



KAISHAN USA AND COMPRESSED AIR PRODUCTS IMPRESS U-HAUL, GET IT ON THE ROAD AGAIN



CLIENT

Glendale Manufacturing Co.

LOCATION

Glendale, AZ

THE SITUATION

Glendale Manufacturing Co. is the manufacturing arm of U-Haul International, making truck and trailer components, utility and appliance dollies, and other materials and components for its parent company. In fact, the plant makes 30,000-50,000 utility dollies a year in its 112,000-square-foot facility.

Compressed air drives a wide range of shop-air applications, including pneumatic tools, automation systems, robots, sand blasting and a powder line. It also contributes to the nitrogen-generation process, which powers laser cutting and other advanced machining processes. The company operates 24/7, with a five-day work week.

THE CHALLENGE

The existing units that run the shop air and nitrogen systems were unable to handle the blistering Arizona heat. High-temp errors began happening daily, shutting down both systems, according to Glendale maintenance manager, Nick Slish.

THE SOLUTION

Working with Jeff Poole, sales and marketing manager for Compressed Air Power (CAP), Nick considered several potential manufacturers but settled on Kaishan after learning one important detail: many of the top people had come from a manufacturer he once respected.

After reviewing the specifications, he settled on Kaishan: "I knew that whoever designed it was somebody who's been in the industry for a very long time."

He selected several Kaishan KRSP rotary screw air compressors, ranging in size from 100-250 HP.



With temperatures often in the triple digits, Glendale Manufacturing needed air compressors that could take the heat. The company chose several Kaishan KRSP rotary screw air compressors.

THE RESULTS

1 HANDLES WORKLOAD AND TEMPS

The new compressors handle the workload and the extreme heat without a problem. And, on his nitrogen system, the Kaishan units produce 50% more pressure than the previous units.

2 “VERY IMPRESSED”

“When you open the cabinet, everything's clean, and there's less crap inside, honestly. Everything looks smooth and I was very impressed. I really was.”

3 LIFETIME WARRANTY: “NOBODY DOES THAT”

“The first thing that caught me was when I was told the KRSP models have a lifetime warranty on the airend,” Nick said. “Nobody does that.”

4 NO MOISTURE: “HUGE”

“They have a heat exchanger on the exit of the air, which seems minuscule to most people, but it's huge,” Nick said. “Like you're pulling moisture out before it even hits out on the floor.”

5 “CAN'T SAY ENOUGH” ABOUT CAP

“They have some guys that have been doing air compressors for a long time, and you know that's what they do,” Nick said. “I can't say enough about CAP.” They give him great service, he said. “I literally have called them, I think it was like one in the morning and boom, next thing you know, their service guy was at the plant within two hours.”

**KAISHAN USA AND CAP SHOW THEY CAN TAKE THE PHOENIX HEAT,
IMPRESSING UHAUL, BOOSTING PRESSURE AND CUTTING RECOVERY TIME.**