Recent documentation includes analyses of equipment life expectancy factors, cost-benefit calculations for preventive maintenance programs, and diagnostic procedures to identify system inefficiencies.

One documented case study details how the company resolved recurring short cycling problems at a Charlotte bottling facility through systematic diagnostics and targeted component replacement. The intervention prevented an estimated 40 hours of monthly downtime and reduced energy consumption by 15 percent.

The veteran-owned organization has compiled maintenance data from thousands of service calls since 1961, identifying patterns that inform current preventive maintenance protocols. This historical data shows that regular maintenance intervals can extend the lifespan of industrial air compressors from an average of 10-15 years to 20-25 years when properly maintained.

Engineering Sales Associates has documented maintenance procedures for various compressor configurations, including oil-flooded, oil-free, high-pressure, reciprocating, rotary screw, and piston models. The technical resources cover equipment from multiple manufacturers, including Gardner Denver, Aircel, BEKO, Deltech, and Atlas Copco.

The company's AirShield preventative maintenance program incorporates findings from these case studies, offering scheduled inspections based on manufacturer specifications and operational demands specific to each industry sector. Industrial facilities implementing these protocols report average annual reductions of 60 percent in emergency repair calls.

Recent industry analysis indicates that unplanned air compressor downtime costs manufacturers between $20,000 and $250,000 per incident, depending on facility size and production requirements. The company's published maintenance guidelines help facilities identify potential failure points before critical breakdowns occur.

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

maintaining factory-trained technicians and a comprehensive parts inventory for all major compressor manufacturers.

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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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