



Energy Efficiency in Industry

Mava Industrial SA
Petko Petkov,
Sales Manager- Compressed Air department



Mava Industrial S.A. was established in 1999 as a joint venture, part of **VAMVACAS INDUSTRIAL EQUIPMENT**.

VAMVACAS INDUSTRIAL EQUIPMENT has been a leading company for more than 80 years in the industrial packaging and pneumatics sector in Greece and on the Balkans. The company's partners are among the most well known companies and corporations. Since 1990, the company has been the official representative of Kaeser, and since 1999 has entered the market in Bulgaria and Macedonia.

The structure of **MAVA Industrial SA** is flexible, covering the entire territory of Bulgaria with 40 employees. Currently **MAVA Industrial SA** has a central office in Sofia, regional offices in Plovdiv, Sliven and Ruse. Our long-lasting and vast market presence is due to our professional attitude towards customers and the quality of our products.

MAVA Industrial SA offers machines and consumables manufactured in Germany, Italy, France, Switzerland and Japan that meet the safety requirements of the European Community.



More than 18 years **MAVA Industrial SA** delivers to the Bulgarian industry turn-key solutions for packaging and compressed air, committing itself to the idea of saving energy and reducing consumption levels on its way to the ultimate goal – to produce more with less energy and to protect the environment.

MAVA Industrial SA is the official representative in Bulgaria for **KAESER KOMPRESSOREN**, the world leader in compressed air solutions.

KAESER
KOMPRESSOREN





GLOBAL PRESENCE KAESER KOMPRESSOREN



Global sales and distribution: branch offices
and exclusive sales partners in over 110 countries

Global workforce: Approximately 5,500



Established: Coburg, 1919

Founder: Carl Kaeser Sr.

HQ and Main factory
Compressor factory (Coburg)



