



Makita's MAC5501G 10-gallon twin tank compressor features a cast iron pump, the Makita Big Bore cylinder and a 5.5-hp Honda GX160 gas engine that delivers 12.5 cfm at 100 psi.

AIR COMPRESSORS & ACCESSORIES

NEW DESIGNS DELIVER MORE POWER AND AIR WITH LESS NOISE AND WEIGHT

A reliable air compressor is worth its weight in gold; just ask a contractor whose entire job has ground to a halt because a compressor has decided to get sick. The basic process and mechanics of compressing and delivering air have changed little over the years, yet these manufacturers continue to work tirelessly to develop quieter, lighter, more powerful and more reliable compressors.

MAKITA USA

From roofing to finish work, in materials ranging from dense engineered lumber to fine wood, Makita has it covered with a full line-up of industrial air compressors. Makita electric, gas and high-pressure air compressors are contractor favorites for their faster recovery time, lower noise, longer tool life and consistent job site performance.

Unlike lower-grade compressors which often use universal motors similar to those in home appliances, Makita compressors have commercial-duty induction motors for all-day job site use. Makita high-quality, oil-lubricated, cast iron cylinder pumps are engineered to last longer than light-duty, belt-driven, all-aluminum pump components used in other compressors. The large cast iron cylinder pump, combined with Makita's Big Bore piston and heavy-duty crankshaft delivers faster recovery and higher cfm's.

"The 2-hp MAC700 and 2.5-hp MAC2400 air compressors feature four-pole induction motors that run more efficiently for lower noise, a particularly important feature for indoor use," states Wayne Hart, Makita communications manager. "In addition, Makita compressors feature



HART

direct drive pumps designed for heavy-duty use, with less maintenance and longer tool life."

For the versatility of running conventional or high-pressure nailers, contractors are turning to the Makita model AC310H 2.5-hp high pressure air compressor with dual capacity and up to 400 psi.

The new 5.5-hp gas air compressor, model MAC5501G, is powered by a Honda GX160 4-stroke engine for increased performance and reliability. The distinctive V-Twin style pump provides separate air chambers that generate less heat around the pistons while delivering higher cfm (12.5 cfm @100 psi) for faster recovery and increased efficiency.

"Makita has also applied its leading compressor technology to a new

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by Tom Hammel

compact air compressor, the model AC001,” Hart adds. “The powerful and reliable induction motor, combined with the compressor’s lower noise and compact size, make it ideal for case and base installation, finish carpentry, cabinet and furniture construction and more.”

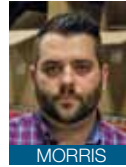
COILHOSE PNEUMATICS

Continual product improvements are driving two major trends within the compressed air accessory market; efficiency and accessibility. Efficiency helps professionals work better, while accessibility ensures that the tool is more likely to be used.

“Coilhose Pneumatics has responded to these trends by offering a family of products that stress efficiency and accessibility,” says Philip M. Morris, marketing manager.

Coilhose Pneumatic's Redi-Burst is fulfilling the promise of a blow gun for every pocket. It delivers the same performance as other thumb-lever blow guns, but is half the size.

“In 2011, the CEG-1 (Coilhose Ergonomic Gun) was released, offering the same size as other very common thumb lever blow guns, but with twice the thrust and 50 percent more air flow. Coilhose then released the Redi-Burst pocket blow gun in late 2014. This blow gun has the same performance as standard thumb-lever blow guns, but is half the size.



MORRIS

The Redi-Burst was designed and released to ensure that a lightweight, small blow gun was always available



in a pocket or tool belt, because, as contractors know, “The best blow gun is the one you have with you.”

“Professionals are inundated with commoditized offerings from manufacturers,” Morris notes. “They can buy the same blow gun, the same air hose, the same ladder or the same nailer anywhere. Selecting an offering from manufacturers that put thought into a product’s practical use will provide both; value to the user and set a distributor apart from others. Continual, incremental product improvement is driving the air compressor accessories market forward.”

