



KAISHAN USA AND BOSS 406 HELP CABINET MAKER SLASH \$2,000-PER-HOUR DOWNTIME, WEASELING AND FEAR

CLIENT

Outlaw Woodworks LLC

LOCATION

Three Forks, MT



THE SITUATION

Outlaw Woodworks makes custom and standard cabinets for residential and commercial customers, using advanced woodworking technology, including CNC machines, edge banders, pneumatic guns and sanders, all powered by compressed air.

"We are a 100% systems-based company," said Jeff Langford, Outlaw's founder and managing member. "We're probably more of a technology company than a woodworking company."

THE CHALLENGE

Outlaw had a three-stage reciprocating compressor that had frequent faults and errors, resulting in downtime costing up to \$2,000 per hour. The dryer had to work overtime because the discharge air contained so much moisture.

"The dryer couldn't keep up," Jeff said. "These are six-figure machines that do not like moisture at all."

And it ran hot. "You could fry eggs on top of it at any given minute," Jeff said. "I honestly wondered every day if our compressor was going to catch on fire or make it through the day."

THE SOLUTION

After some extensive research, Jeff admits he spent slightly more for a tank-mounted, 7.5-HP Kaishan KRSB belt-drive rotary screw air compressor with a tank-mounted dryer. "But your maintenance schedule was such a game changer." His staff installed the unit and had it up and running a few hours after it arrived.

"I could have bought another compressor for what the maintenance program was going to be," Jeff said. "I saw why they were selling their compressor for what they were and where they were going to make their money." And, since the purchase, he's built a great relationship with independent distributor Boss 406 and owner Bridger Deschamp.



OUTLAW WOODWORKS LLC

Custom Cabinets & Countertops

Outlaw Woodworks bought a tank-mounted Kaishan KRSB belt-drive rotary screw air compressor.

THE RESULTS

1 "NO FEAR" OF DOWNTIME

"It eliminated the fear that, 'Is today the day that the compressor goes down?' Every time Bridger comes in and checks it, he's like, 'Yep, everything looks good. It's clean, it's running temperature, it's running good.'"

2 "JEFF, WE GOT YOU"

Unfortunately, not everything went as planned; oil began leaking from the inlet valve. But Boss 406 and Kaishan saved the day. A part had to be updated, and the issue was handled quickly. Parts and labor were covered.

"This is where you guys shine. Bridger showed up within three hours, and you guys covered it. There was no, 'Let us weasel out of this.'"

"There was none of that. And I can't tell you how nice that is on my end. It was, 'Jeff, we got you, and we're gonna fix your machine,'" Jeff said.

3 "ZERO MOISTURE"

In its old system, every time Outlaw's maintenance staff opened the system's drains, they found moisture inside. "Now we have literally zero moisture," Jeff said.

4 TRUSTED EXPERTISE

"Bridger contacted me five minutes after a phone call and showed up that day. I was super excited to have somebody with his level of expertise. If and when we purchase anything else, you know, I would be asking Bridger what he recommends. "It's a solid compressor for a great price with a wonderful team of people behind it and a great trade partner."

**KAISHAN USA AND BOSS 406 OFFER GAME-CHANGING MAINTENANCE PLAN,
HELP OUTLAW WOODWORKS CUT DOWNTIME, MOISTURE AND EGG FRYING.**