



**PotomacEdison**<sup>®</sup>  
A FirstEnergy Company

CASE STUDY  
**Flowserve**



SAVINGS BY THE NUMBERS

**\$69,876**  
Total incentives

**178,602**  
Annual kWh savings

**\$21,432.24**  
Estimated annual savings

**THE OPPORTUNITY**

Flowserve Corporation is a leading provider of fluid motion and control solutions, producing engineered and industrial pumps, seals and valves as well as a range of related flow management services. The company operates in more than 300 locations in over 50 countries with 15,000 employees worldwide.

Flowserve first learned about Potomac Edison's Energy Solutions for Business Program in 2019, when it upgraded a section of its warehouse with LED lighting and received \$13,099 in program incentives and started saving 79,634 kWh per year. When it was time for another project in 2022, Flowserve reached out to the solutions team to explore even more ways to enhance their sustainability mission.

**THE PROJECT**

Flowserve's Taneytown, Maryland facility relied on old, obsolete compressors, with parts that were increasingly difficult to find. Flowserve was spending an average of \$12,000 a year on maintenance, just to keep the old units running. It was critical to replace the compressors with more modern, high-efficiency models as soon as possible.

There was also inefficient lighting throughout most of the facility, so Potomac Edison worked with Flowserve to upgrade the remaining lights with LED lighting.



**ENERGY  
EQUIVALENCIES**

**27.3**



Passenger cars driven for one year



**15,396,566**

Number of smartphones that could be charged



**15.9**

Average homes' energy use for one year

Source: U.S. Environmental Protection Agency



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## CASE STUDY

# Flowserve

**EmPOWER**  
MARYLAND

### THE RESULTS

Flowserve was able to upgrade from two full-load compressors operating at 100 percent capacity to a pair of new variable-speed compressors. One new compressor, running at just 50 percent capacity to meet plant demands, resulted in a steep decrease in both energy consumption and maintenance costs. Replacing all the lighting in the offices and remaining warehouse areas with LED lighting has also helped to increase productivity.

In total, the upgrades are estimated to reduce the facility's annual energy use by 178,602 kWh, saving Flowserve around \$21,432.24 a year. A \$69,876 incentive from Potomac Edison helped cover the project costs and speed up the payback period.

“Reduced load and energy costs that help drive our sustainability goals, coupled with the incentives that reduce costs on the products, is a win/win.”

**Jared Michael**  
Engineer

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**Questions? Visit [energysaveMD-business.com](http://energysaveMD-business.com) or call us at 855-801-5803 to discover how we can help your business or organization save.**

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EmPOWER Maryland programs are funded by a charge on your energy bill. EmPOWER programs can help you reduce your energy consumption and save you money. To learn more about EmPOWER and how you can participate, go to [energy.maryland.gov/Pages/Facts/empower.aspx](http://energy.maryland.gov/Pages/Facts/empower.aspx).

By participating in energy efficiency and peak demand reduction programs, customers agree to allow their utility to retain ownership of all Capacity Rights which refers to the demand reduction associated with any energy efficiency or peak demand reduction measures for which incentives were provided by the Company.