

Vanair Manufacturing's Genair® Offers Dual Power with a Single PTO

By Sara Tilden



For companies that rely on two PTOs on their vehicles to independently or simultaneously access two types of power – air compressor power and AC power – the 2007 diesel-emission levels set by the Environmental Protection Agency pose some very real concerns for truck fleets.

The impending 2007 EPA requirements is a topic of special interest, especially to medium-duty truck makers that have to re-engineer some models to accommodate the engines, exhaust, and particulate trap systems needed to comply with the new emission-level requirements. Although each company may approach the re-engineering in a different manner, all manufacturers must engineer the same components into their chassis.

For those truck fleets that require access to both PTO openings, the new emission control systems will prove to be problematic. 2007 and future truck model

emission systems are 10 percent larger than previous versions and require the use of particulate filters. The elaborate pollution control systems virtually guarantee that one PTO opening will be blocked and rendered unavailable for use.

Here is where Vanair Manufacturing's Genair® excels. With foresight, anticipation, and a proactive approach to under-deck power systems, Vanair engineered the Genair® more than 20 years ago. The Genair® system is a single PTO-driven air compressor/generator unit that delivers a proven 125 to 185 cfm of air compressor power and 7.2 to 11.6 kW peak AC generation either independently or simultaneously...all underdeck!

The proven, patented Genair® satisfies both "sides" of concerns that the new regulations may pose. On one side, the chassis can still feature the particulate trap system necessary, so the vehicle complies with the new EPA standards. On the other

side, the productivity that owners currently enjoy with two PTOs will not be compromised, since the Genair still gives them two types of power utilizing only one PTO, along with the many advantages that an under-deck unit offers.

As a former fleet manager with almost 20 years experience for a major gas utility, Ralph Kokot, chief executive officer of Vanair Manufacturing, knows how important it is for fleet managers to be creative in seeking effective solutions to maintain the productivity of their vehicles. This is where the Genair® – and Vanair underdeck units, in general – provide excellent choices, especially when compared with traditional tow-behind air compressors.

"Tow-behinds hinder a vehicle's ability to easily navigate tight city streets or traverse rough terrain," commented Kokot. "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, tow-behinds negate the most important aspect of remaining competitive in this industry: a vehicle’s flexibility, versatility, and multi-use capabilities.

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.

Mark Payne, fleet manager of Atmos Energy, America’s largest natural gas-only utility, has over 100 Vanair underdeck units in his fleet and commented on their many advantages.

“With Vanair underdecks, we have the mobility to take the power anywhere our trucks need to go,” stated Payne. “Greater performance, without the expense and limited mobility of tow-behind units, means that we are better able to respond to our customers’ needs.”

Ken Hyde, fleet manager of Alagasco, Alabama’s largest natural gas utility, explained more about how Vanair underdeck units – and the Genair® in particular, have affected the productivity of his fleet.

“Right now, Alagasco has 16 units in the field equipped with either Genair® or underdeck air compressor systems,” explained Hyde. “Prior to being equipped with Genair®, we used to buy a generator set that came with a welder. By changing over to Genair®, we save approximately \$6,000 to \$7,000 per unit, and we have mobile air power – no towing and no problems.”

Kokot explained the other major benefits of the Genair® and all of Vanair’s underdeck units, one of which is the in-tank air-oil separator.

“As opposed to the external spin-on separators, our in-tank design offers a number of advantages,” commented Kokot. “Greater surface area for increased oil separation and protection from the elements and potential damage from external sources translate into a product that will perform more efficiently and last

longer – two advantages that offer substantial cost savings to the owner.”

“Proven dual power from a single PTO, without belts, pulleys, tensioning devices or auxiliary gear boxes, the innovative in-tank air-oil separator and our integration of Sullair, the most trusted air end in the industry are excellent reasons to choose Vanair,” commented Kokot.

“Combine these features with the industry’s only lifetime warranty on today’s market – the Vanguard™ Lifetime Warranty Program – and you rest assured that your Vanair unit will deliver the performance of a lifetime...throughout the life of your vehicle.” □

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A Dynamic Duo

The Genair® System Gives You Compressed Air and AC Power...Underdeck!





Genair® Air Compressor/Generator

- **Direct Coupled for Continuous Duty**
- **125 to 185 CFM**
- **7.2 to 10.5 kW**
- **Exclusive Sullair® Air End**
- **Lifetime Warranty***
- **Ideal for Plastic Pipe Fusion or Other Service Applications**
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