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ROLAIR

Hustisford, Wisconsin-based ROLAIR Compressors has been serving the residential construction industry since 1959. The company has weathered numerous market fluctuations thanks to its ability to identify its customers' needs and provide valuable solutions.

While ROLAIR is no stranger to market forces, the latest recession and subsequent technological shift presented unique challenges.



"Not only are customers willing to spend again, but they are willing to do so on more specialized equipment," observes

Mike Kelley, vice president of ROLAIR.

"At the same time, portability became more important than ever as distributors began developing e-commerce storefronts and shipping product all over the country via parcel delivery services."

This is illustrated perfectly by the most recent addition to ROLAIR's line-up, the AB5 "Air Buddy." After an overwhelmingly positive response to the JC10, it quickly became clear that customers wanted more similar products from which to choose.

Both models are intended to serve the light-duty finishing contractor market. The JC10 was praised for its light weight and ultra-quiet operation.

"The AB5 takes portability to a whole new level without sacrificing durability," Kelley says. "The high quality components are tucked away inside of ROLAIR's popular roll cage design, all of which weigh in at a back-saving 25 pounds."

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The pro-grade 1/2-hp, one-gallon ROLAIR AB5 Air Buddy oil-free compressor weighs just 25 pounds, has a 4.6-amp motor and delivers 1.4 cfm at 90 psi. And it does it all at just 68 decibels.



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by Tom Hammel

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JUN | JUL 2015



California Air Tool's 15-gallon CAT-15020C compressor has a 2.0-hp SP-Series motor that delivers 5.3 cfm at 90 psi and runs at just 70 decibels. Its oil-free, dual-piston pump system is designed to run 3,000 hours before wear begins.

CALIFORNIA AIR TOOLS

"At California Air Tools, as we see the economy gradually improve, we also see contractors asking us for more powerful air compressors," begins Larry Cerneka, director of sales and marketing.



CERNEKA

"The user demand created by more powerful and faster air tools means air compressors must deliver faster recovery times, more air volume and longer run times."

California Air Tools is addressing this demand by introducing new models like the CAT-15020C with 5.3 cfm at 90 psi, a higher duty cycle and longer run times. California Air Tools' new SP Series motors are designed to run cooler and longer for better overall performance.

"We also continue to see a tremendous demand for quiet air compressors," Cerneka adds. "Contractors are looking for models with less noise impact on the job site, which allow them to work longer and later without disturbing their customers."

A large growth area for air compressors comes from shops, labs and garage-based end-users. These users require powerful and quiet air compressors when working inside.

For the unique needs of this user segment, California Air Tools has introduced a powerful 2.0-hp air compressor in a sound-proof cabinet, the CAT-10020SPC.

"With two hp and an operating noise level of just 58 decibels, this model is ideal for anyone working inside who needs a lot of power," Cerneka says.

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PRIMESOURCE

Contractors don't purchase air compressors often and generally forget about them once they are on the job site. These units are usually loud, heavy and require a dedicated power circuit to run properly.

"Contractors are now looking for alternatives to this historical design, and this demand has led the industry to develop products that run quieter, use less power and are easier to maneuver around the job site," states Stephen Duncan,



DUNCAN

product manager, Tools & Compressors for Grip-Rite Fastening Systems. "At Grip-Rite, we have developed a

line of compressors with this in mind, and have included features to increase the life and durability of our products."

"All Grip-Rite electric compressors use induction (rather than universal) motors. By doing this we greatly increase the life of the motor and reduce the noise level of the overall unit. Most lower-cost and 'pancake' style units on the market still use universal style motors."

For safety, all Grip-Rite electric compressors have a built in overload switch which prevents motor overheating and potential motor damage.

The mid-size GR2540LR oil compressor is built for durability, high capacity and low noise. Its induction motor runs at 1,725 rpm, half the rate of a standard compressor. At only 12 amps, there is little chance this compressor will pop breakers at the job site.

