

# KAISHAN USA AND DIVERSIFIED AIR SYSTEMS END TIRE SERVICE'S DOWNTIME JUGGLING ACT



## CLIENT

Mt. Morris Tire Service

## LOCATION

Mt. Morris, PA

## THE SITUATION

Mt. Morris Tire Center retreads truck tires for Oliver Rubber Co., a Michelin company, as part of its contract with the U.S. Postal Service covering New York, Virginia, Ohio and Pennsylvania. It uses compressed air at nearly every stage of the process.

The device that presses the tires into the retreading mold frequently tested the limits of the company's four aging screw compressors, some of which were as large as 50 HP.

"If you don't have the proper pressure, you're not going to get a good adhesion," Mike Holbert, company president, said. "Then your tire is going to fly apart."

## THE CHALLENGE

At least two compressors had to be operating at the same time to generate the required air pressure. Unfortunately, the units kept breaking down, and the company had to wait weeks for replacement parts. So, keeping two units operating was a juggling act.

"If one of them breaks down, we can't make enough air," Mike said. Balancing breakdowns, long lead times on parts and customer deadlines meant he had a lot of balls in the air at one time.

Mt. Morris Tire Center needed a robust, reliable alternative and asked its long-time partner, Diversified Air Systems, an independent Kaishan distributor in Oakdale, PA, to research a solution.

## THE SOLUTION

George Mott, Diversified's salesperson, recommended two 50-HP Kaishan KRSB belt-drive rotary screw air compressors working in tandem to supply the required pressure. Having been burned by his difficulty getting parts for his older machines, the fact that Kaishan stocks all replacement parts at its Alabama plant helped seal the deal, Mike said.



*The tire press machines at Mt. Morris Tire Center once pushed four aging compressors to the limit. Now, two 50-HP Kaishan KRSB units handle the load—often with just one.*

## THE RESULTS

### 1 “WORK PRETTY FLAWLESSLY”

The new units “work pretty flawlessly,” Mike said, delivering the pressure that Mt. Morris needs. They are powerful enough that most of the time, only one of the compressors is operating, he said.

That’s a stark contrast from his previous setup, which could not reach the required pressure unless two units were operating. Even though they were the same size as the new Kaishans.

### 2 TAG TEAM

Working with Diversified’s help, the company set the two Kaishan compressors to share the workload. As a result, the two machines have roughly the same number of hours on them.

### 3 “TOP-NOTCH” SERVICE

Diversified’s team is “top-notch,” delivering excellent customer service, which is a “key factor” in his trust of the distributor. Mike has the technical help when he needs it and gets the face-to-face contact that instills confidence, he said.

### 4 A TEAM HE COULD TRUST

“I didn’t ask anybody else. I didn’t shop anywhere, didn’t ask anybody who would have even had the compressors. I just put my faith in him and said, let’s do it.”

Mike said that’s important because “I’m not a compressor person, I’m a tire person. So, you have to put your trust in the people you’re dealing with. If you don’t have trust, it’s a sad world.”

**KAISHAN AND DIVERSIFIED AIR SYSTEMS BUILD TRUST,  
WORK IN TANDEM TO HELP TIRE RETREADER  
KEEP THE PRESSURE ON AND THE TIRES FROM FLYING OFF.**