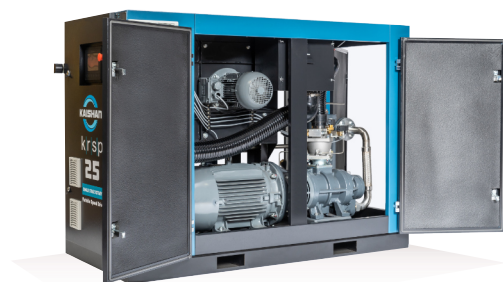




KAISHAN USA AND IAC END COMPRESSOR BREAKDOWNS, DELIVER “PERFECT” UNITS THAT A DEFENSE CONTRACTOR LOVES



CLIENT

Leslie Controls

LOCATION

Tampa, FL

THE SITUATION

Leslie Controls, a CIRCOR International brand, makes catapult valves used by the U.S. Navy to launch fighter jets. Compressed air powers the company's CNC machines, solenoids, air guns, hydrotesting pumps, steam generators and pneumatic controls.

“Compressed air is as important to us as electricity,” said Brian Clark, Leslie’s lead maintenance technician.

THE CHALLENGE

Two aging compressors were constantly breaking down, and when Leslie cranked up a large sandblaster, they couldn’t keep up. Then the airend went out on the main unit.

The manufacturer wouldn’t honor their warranty, resulting in a “legal nightmare,” and the service they were getting from their compressed air company was terrible. In addition, Leslie had difficulty obtaining parts and needed to rely on a rental.

“If either one of them went out, I’d have to rent a unit we put in the parking lot,” Brian said. “At one point, I had one out there permanently.”

Complicating matters, the units produced air containing high levels of moisture and contaminants, a potential problem for the two state-of-the-art 3D printers the company was acquiring.

For what he was paying in rent, Brian said he could have purchased a new compressor. “I don’t like repeating the same issue over and over again,” Brian said. “It gets old. We’re done with this.”

THE SOLUTION

Brian contacted Keith Swanson, area manager at Industrial Air Centers in Tampa. The good news was that the rental unit he had been relying on was a Kaishan, so he was already familiar with the brand.

“We pushed for the budget to get the ones that I love,” he said. He ended up buying two 50-HP KRSP premium rotary screw air compressors with a VSD and a dryer. IAC installed both units in a single day.



Leslie Controls replaced two aging compressors with two Kaishan KRSP premium rotary screw air compressors, cutting downtime and giving them peace of mind.

THE RESULTS

1 NO BREAKDOWNS

The company has not had any breakdowns or downtime with the new units. And he loves the fact that the compressors automatically restart after a power failure.

"We've had some power outages, and they're coming back online like they're supposed to," Brian said. Previously, he had to restart the unit. "So, if you weren't on site, it wasn't kicking on."

2 "PERFECT"

The Kaishans are "a sharp-looking set, so perfect," Brian said. "They're a nice unit; they work well. We haven't had any problems."

3 "PEACE OF MIND"

With no downtime, no service hassles and problem-free operation, Brian said his company is very happy with its new compressors and "the peace of mind that goes with them."

4 "AT MY BECK AND CALL"

Brian said he's pleased with the relationship he's built with IAC. "They did a really nice job installing the units," he said. "We worked with them side by side."

"I would definitely recommend them. They've always been responsive, knowledgeable," he said. And, "They're flexible. They work hard. They do a good job when they're here. And they are literally at my beck and call."

**KAISHAN USA AND IAC DELIVER "PERFECT" COMPRESSORS AND
PEACE OF MIND TO LESLIE CONTROLS.**