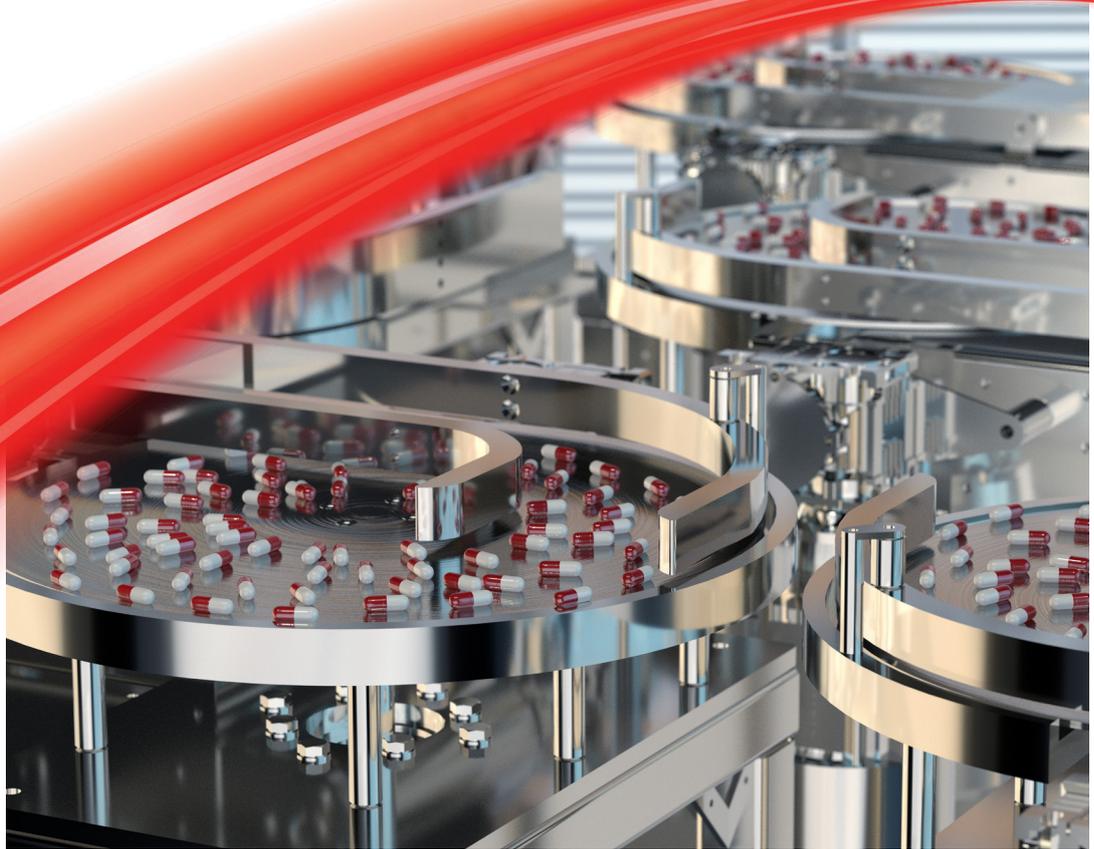


Ingersoll Rand Provides Oil-Free,
Cost Saving Solution for Renowned
Medical Industry Leader





Meets Stringent ISO Regulations

When it comes to air quality in industrial applications, adherence to regulations is paramount. Compliance with the International Organization of Standardization (ISO) quality standards for industrial compressed-air purity can generally only be achieved with the correct combination of drying, filtration, and water/oil separation units downstream from the compressor. A commonly accepted standard is ISO 8573-1:2010, which grades air quality based on defined limits of moisture and other contaminants in a given air stream – namely, maximum allowable dew point temperature, maximum oil content, and maximum size of particulates.

Whilst it's important to meet ISO standards, there are many additional reasons to want optimized dryness and cleanliness in compressed air. Whether facing the risk of wasted energy, damaged equipment, production downtime, increased maintenance, product defects, or any number of related dangers, wet or dirty air is unquestionably something to avoid.





Relieving Some Pressure Points

Ingersoll Rand recently worked with the customer, which through its subsidiaries, develops, manufactures and markets products that save and sustain the lives of people with hemophilia, immune disorders, infectious diseases, kidney disease, trauma, and other chronic and acute medical conditions.

When the customer approached us, they stated that their process suffered from a number of issues. Firstly, that their compressor was short of flow and short of pressure. Secondly, and importantly, they informed us of the presence of moisture in the scrap line. Given how this would undoubtedly threaten the effectiveness and integrity of the process, a solution was needed.

An Oil-Free Solution

Following advice from our team of experts, the customer ultimately decided to purchase two Oil-Free Centrifugal Compressor MSG[®] Centac[®] C700s, along with Storage tank and HOC Air Dryer and Filters, which were installed as part of a project titled “Proyecto Maya II”. As part of the most efficient and reliable air compressor series on the market, the C700 features fewer moving parts which provides for low maintenance and less downtime, dynamically balanced rotor assemblies which ensure extremely low vibration, carbon ring seals which minimize air leakage and 100% oil-free ISO 8573-1:2001 Class 0 certified air. The customer stated that the main decision factor for them in choosing the C700 was its extreme and proven reliability; whilst they had not used this particular product before, they had experience with our brand and range of products.

As part of our process, we ensured that the equipment was working properly before, during and at the end of the installation and commissioning process. This guaranteed that the customer receives everything fully functional at their site. All these features and our 24/7 customer service ultimately ensured this compressor was adherent to the company’s requirements and aspirations, and capable of providing total peace of mind.

(Cash) Flow Improvement

The C700 is a stand-out based on its reliability features alone, but we were also keen to highlight to the customer the energy savings that they would achieve through a Total Cost of Ownership (TCO) estimation. Additionally, Return of Investment (ROI) which was originally projected to be 24 months was reduced significantly to only 18 months.

After a productive collaboration effort with our experts, the customer is now extracting more value from their capital investment, thanks to a new compressor with a significant pressure and flow improvement, and an outstanding product quality, generated through a robust and integral manufacturing line process. The customer has emphatically stated that due to the success of the C700, they plan to purchase a third unit in the near future.

We'll leave the final word to our customer – here's what they had to say about their new compressor: **“The compressor meets all our expectations because all the moisture issues in the production scrap line were resolved. The compressor life cycle has been increased, and no more downtimes or frequent maintenance services are required... all these improvements result in more significant energy savings and a profitable long term investment”**.

