

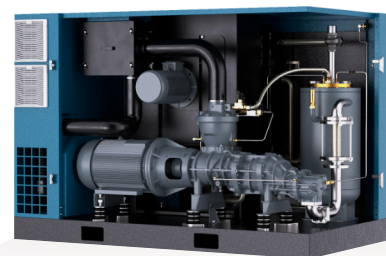
KAISHAN USA AND ENERGÍA EN AIRE COMPRIMIDO COMBINE FORCES TO PUMP UP BALLOON MAKER'S PRODUCTIVITY

CLIENT

Látex Occidental

LOCATION

San Pedro Tlaquepaque, Jalisco, México



THE SITUATION

Látex Occidental, the world's largest balloon manufacturer, has 14 machines making its flagship product at subsidiary, Látex Mexicana. The machines rely heavily on compressed air at about 70 PSIG, each producing 2.5 tons of balloons per day, worth about \$6,000 (100,000 pesos).

THE CHALLENGE

Látex Occidental's compressor was experiencing frequent failures and damage. It might take months to obtain spare parts, so repairs took a long time.

When the compressor is shut down, four of the 14 machines stop making balloons, costing the company \$23,000 a day, according to Néstor Ariel Flores Velasco, head of automation and maintenance at Látex Occidental.

"Our productivity really drops," Néstor said. "There was also variability in how the equipment operates. They no longer work in the normal way."

He explained that a loss of pressure causes the balloon's extraction to fail, and the products are unusable.

THE SOLUTION

Néstor had worked with Energía en Aire Comprimido (EACSA) in a previous position with another company in the Látex Occidental group, so "We decided to go with them [EACSA] because they've given us good service all these years," Néstor said.

He asked Javier Ugalde, a sales representative from the independent distributor, for recommendations about what would be needed to meet their demand profile.

Javier recommended a 200-HP Kaishan KRSP2 two-stage rotary screw air compressor, because of its superior energy performance—specifically, that it was able to generate more flow (CFM) per kilowatt.



To replace a unit that was costing \$23,000 per day in downtime, Látex Occidental, the world's largest balloon manufacturer, selected a Kaishan KRSP2 two-stage rotary screw air compressor.

THE RESULTS

1 NO \$23,000 PER DAY DOWNTIME

The new machine has been operating successfully, avoiding the downtime that racked up \$23,000 a day in losses. By avoiding just a few days of downtime, it paid for itself in a few months, if not in weeks. That's a CAPEX (capital expense) delivering *real* return on investment (ROI).

2 PRESSURE IS STABLE

"We haven't had air pressure problems anymore. In fact, it's stayed stable," Néstor said. "That's very important for us here for the equipment—for the operation of the equipment."

3 NO MORE RUINED BALLOONS

Because the pressure is stable, there are no further product losses, no need to scrap materials and no ruined products.

4 A GREAT PARTNERSHIP

Regarding the unit, Néstor said, "In terms of performance, it performs well—including when it comes to spare parts—and support, above all. The service has been immediate."

He added that he would strongly recommend Kaishan and Energía en Aire Comprimido, "Mainly because of the experience we've had using the equipment and also because of their technical support."

**KAISHAN USA AND ENERGÍA EN AIRE COMPRIMIDO INFLATE
UPTIME AT LÁTEX OCCIDENTAL,
STABILIZING PRESSURE AND PREVENTING PRODUCT LOSSES.**