PRODUCT RANGE

KAESER
KOMPRESSOREN

Blowers
& Vacuum
pumps

Portable
compressors

Sigma Air Utility – Air
per m³

Piston compressors

Dental
compressors

Rotary screw
compressors

Air Treatment

Controllers

Boosters





Some of our projects

KAESER
KOMPRESSOREN





More than 1100 KAESER compressors
on the Bulgarian market

KAESER
KOMPRESSOREN

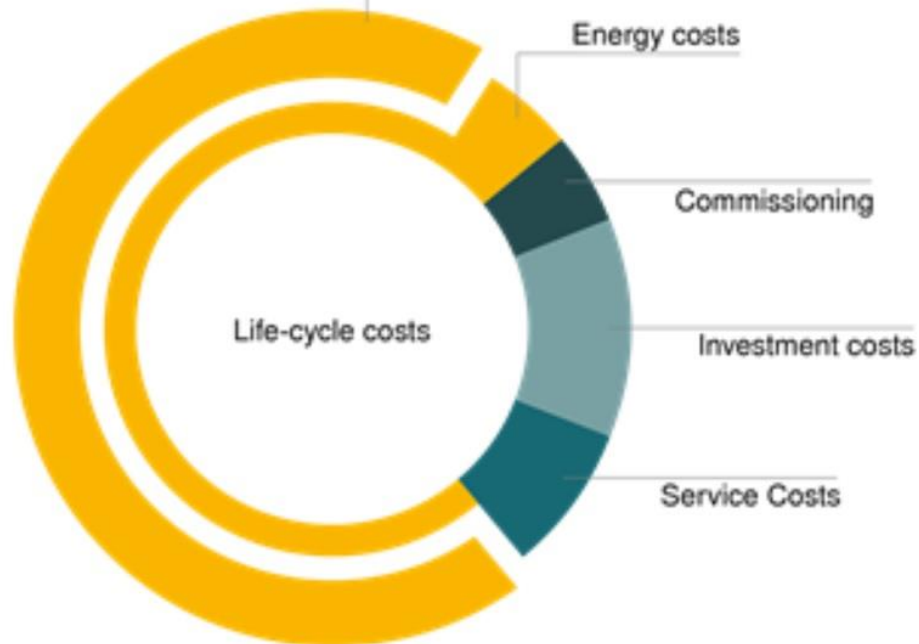




KAESER life cycle management

KAESER
KOMPRESSOREN

Energy cost savings potential: up to 70 %



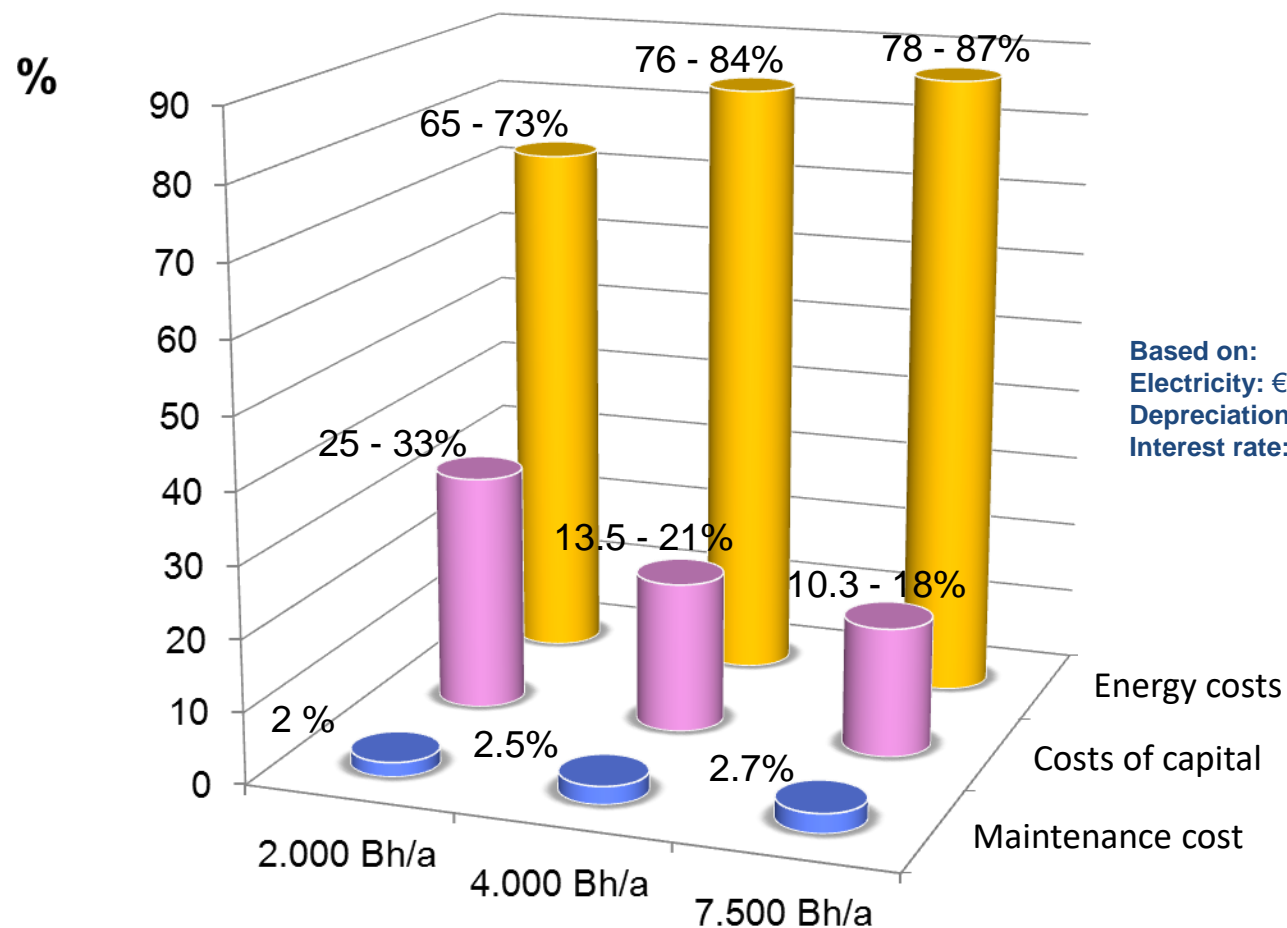
The purchase price and service costs account for just a fraction of the total lifetime cost of a compressor. The biggest item by far is the cost of energy.

We take a close look at your production set-up and your needs. We have developed systems that permit a precise assessment of how much compressed air you need – and at which quality standards. That is because we need a clear understanding of your requirements to develop solutions that will save you time and money.



Breakdown of compressed air costs.

