

***Press release:***

***31 January 2019***

***Rand-Air oil-free compressors assist luxury motor vehicle manufacturer's 'drive' to achieve a perfect finish***

For any company it is gratifying when customers request repeated service. When that customer is of the calibre of a well-known luxury motor vehicle manufacturer, it is a very sound endorsement indeed!

Leading local provider of portable air and power Rand-Air was recently requested to hire two diesel oil-free compressors to a local facilities management company, for use at the end-customer's local motor vehicle manufacturing plant.

The vehicle manufacturer's plant has become the nerve centre of the company's South African operations. Over the past four decades, it moved from operating as a production plant assembling vehicles with limited customisation possibilities for the local market only, to a world-class facility, capable of producing customised cars for discerning customers across the globe.

"Although the hire was to the facilities management customer, the request for our services came from their customer in turn; to which we have hired compressors a number of times previously," says Marinda Enslin, the Rand-Air Sales Representative responsible for this particular hire.

"The customer required two of our largest Atlas Copco 1500 cfm compressors over a period of some two weeks.

We immediately sprang into action, and were able to deliver the compressors the same day that they were requested," she says, pointing out that the compressors are noteworthy in that they are truly oil-free.

"This is something which was vital for this end-customer, as the compressed air is being used by the automotive manufacturer's paint shop," she explains.

"While other companies might offer oil-free compressors, their air output does not have the same 100% contaminant-free air quality which our Class-0-rated oil-free compressors have.

A contaminant in the paint could have very serious consequences," Enslin points out.

"With the number of vehicles that are produced at the plant, were a contaminant to find its way into the paint, the consequences for the manufacturer could be serious indeed.

With a production capability of up to 75 000 units a year, and over 85% of all vehicles produced destined for the end-customer's international markets in the USA, Taiwan, Japan, Singapore, New Zealand, Hong Kong, Australia, Sub-Saharan Africa and Canada, the South African plant has to meet the highest international quality standards," she elaborates.

The two oil-free Rand-Air compressors allowed the plant to continue manufacturing motor vehicles while its own compressor was out of service for extended maintenance.

Before the compressors were delivered to the plant, they were first scrupulously checked by Rand-Air's skilled technicians.

"No machine goes out of our yards unless it has been through a rigorous checking schedule," she continues, adding that with all Rand-Air machines, when they reach a certain number of operating hours they are automatically replaced. "This way our customers, when they hire from us, have an 'as new' rental experience," she adds.

With this particular hire – as with all others – the customer has the peace of mind of knowing that if there is any sort of issue with the rental, Rand-Air staff are contactable around-the-clock, 7 days a week, to deliver a solution.

"I have been with Rand-Air for 21 years now, and all my regular customers have my phone number. If there's an issue, they can phone me at 2 am in the morning and we will have a technician on the road immediately to ensure our machines continue to deliver consistent, quality and safe service," she emphasises.

When the two compressors were delivered to the motor vehicle manufacturer's facility, they were also accompanied by a Rand-Air technician who made sure the coupling of the compressors to the plant's reticulation went smoothly.

"However, because we supplied diesel compressors, connecting them was a very simple 'plug and play' operation," Enslin explains.

Asked about customer feedback, she explains that the company was very happy with the standard of Rand-Air's reliable equipment and excellent service.

"While we are always pleased to be of service to a prestigious company such as this, we make a point of offering the same standard to all our customers irrespective of who they are. Ultimately, it makes us very proud when our customers look to us to sustain the productivity of their operations," Enslin concludes.

## **Ends**

**(704 words)**

## **Note to editors**

### ***About Rand-Air***

With 10 branches and agencies spread across Southern Africa, and eight in South Africa, Rand-Air continues to expand its footprint to service a diverse market. Since 1973, Rand-Air has been driven by an ethos to exceed customer expectation and satisfaction. This is complemented by a product offering that adheres to the highest quality standards in the industry. Rand-Air's staff products portfolio includes oil-free compressors, industrial air compressors, diesel compressors, electric air compressors (all screw compressors), diesel generators and lighting towers.

As the market leader in portable air compressors and generator rental, Rand-Air upholds its reputation through regular training and upskilling in business related and product-specific matters.

Rand-Air is part of the Atlas Copco group and is a Level 4 B-BBEE rated company.

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