

Life-Cycle Savings

"Increasingly environmental and long-term efficiency issues are paramount in the decision to purchase compressed air equipment and Sullair is one of the leaders in this regard," says Goscor KLG national sales manager, Kevin Miller.

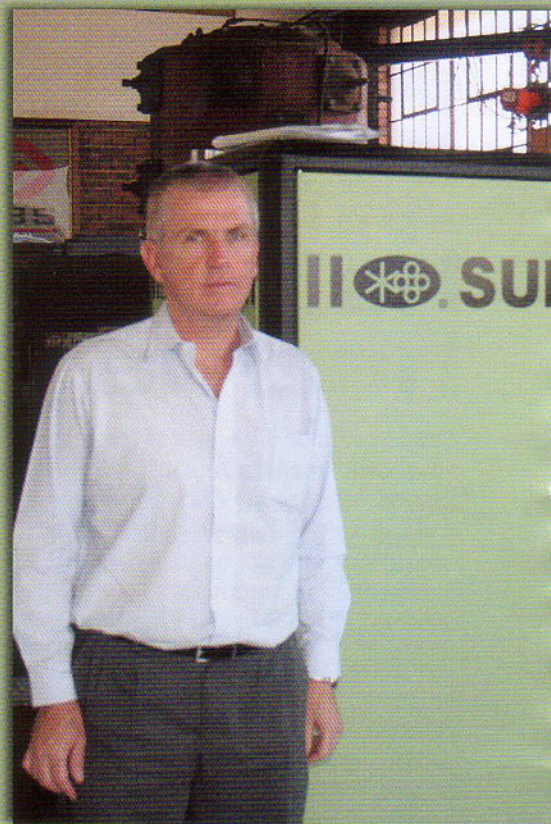
He adds that Sullair's philosophy of 'total compressed air systems' reduces energy costs and improves productivity by analysing, managing and controlling users' compressed air systems. Sullair's compressed air offerings include: plant air audits, energy efficient products, compressed air system controls, air distribution products and more.

"Of course part of this equation is strong technical expertise and after sales and support, which the KLG and Goscor merger provides at the highest levels," says Kevin.

With respect to costs of compressed air systems, Kevin says that energy costs now represent 82% of the total operating expenses and that savings in this area become critical over the life-cycle of the equipment.

"Energy savings from the Sullair 'S-energy' compressors are making a palpable difference as these machines significantly reduce operating and energy costs over the entire compressor life cycle. Each component of the system is carefully matched for capacity and pressure to provide maximum performance and energy efficiency," says Kevin. "By attaching a monitoring device to each compressor, technicians are able to remotely monitor machine running hours as well as other aspects of operation and the company is alerted to any potential problem before it occurs."

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New Goscor KLG national sales manager, Kevin Miller, in company's Alrode workshop.