

# KAISHAN COMPRESSORS CUT \$15,000-A-DAY DOWNTIME, TAME RUGGED TEXAS ENVIRONMENT

**CLIENT**  
Strategic Materials

**LOCATION**  
Midlothian, TX



## THE SITUATION

Admittedly, the environment at Strategic Materials in Midlothian, TX, would be challenging for any rotary screw air compressor. The glass recycling and reclamation business generated a lot of dust. The temperatures were hot. *Texas hot.*

Two aging compressors were on their last legs. Downtime was constant. Service was a nightmare, according to Jason Plummer, Strategic Materials' plant manager. "I had a hard time getting the rep to come out," he added. No wonder. Believe it or not, getting parts was even worse, taking at least a month.

## THE CHALLENGE


Things finally came to a head when one of the two units finally bit the dust. The estimate to get it back in service? \$25,000. Jason did what most of us would: he scrapped the clunkers, brought in some rental units and started looking for a new compressor supplier.

He gave simple directions to Air Mac, a Texas-based independent distributor of industrial air compressors, blowers and vacuum pumps. He needed an air compressor that could handle intense heat, dust and air flow. But most of all, it needed to be reliable. "If we don't have a compressor, we don't run," Jason said, adding that downtime was running \$15,000 a day.

## THE SOLUTION

Air Mac recommended installation of two Kaishan KRSP-200 premium single-stage rotary screw air compressors that work in tandem.

For Jason, the decision was a no-brainer. The price was better than the alternatives from major brands, and the deal included an unmatched lifetime warranty on the airend. And, based on experience, he wanted products assembled in the United States.



STRATEGIC MATERIALS BOUGHT TWO KAISHAN KRSP PREMIUM ROTARY SCREW AIR COMPRESSORS TO IMPROVE ITS GLASS RECYCLING OPERATIONS.

## THE RESULTS

### 1 HOLDING UP LIKE A CHAMP

"These compressors, they're holding up like a champ," Jason said. "As long as we keep them cleaned out and keep the filters changed and everything, they're running great."

### 2 SILENCE IS GOLDEN

Amazingly, they don't seem to be working that hard. And they're quiet. "I walk through there personally every single morning, and I have to actually put my hand on them to make sure they're running." A corporate environmental health and safety inspector measured the noise level at about 70 decibels, about the level of a vacuum cleaner.

"The other compressors we had, it sounded like you were standing next to a diesel truck," he said.

### 3 IMPECCABLE SERVICE

Another benefit is the relationship Jason has forged with Air Mac. "I can't say enough about service," he said, describing it as "impeccable." Air Mac monitors his compressors remotely, and when he calls the company for even a minor issue, they tell him. "We'll have somebody there in an hour or so." And they do.

"We're able to call at seven, eight o'clock at night, and these guys are still answering their phones," he said. "They're dedicated to helping you out." Plus, Kaishan has a 98% on-time, two-day delivery rate for service parts (backed by full aftermarket inventory in Loxley, AL).

**FOR STRATEGIC MATERIALS, THE KAISHAN COMPRESSORS HAVE FLOURISHED IN A HARSH ENVIRONMENT, ELIMINATED \$15,000-A-DAY DOWNTIME AND REPLACED A MAINTENANCE NIGHTMARE WITH "IMPECCABLE" SERVICE.**

**THAT'S A TEXAS-SIZED WIN ALL AROUND.**

