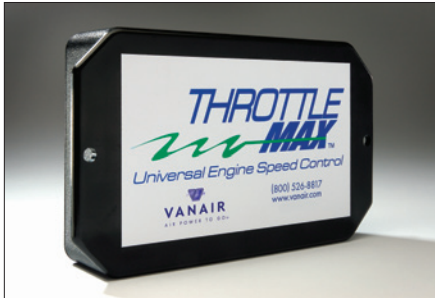


Vanair Manufacturing Builds Value-added Innovation Into Every PTO



In today's competitive marketplace, managers are challenged to maximize performance, increase utilization of assets, and achieve greater productivity while critical resources such as manpower and operating budgets continue to trend downward. So, how do fleet managers rise to the challenge when resources are lowered? How do they remain at the top of their game, when financial constraints and the ever-changing dynamics of the economy are continually changing the rules?

When single field crews are faced with doing the jobs of many, companies must find creative

ways to meet the workload demands and keep their city residents and customers happy. One successful approach for many is to downsize the fleet, while providing greater flexibility, performance, and "multitasking" capabilities of every vehicle within the fleet.

Anticipating this trend in the marketplace, Vanair Manufacturing of New Buffalo, Michigan, was the first company to design, develop and manufacture Power Take-Off (PTO) driven rotary screw air compressors. These "under-deck" truck-mounted air compressors eliminated the need for separate tow behind air compressors, thereby increasing the on-the-job value of every vehicle on which they are installed.

These Vanair underdeck air compressors, which now range in size from 50 CFM to 900 CFM, have been available for 32 years and have revolutionized the way many gas utility and municipal fleets conduct their field operations today. As the pioneer and true innovator of truck-mounted PTO air compressors, Vanair has spent more than three decades designing, engineering and manufacturing products that meet the

demands of virtually any application, enabling operators to use a single vehicle to accomplish many tasks. In doing so, companies are able to reduce their fleet and crew sizes by getting more out of a single truck.

What are The Benefits of Underdeck vs. Tow Behind Air Compressors?

"The plain and simple truth about tow-behind compressors is that there's always a hitch – in more ways than one," stated Ralph Kokot, president and CEO of Vanair Manufacturing. Kokot, a former fleet manager with almost 20 years experience for a major gas utility, knows how important it is for fleet managers to be creative in seeking effective solutions to the growing demands placed upon them. Tow-behinds hinder a vehicle's ability to easily navigate tight city streets or traverse rough terrain. They are more costly to operate due to multiple licenses, insurance fees, and damage repair expenses, not to mention the wear and tear on the truck from pulling a bulky unit. A typical Vanair 185 CFM underdeck weighs only 330 pounds installed versus 2200 pounds for a tow-behind unit. Also because with an underdeck compressor

there is only one engine to maintain – the truck's engine – redundant engine maintenance is eliminated. Most importantly, Kokot added, tow-behinds negate the most important aspect of remaining competitive in this industry: a

vehicle's flexibility, versatility, and multi-use capabilities. By eliminating the tow-behind compressor, the vehicle's hitch

is now free to tow other auxiliary equipment. This means that only one vehicle and one crew are needed at a job site instead of two.

With the changing times, restricted budgets, and the premium placed on



maximizing space, Vanair's underdeck air compressors offer a logical alternative that is backed by a solid reputation and competitively priced against the other sources.

"There was no question that underdeck units were the answer to help us operate more efficiently," stated Doug Widel, assistant commissioner, City of Chicago, Department of Water. "Other than the obvious advantages of going with an underdeck versus the traditional tow-behind units, the decision to rely on Vanair was easy, due to their experience and expertise in PTO technology."

Vanair has been successful in placing tens of thousands of underdeck units into various utility, municipality, and contractor fleets. Since 1972, Vanair has provided quality, time-tested solutions and looks to continue its tradition with the addition of a host of abovedeck hydraulically driven models ranging from 20 to 200 CFM, their new Stealth70TM underhood air compressor, and new Throttlemax™ Universal Engine Speed Control system.

Rotary Screw PTO Reliability

So just how does this system operate? Simply flick one switch in the cab, and your truck conveniently turns into a ready-to-go, industrial-strength air compressor that can handle any job without the hassle and cost of a tow-behind or space-wasting crossmount unit. The Vanair PTO air compressor mounts directly to the chassis frame rail under the deck or body of the truck and uses the truck's own engine to power it. The compressor is driven via auxiliary drive-line off a PTO unit, which is bolted to the PTO opening on the side of the transmission. Depending on the application, this same compressor can also be driven via a split-shaft gear box or hydraulically adding to the versatility of the underdeck compressor. These PTO systems have proven to be far more long lasting, trouble-free, and cost effective than typical belt drive methods. In fact, there are many Vanair underdeck compressors over 25 years old still in operation.

The heart of the system and the key to its longevity is the proven Sullair rotary screw air end. This proven rotary screw technology was originally developed for the rigors of 24/7 industrial applications. The Sullair technology was transferred to vehicle-mounted applications by Vanair in 1972 and now includes industry-leading designs with a



100,000-hour bearing life. Today's traditional Vanair PTO compressor customers utilize only a fraction of the compressor's design life, translating into further cost savings through removal and remounting capabilities. This precision

manufacturing allows Vanair to offer an unsurpassed five-year air end warranty with a lifetime warranty option available through the simple documentation of an annual PM of changing filters and compressor oil. *(Continued on page 42)*

Factual: GS-96-67-48

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Sullair® Exclusivity

Contributing to the continued success of Vanair is its close association with Sullair Corporation. Vanair is the one and only company that has exclusive rights to

incorporate the Sullair air end into every underdeck PTO unit. Sullair, located in Michigan City, Indiana, and just six miles from Vanair, is renowned for developing the most durable rotary screw air compressors in the world. The Vanair/Sullair exclusive association means fleet managers have access to the only PTO compressor that is "Made in the USA." This close association goes back to the beginning, when Vanair was simply known as Sullair PTO.

Innovative Engineering at Work

One example of Vanair's commitment to innovating customized solutions to individual needs is the creation of the Vanair-patented Genair system, which provides field crews with necessary air and electric requirements to accomplish varying work loads through a single integral unit. For almost a decade, Vanair has also offered this patented integral compressor/generator system to customers throughout North America and abroad. The generator couples directly to the rear of a customized air end, eliminating any need for belts, pulleys or ten-

sioning devices in order to produce AC power. The Genair capacity can range from 6.2 kW to 10 kW of electric power and up to 185 CFM of pneumatic power, depending on operator specifications. The Genair system allows for its operator to use both the compressor and generator either simultaneously or separately.

The Genair model adds many dimensions to the vehicle's capabilities. Any vehicle equipped with the Genair system now has the capability of powering any electrical or pneumatic device from a single source instead of space-wasting multiple components. One example of how this system has revolutionized the way gas utilities conduct field operations is by providing the field crews with enough electric power to operate sensitive pipe fusion equipment, while providing air necessary to operate all pneumatic tools in order to install or retire lines.

To find out more about Vanair Manufacturing, Inc and how to maximize the utilization of your vehicles call 800-526-8817. □

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