

“BEEFY” KAISHAN KRSP2 COMPRESSORS DELIVER INDUSTRY-LEADING EFFICIENCY, A DEPENDABLE BACKUP AND AN \$11,000 REBATE



CLIENT

Carlisle Construction Materials

LOCATION

Carlisle, PA

THE SITUATION

Compressed air is critical to curing the one million square feet of rubber membrane roofing Carlisle Construction Materials produces every day.

“If we don’t have air, you’re not making rubber,” Daniel Goodling, a mechanical project engineer, said. “We can’t cure the rubber.”


THE CHALLENGE

The company had an aging compressor with 135,000 hours of operation, so it commissioned a compressed air analysis to document the improved efficiency it could achieve with a new compressor and develop capacity for future expansion. Daniel began the capital expenditure process, which took a few years until the project fit into the spending schedule.

Carlisle worked with its distributor, Blue Mountain Air Compressor Services in Chambersburg, PA, and received bids from several manufacturers. The supplier of the original equipment recommended replacing the fixed-speed, two-stage model with two fixed-speed, single-stage compressors. Both needed to be operating to handle the current load at the plant.

THE SOLUTION

Kaishan recommended two 250-HP two-stage KRSP2 compressors equipped with VSDs, configured with one operating as the primary compressor and the other as a backup. Since Carlisle already had a 75-HP Kaishan KRSP performing very well in its waterproofing operation, the company went with Kaishan and Blue Mountain.



CARLISLE SELECTED KAISHAN'S KRSP2 PREMIUM TWO-STAGE ROTARY SCREW AIR COMPRESSORS BECAUSE IT DELIVERS MORE CFM OUTPUT THAN ANY COMPARABLE UNIT FOR ITS ROOFING BUSINESS.

THE RESULTS

1 GOOD PRICE, GREAT PERFORMANCE

Kaishan's 250-HP KRSP2 delivers more CFM output than any competing units. That was especially important because the company plans to expand. Plus, it was less expensive, several thousand dollars less than the competitive bid. And because of the VSDs, Carlisle earned an \$11,000 rebate from the local utility, PPL Electric Utilities.

2 MORE ROBUST, BUILT TO LAST

Daniel said he was impressed by how durable the Kaishan compressor is. "It seems to be built to last," he said. "It seems to be almost over-engineered. Not in a bad way, though. It's sized similar to a comparable unit, but it's much more beefy, I guess, or robust than competitors."

3 EASY TO START UP AND MAINTAIN

Daniel said installation and startup went without a hitch. "We didn't have a period where our plant went down because we didn't have air," he said. "We were able to get it up and running fast enough and effectively enough that it didn't hurt us in any way." In addition, the company has found maintenance to be seamless. Accessing key components, finding information and oil sampling are all easy.

4 UNEXPECTED BENEFITS—BACKUP AND COLOR

The primary/backup configuration has already paid off for Carlisle. "We had one of our two compressors in the boiler room go down and we didn't even know it," Daniel said. "Our Kaishan was able to ramp up power, ramp up speed, and produce more air. And for a while, one of our air compressors was completely turned off and it didn't shut down the plant." As a result of all the benefits, Daniel said he'd recommend Kaishan to any other industrial plant. It's been a good fit in more ways than one. "I like the color. It matches Carlisle. That might be another reason I picked it," Daniel laughed. "Oh, that's got to make it in the story."

A "BEEFY" AIR COMPRESSOR WITH BACKUP DEPENDABILITY, DELIVERING LOWER COST, GREATER EFFICIENCY, AND A UTILITY REBATE. PLUS, IT'S COLOR-COORDINATED. CAN'T BEAT THAT.

