

KAISHAN USA AND PEAK COMPRESSOR DOUBLE EFFICIENCY, HELP HILLER CARBON CUT \$15,000 PER HOUR DOWNTIME



CLIENT

Hiller Carbon

LOCATION

Dayton, TX

THE SITUATION

Hiller Carbon crushes, screens, dries, pelletizes and packages carbon and graphite raw materials into a variety of products for the steel, foundry, refractory and specialty markets.

"We have several systems that are reliant on a reliable and constant compressed air system," said Eddie Hull, plant manager at Hiller Carbon. Downtime costs the company about \$15,000 per hour. More, if it's a busy day.

THE CHALLENGE

Admittedly, the carbon-manufacturing process and the Texas weather are a one-two punch for any compressor. But the units he inherited when he took the post two and a half years ago experienced constant failures, usually, heat-related shutdowns.

"It was difficult to keep them running, in all honesty," Eddie said. "I was looking at the cost and the money that we were throwing at one particular machine to keep it running." It was no longer viable economically, he added.

After talking to several potential compressed air consultants, he connected with Darren Cartney, sales manager at Peak Compressor in nearby Webster, TX.

He explained the situation and asked if that troublesome compressor could be resurrected. "And he politely told me that I must be on medication. That thing was dead. It was dead in the water."

Appreciating Darren's honesty and candor, he asked for recommendations.

THE SOLUTION

Darren recommended Kaishan's KRSP premium rotary screw air compressors, and Hiller Carbon now has three 50-HP units and a 100-HP compressor, all equipped with dryers. For Eddie, the financial package and the warranty were both attractive. They will add a similar lineup in a new facility currently under development.



Kaishan's KRSP rotary screw air compressors withstand the Texas heat, helping Hiller Carbon reduce downtime, improve efficiency and keep critical materials moving around the world.

THE RESULTS

1 EFFICIENCY DOUBLED

At one point, the company was down to about 42% operational efficiency due to the inconsistent performance of its compressed air system. It is now close to 90% with minimal downtime.

"It is tremendously rare for me to have an outage through a problem with the Kaishan," Eddie said. He credits Peak with "matching the right machine to the environment we have."

2 "FLAWLESS SERVICE"

Hiller Carbon relies on Darren and his Peak team to perform service on the units. And what they do is "absolutely flawless," Eddie said. "I prefer that Darren looks after the machine, and he does it tremendously well."

3 "NO-RESERVATIONS" RECOMMENDATION

"I would have no reservations about highly recommending that machine to anybody," Eddie said. "The filtration system that you have on the Kaishan is certainly, from the experience of other machines that I've had, it's much more robust."

4 A GREAT PARTNERSHIP

"I do not believe in supplier and customer," Eddie said. "We're all partners together. Our success can be attributed to Darren's response to any problems. We like to align as a company with like-minded companies."

Too many companies today don't care about their end user, Eddie said. "Darren cares, and you care about Darren. And that to me is the kind of triangle that makes it all the better for us."

**KAISHAN USA AND PEAK COMPRESSOR WEATHER TEXAS-SIZED HEAT,
BOOSTING EFFICIENCY AND PROVIDING FLAWLESS SERVICE.**