

# KAISHAN, AIR MAC HELP THE MONUMENT PLACE CUT DOWNTIME, ENERGY COSTS

## CLIENT

The Monument Place

## LOCATION

McAlester, OK



## THE SITUATION

You remember the COVID era, right? Richard Hilburn, owner of The Monument Place in McAlester, OK, certainly does. It was when he moved his growing business, which designs, makes and sells tombstones, to a new location on the other side of town. Unfortunately, the power grid was a little sketchy at his new location.

“We smoked our air compressor,” Richard said. And that was going to be a problem. Not just a problem, an impending disaster since “Everything we do requires air.” Richard searched high and low. He checked with suppliers in all the major cities, as far away as New York. But it was the COVID era. With empty shelves. And supply chain shortages everywhere. No one had anything. He couldn’t even get a rental.

## THE CHALLENGE

“We were at a dead stand,” he said. “No one cares that you’re down. No one cares that it’s my life on the line. We have employees. They’re not working. That puts their families in jeopardy.”

With downtime running about \$10,000 to \$15,000 per week, he finally connected with Air Mac, an independent Texas-based distributor of industrial air compressors, blowers and vacuum pumps. Ironically, they didn’t have what Richard needed either. But they were determined to help. And sometimes “showing up” is half the battle.

## THE SOLUTION

Air Mac immediately recognized that the situation called for a two-part approach: a quick fix and a permanent solution.

First, Air Mac brought in a “basic spare” to get The Monument Place up and running while they waited for a replacement. Then, a few weeks later, they brought in a brand new 25-HP Kaishan KRSB belt-drive rotary screw air compressor. And things finally started looking up.



THE MONUMENT PLACE BOUGHT A 25-HP KAISHAN KRSB BELT-DRIVE ROTARY SCREW AIR COMPRESSOR FOR ITS FAMILY-OWNED, MONUMENT MANUFACTURING BUSINESS.

## THE RESULTS

### 1 CUT ENERGY COSTS

The new compressor is user-friendly, it is easy to use and it has cut his energy costs in half, Richard said. In fact, his electrician brings other businesses in town over to the Monument Place to show them the Kaishan in action.

### 2 EASY ACCESS

The new unit has a 120-gallon storage tank, a refrigerated dryer and an automatic drain valve. That last item is important, he said, since his workers don't have to bend over in awkward positions to access the drain valve at the bottom of the tank.

### 3 LOW VISIBILITY = HIGH RISK

And it's not just "access" that's important to Richard and his team. It's visibility of the entire area.

"In this part of Oklahoma, we have snakes that like to come indoors," he said. "So, when you're sticking your hands in places that you really can't see well, you kind of run a risk."

### 4 AN IMPRESSIVE MACHINE

Overall, he said, it's an "impressive machine. You open it up, and it looks like it's well made. You can see the quality in it. I would tell someone, 100%, to go buy it. Don't second-guess it. Just do it. Because they work."

THANKS TO KAISHAN AND AIR MAC, RICHARD GOT A LIFELINE WHEN HE DESPERATELY NEEDED IT. A QUALITY PRODUCTIVITY TOOL THAT IS EASY TO USE AND SLASHES ENERGY COSTS.

HIS STAFF LOVES IT. SNAKES, NOT SO MUCH.

