



KAISHAN USA AND ARKANSAS INDUSTRIAL MACHINERY (AIM) DELIVER A “BAD—” 30-HP COMPRESSOR THAT CUTS \$17,000-PER DAY DOWNTIME



CLIENT

Industrial Crate & Supply Company

LOCATION

Stuttgart, AR

THE SITUATION

Industrial Crate & Supply Company makes heat exchangers, parts and coils for commercial air conditioning units at its Stuttgart, AR plant. It supplies these products to a large global HVAC manufacturer, Lennox.

Compressed air is a major factor in the facility, which uses air-powered staple and nail guns and has several miles of air lines, according to the company's industrial component supply manager, Phillip Bell.

THE CHALLENGE

Two aging 20-HP belt-drive reciprocating compressors couldn't keep up. With his plant responsible for producing \$17,000 worth of heat exchangers every day, Bell said, downtime could not be tolerated.

And he had a constant parade of workers in his office, saying their nail guns wouldn't work, and there wasn't enough pressure to bend the pipes used in the heat exchangers.

THE SOLUTION

Phillip did his own research and settled on Kaishan. When James Sellers from Arkansas Industrial Machinery visited to provide more information, the two found that they shared some of the same hunting grounds and had some of the same hunting buddies. So, they hit it off immediately.

James recommended a 30-HP KRSD direct-drive rotary screw compressor, knowing the Kaishan could easily handle the load that the two aging compressors struggled to fill. And the cost was significantly lower than the 20-HP units it replaced.

When he made his case to top management, Phillip said, “My boss liked the way the compressor looked.” The rest, as they say, is history.



Kaishan's 30-HP KRSD rotary screw air compressor replaced two aging, 20-HP units at Industrial Crate & Supply, located outside of downtown Stuttgart, Arkansas.

THE RESULTS

1 "TICKLED WITH" THEIR NEW COMPRESSOR

The KRSD easily supplies the compressed air that the company needs for its air tools and equipment. The problems have not recurred since the Kaishan was installed. "It's a bad— compressor," Phillip said. "We're tickled with it."

2 "EASY TO MAINTAIN"

"They're proud of it," Phillip said of his maintenance crew. "They take care of this sucker."

After the installation was complete, Phillip said, "My maintenance man's eyes got this big, and he said, 'Man, you can't even hear it.'" With the older units, he said, you had to yell to communicate. "But that sucker's super nice."

3 MORE PRODUCTIVITY

Problems have been cut in half, at least, since the KRSD is in place and there's a 10%-15% productivity boost because the KRSD is such a reliable source of compressed air, Phillip said.

"They don't come up here to [complain] about their gun or nothing like that," Phillip said. "It just shut them up."

4 PARTNERS WHO ARE "ON IT"

The combination of Kaishan and AIM has been a real success for Industrial Crate & Supply, Phillip said. "The Kaishan people were really nice, easy to work with," he said.

On one lone occasion, when an alarm went off, AIM responded immediately. "Whatever problem we had with the compressor, that alarm, stuff like that, they were on it."

**HVAC MANUFACTURER IS TICKLED WITH A
"BAD—," DOWNTIME-CUTTING COMPRESSOR
FROM KAISHAN USA AND AIM**