



The Sullair TSR 20 variable speed electric compressor helped Multi-Tech Systems continue production while its in-plant compressed air system was checked out and adjusted. The unit was supplied by Cat Rental Power dealer Ziegler Power Systems in Shakopee, Minnesota.

Sullair TSR 20 Performs for Multi-Tech Systems

Power Need

Compressed air is critical to production at Multi-Tech Systems. Without it, four lines that make printed circuit boards on two daily shifts shut down, leaving up to 125 production workers idle. In the summer of 2005, inadequate factory air pressure was interrupting production three to four times per day, for five to fifteen minutes at a time.

That was unacceptable to Multi-Tech, an ISO 9001:2000-certified global manufacturer of telephone, Internet, remote access, and device networking products, based in Mounds View, Minnesota, USA. "We've been in business for 35 years and are profitably producing product many other companies have to go off-shore to equal," says Rick Oelkers, automation supervisor. "With all of our manufacturing done in the United States at this one plant, it is vital that operations do not stop. All of our surface-mount machines need air, and for almost two months, we had one shutdown per week. Then things began to get worse."

When a compressed air audit recommended corrective actions to their system, Multi-Tech needed a reliable, temporary compressed air source to sustain production while corrective actions were taken.

Solution

Cat Rental Power dealer Ziegler Power Systems in Shakopee, Minnesota, USA, was able to deliver the temporary compressed air capacity Multi-Tech needed.

Dave Carlson, rental sales representative with Ziegler, had a fleet of 24 diesel compressors (425 to 1,600 cfm) and six electric units (100 to 200 hp) at his disposal to address the problem at Multi-Tech.

An electric unit was clearly the choice for Multi-Tech. "For a manufacturing plant that operates continuously, fuel cost for a diesel unit is very high," says Carlson. "It can amount to three times the cost of the rental. Furthermore, the industry standard for a fuel tank on a portable compressor is eight to ten

APPLICATION REPORT

hours of capacity. If the customer operates for long hours, a fuel truck has to come in a couple of times per day. With an electric compressor, apart from requiring an electrician to make the connection, you have only one cost – the price of the rental.”

Ultimately, Carlson determined that a Sullair TSR 20 electric compressor would best meet Multi-Tech’s need. “It’s a specialized unit with a variable-speed drive,” says Carlson. “It’s really 16 machines in one: It operates at 100, 125, 150, or 200 hp, in each case at four pressures from 100 to 175 psi. It’s a versatile machine that fits numerous applications, and it’s so energy efficient that it often costs less to operate than the customer’s in-plant air system.”

The team at Ziegler set the machine for the appropriate power rating and pressure – 100 hp at 100 psi. The unit was delivered and installed the next day. Carlson noted, “Multi-Tech had an air hook-up in its compressor room that we tapped into. We ran electrical wiring from the compressor to their panel, and their electrician made the connection. We started the compressor, got the pressure adjusted, and off they went.”

The unit delivered reliable compressed air through 19 hours of daily plant operation while corrections were made to the in-house system. When that system was tested, the rental unit was placed on standby.

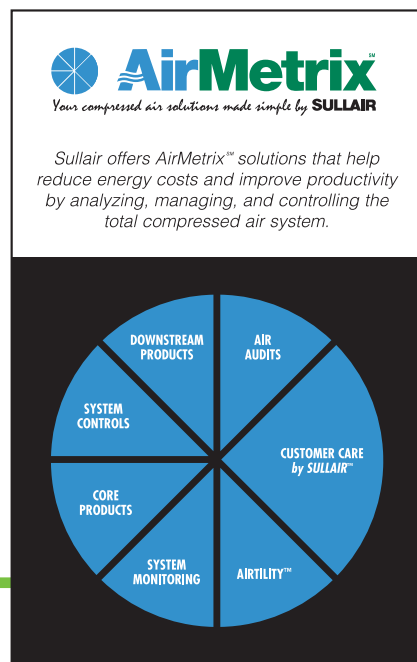
Carlson observes that compressed air is a mission-critical utility for many manufacturing plants. “When electricity stops, production goes down,” he says. “When temperature control is lost, production stops. It’s the same with compressed air.”

“Our Sullair unit provided an air supply that was trouble-free. We helped a company that was having serious production problems. We were able to respond and within 24 hours get them online with a reliable source of air. It was a big win for everyone involved.”

Result

The trailer-mounted TSR 20 compressor, fully self-contained and sound attenuated, performed flawlessly for one month while the Multi-Tech air system was thoroughly checked out, adjusted, and tested.

For more information on Sullair products and services, please contact your local Sullair distributor.



www.sullair.com

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