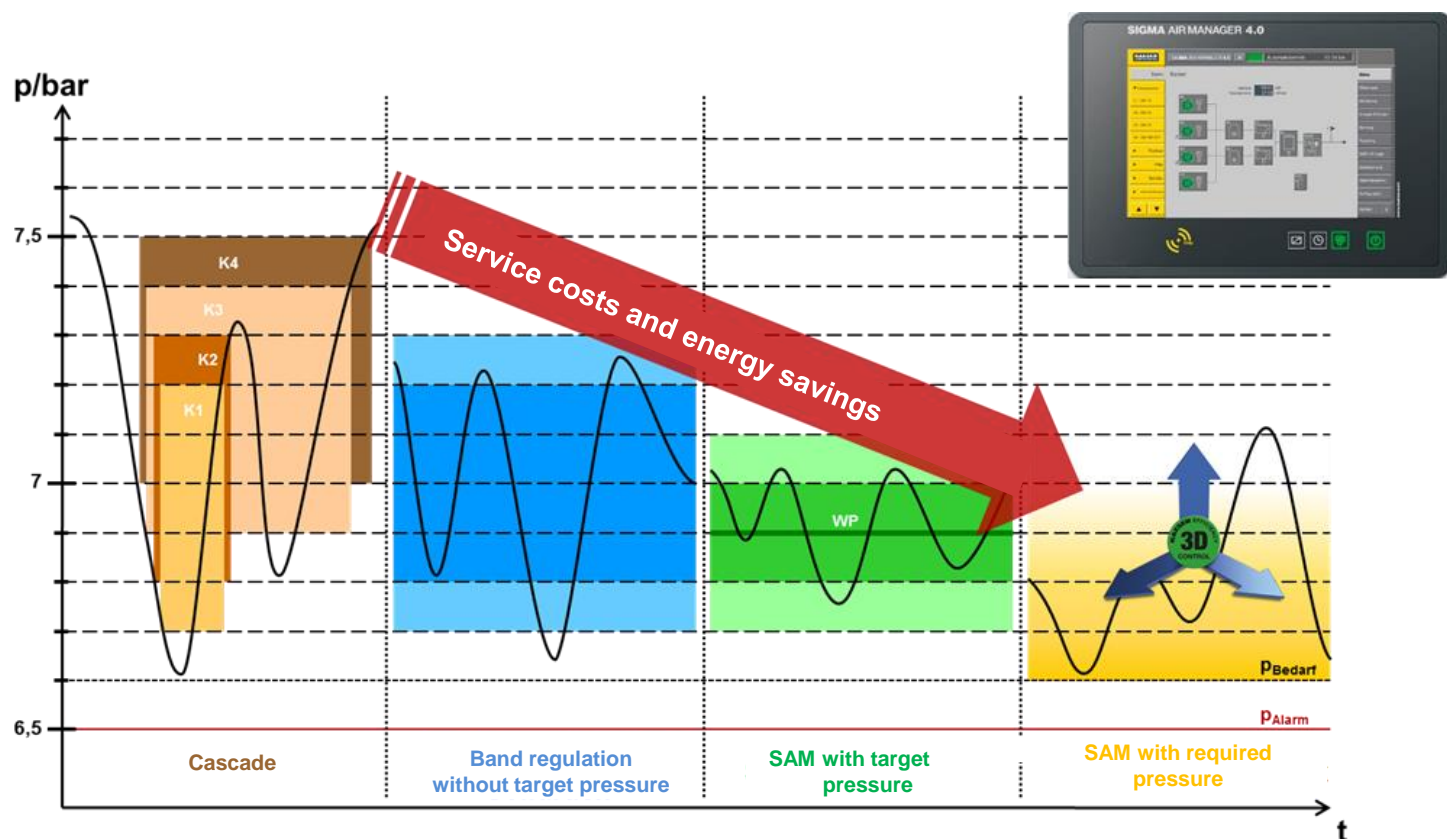
KAESER
KOMPRESSOREN





Advanced controllers can optimise systems

KAESER
KOMPRESSOREN



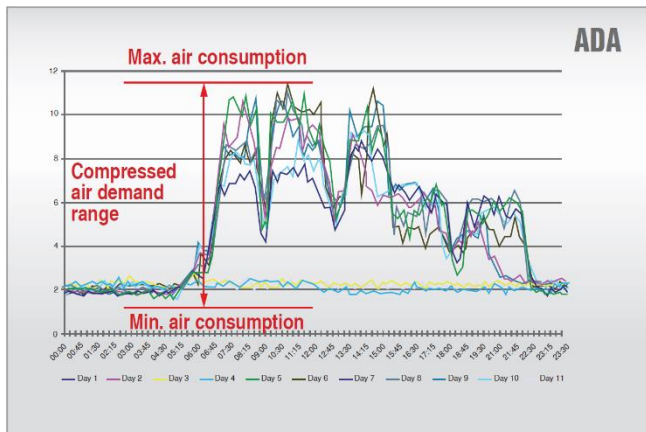
The SIGMA AIR MANAGER 4.0 transfers all compressed air system performance parameters to the KAESER DATA CENTER in real-time, where the parameters are analyzed, processed, supplemented with expert Kaeser knowledge and output to various mobile end devices (monitoring cockpits). It is this real-time analysis with Kaeser expertise that makes predictive service possible.

- **Variable adjustment of compressed air control** for individualized series production.
- **Exceptional efficiency** through continuous real-time monitoring and optimization.
- **Maximum availability** through remote diagnosis, predictive maintenance and avoidance of critical states.
- **Future-proof** thanks to various interfaces, easy updates and integrated energy management in accordance with ISO 50001.

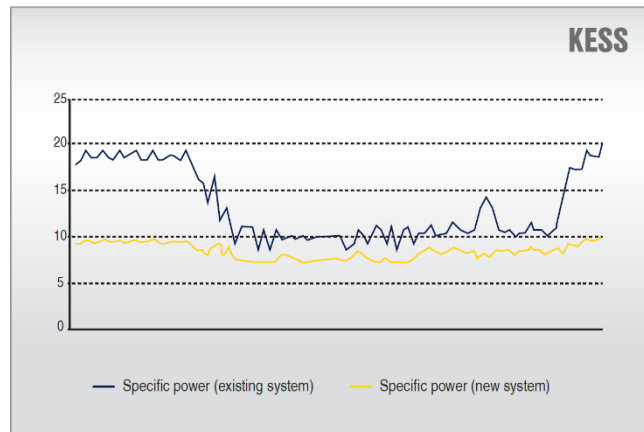


We offer measurement and optimization of already developed and implemented compressed air installations in order to reduce costs and increase energy efficiency

