

KAISHAN COMPRESSORS HELP FEED MANUFACTURER SAVE ON DOWNTIME, RENTALS



CLIENT
Hubbard Feeds

LOCATION
Bismarck, ND

THE SITUATION

Hubbard Feeds makes food for chickens and cattle and relies on compressed air for its stacking robot, air gates and palletizing equipment. It is currently running two eight-hour shifts. If the compressor shuts down, everything stops, costing the company \$1,000 per hour.

Yes, you read that correctly. That's a staggering \$112,000 per week in downtime. "If that goes down, we are down," said Corey Minor, plant manager.

THE CHALLENGE

Hubbard Feeds had an aging 30-HP rotary screw compressor, which was having some issues. "It wasn't really something I could trust," Corey said. The company's compressed air distributor, Dakota Fluid Power in Sioux Falls, SD, tried to keep it going but was not successful. Parts were a big issue. "We were down for a week, just trying to get parts."

Finally, after spending more than \$1,000 on a rental unit, Hubbard decided to buy a new compressor. He asked DFP to price out three different brands of compressors, but "Kaishan was easily the most agreeable pricewise." Price wasn't everything, "I still like to spend a little more if it's going to last," Corey said.

THE SOLUTION

Corey selected a Kaishan KRSD-40 single-stage direct-drive rotary screw air compressor with a variable-speed drive. Its aging 30-HP compressor serves as a backup.

The KRSD is one of the most efficient, reliable direct-drive rotary screw compressors on the market. It features a premium-efficiency IE3 TEFC electrical motor and an acoustic enclosure to reduce noise, achieving industry-leading sound levels. An added bonus was that the lead time for the Kaishan KRSD was just two weeks, while the others were quoting more than four. Kaishan's lead time was "way better," Corey said.

THE KAISHAN KRSD DIRECT-DRIVE ROTARY SCREW AIR COMPRESSOR ENABLES HUBBARD FEEDS TO PROVIDE RESEARCH-BASED NUTRITION PRODUCTS TO THE AGRICULTURE INDUSTRY.



THE RESULTS

1 SUPERIOR PERFORMANCE

The KRSD has more than lived up to expectations, surpassing the old unit in energy efficiency, flow and noise level.

2 QUICK INSTALLATION

The unit went in quickly, Corey said. "I liked the way it came in on a skid. It was a pretty easy install. I just had to have power to it, and away they went."

3 EASY TO MAINTAIN

Hubbard can do the maintenance internally, Corey said, with support from the team at Dakota Fluid Power.

4 A GREAT TEAM

His distributor, Dakota Fluid Power, is "a good team to work with," Corey said. Any questions or concerns are addressed quickly. "Lickety-split."

5 FIRST CHOICE

Corey says he has already recommended Kaishan and DFP to his organization and parent company, Alltech, which employs more than 5,000 talented team members across the globe. "I've already had that discussion a few times," he said. "If you're ever looking at an air compressor in a plant, look at these guys first."

THANKS TO KAISHAN AND DAKOTA, COREY AVOIDS THOUSANDS OF DOLLARS IN DOWNTIME. HIS NEW COMPRESSOR PERFORMS WELL AND IS EASY TO INSTALL AND MAINTAIN. IT TAKES CARE OF PROBLEMS, LICKETY-SPLIT.

