

CUSTOMER PROFILE

MICHAEL BYRNE REALLY KNOWS THE SULLAIR RANGE



For someone who professes to prefer the more relaxed country lifestyle over city living, Michael Byrne is a very busy man.

Michael is an engineer. He, and the company he is a director in, EHL Solutions, has offices in New Zealand and Australia.

Michael, when he is not on a plane, is located in Hamilton, rural Victoria. EHL designs and builds turnkey energy and hydraulic projects end-to-end (among other things - EHL is hard to pigeon hole). Many of these projects include Sullair compressors

of different types and sizes - whatever the project demands.

First his company creates the design for the project, then manufactures a lot of the components. On top of that, EHL then provides installation, servicing, calibration, and project management services for a wide variety of projects in the Food and Beverage, Mobile, Industrial, Defence, Energy and Marine

markets. Both in Australia and overseas - from New Zealand, to USA, even to places as far afield as Ethiopia.

Q. How did you become a Sullair customer?

Many years ago I needed some compressors that were built to handle Australian conditions.

Q. And so you went through a comparison process?

Yes, absolutely, I looked at all the compressors on the market. I looked at the operating temperature variations. I also looked at the ability to handle the dirty environments that we find in Australia. I looked at backup, spread of service and willingness to communicate – to talk about projects.

Q. What's it like working with Sullair?

They've been brilliant at working with us; understanding our timing and making sure they have units available to feed into our supply chain.

Q. Can you tell us a bit about some of your more challenging projects?

Most of the jobs we take on are "challenging" in one way or another. For instance, the liquid nitrogen projects for Ethiopia. The requirements for high temperature and high altitude.

We needed to work through finding the units that were the right fit for there.

So, it's more a matter of having choice. I can have that with the Sullair range. All our liquid nitrogen systems, liquid oxygen and liquid air systems – the Sullair range gave us a choice of compressors to meet the requirements, be it at sea level or at 10,000 feet.

Q. Is there a lot of variation at altitude?

Oh, huge! Everything changes every 2-300 feet above sea level. So when you're at 10,000 feet there is a correction factor in the efficiencies of air compressors.

Q. Sullair is now part of the Hitachi Group. You were previously a fan of their scroll compressors?

Yes, I'd actually spent time at the Hitachi factory in Japan. We used the Hitachi Airends. Hitachi and Sullair getting together was really "made for me". Because, I wanted

to have the scroll compressors but I also wanted the Sullair range as well, so it gave me a single source of supply.

Q. You do use quite a bit of our range.

Yes, even down to the ShopTek range. I just had a client in Tasmania who needed something simple. I said "This'll do the job for you." So yes, I do have full access to the range and I do use the full range.

Q. Have you found any gaps in the Sullair range?

No, not in the realms we work in, even up to the large systems. No, they've certainly got it all covered.

For his last comment, no question was asked of Michael Byrne. It was freely volunteered and, we thought, a nice note to end on.

"And as for the personnel there, they're very responsive and willing to help."



And as for the personnel there, they're very responsive and willing to help.