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KOMPRESSOREN



ADA



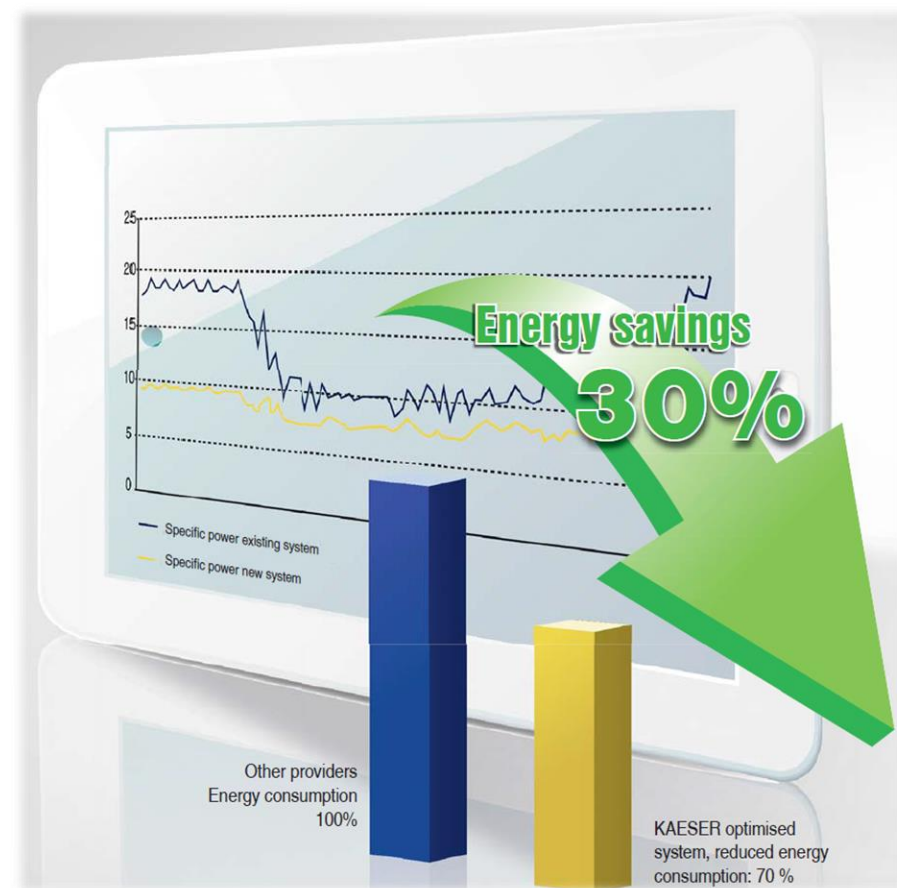
KESS

Air Demand Analysis

The computer-aided “Air Demand Analysis” (ADA) allows meaningful and accurate data to be gathered regarding compressed air system performance. Based on the resulting air consumption profiles, KAESER’s Energy Saving System (KESS) can then help determine the best system solution for the individual air application.

KAESER Energy Saving System

KESS processes the data acquired by ADA so that a state-of-the-art compressed air system can be designed and individually tailored to meet the customer’s compressed air needs. An efficiency comparison between the various system options determines the most suitable system for each specific application.

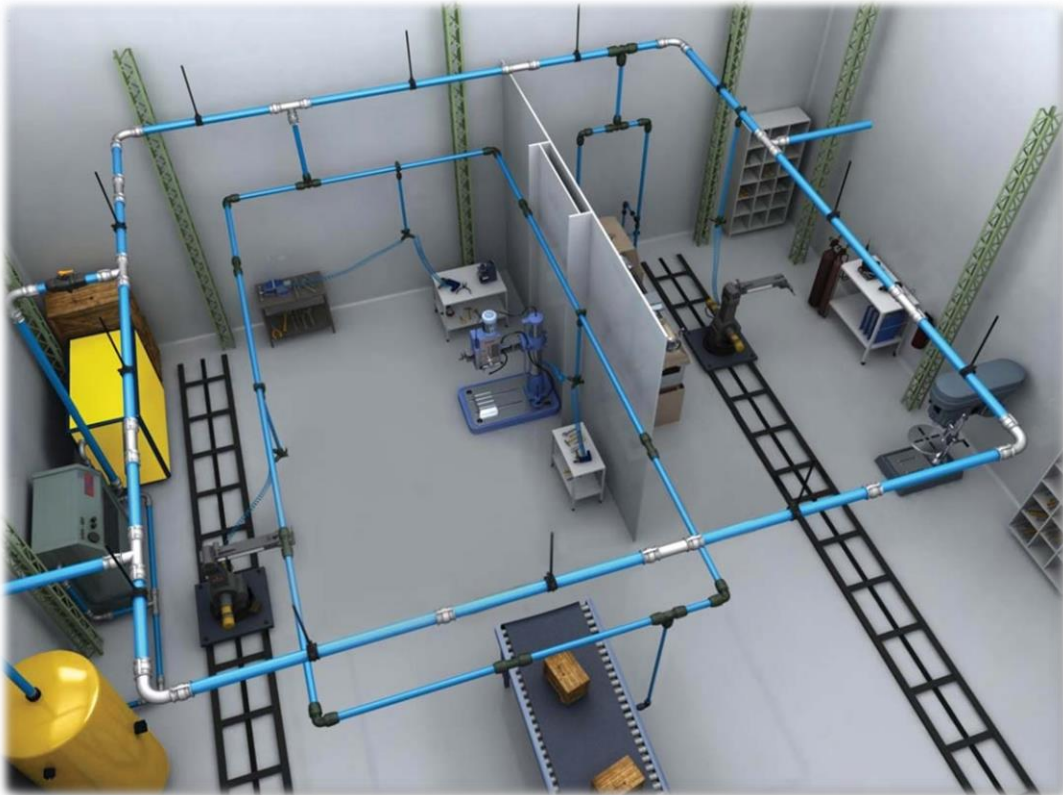




Design or optimization of piping in production areas

KAESER
KOMPRESSOREN

Leakages in the piping network due to ageing or poor maintenance take huge part of compressed air losses in the station. When looking at efficient use of compressed air, it is important to focus not only on energy- saving air production, but also consider the most effective method of air distribution.





Mava Industrial SA as the exclusive service representative of **Kaeser Kompressoren** for Bulgaria, offers high quality in-warranty and after-sales service. We work exclusively with original parts and 24 hours response time after receiving the call.





Our aim is to ensure the highest level of operational reliability, flexibility and maximum performance.

Customer satisfaction is the foundation of our company policy in all our activities, as well as the driving force for our organizational, technological and commercial development.

Thank you for your time and attention!