"For better job site portability, we included two 10-inch no-flat tires and added a locking pull-out

CONTINUED ON PAGE 38

The four-gallon, 2.5-hp Grip-Rite GR2540LR has a 12-amp motor that runs at 1,725 rpm and delivers 4.2 cfm at 90 psi. It has 10-inch no-flat tires, recessed gauges and a roll cage for job site durability.



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handle,” Duncan adds. “With a max pump-up of 150 psi and 4.2 cfm at 90 psi, its four-gallon tank has enough reserve air to run multiple tools at the same time.”

JENNY PRODUCTS

Based in Somerset, Pennsylvania, Jenny manufactures hand-carry, wheeled-portable and industrial-stationary air compressors ranging from 1/2 to 25 hp in a variety of electric and gas-engine options. Jenny’s four newest wheeled-portable air compressors utilize the company’s single-stage “C” pumps mated to 6.5-hp Honda GX engines.



LEISS

“We developed the ‘C’ pump to take full advantage of the Honda 6.5-hp engine,” says Daniel Leiss, president of Jenny Products. “The new compressors fill the gap between our 5.5- and 9-hp models. The C-series compressors deliver 9.8 cfm at 125 psi and are available with 8-, 15-, 17- and 30-gallon air tanks, which are powder-coated and ASME certified.”

For maximum durability, the newly engineered “C” pumps are constructed of cast iron and are splash lubricated with Jenny “Ultimate Blue” synthetic compressor-pump oil. The pumps are belt driven with large flywheels for easy start-ups and extra cooling, and directional air shrouds

help further reduce pump temperatures. Special unloading valves are also included to assist in engine starting.

“The new C-series pumps are very similar to our flagship ‘K’ pumps and share many parts in common,” Leiss explains. “However, to get higher cfm out of the 6.5 Honda without spinning it too fast, we basically increased the stroke on the crankshaft. That’s the primary difference between the ‘K’ and ‘C’ pumps.”

The C-series models also include a totally enclosed heavy-duty belt guard, anti-vibration feet for smoother operation, a large canister intake filter with replaceable elements and manual tank drains. They also feature a stainless-steel braided discharge hose, a pressure-release safety valve and tank, regulator and outlet pressure gauges. For superior mobility, the compressors have pneumatic tires and convenient lifting handles.

Made with pride in Springfield, Minnesota, the Industrial Air model IH1393075 truck-mount air compressor from MAT Industries is powered by a 7.5-hp Honda GX390 gas engine and delivers 22 cfm at 175 psi.

Jenny “C” Series air compressors feature cast-iron pumps and 6.5-hp Honda GX engines that deliver 9.8 cfm at 125 psi. Versions include 8-, 15-, 17- or 30-gallon tanks.

MAT INDUSTRIES

In addition to its industrial-focused compressors and accessories, MAT Industries’ Industrial Air brand construction products include portable and truck-mounted electric and gas-powered units. The recently released model IH1393075 Industrial Air 175-psi, 30-gallon truck mount compressor answers the call.

“The IH1393075 compressor provides a variety of pneumatic air applications in the construction, farm and agriculture, oil and gas industries,” says MAT’s Bryan Benson. “Fleet and equipment maintenance in these areas are driving the sales in this class of compressors.”

The 7.5-hp, two-stage pump carries a patented design that offers deep-groove directional cooling fins and a cast-iron flywheel. A Honda GX390 OHV gas engine with electric start delivers 22 cfm at 175 psi — enough power to operate multiple tools simultaneously. As a plus, it is manufactured in Minnesota.

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Legacy's Flexzilla Pro Custom Hose Center enables contractors to build customized hose and coupling assemblies on the spot from 1/4-, 3/8- or 1/2-inch air hose or 5/8-inch water hose.

LEGACY/FLEXZILLA

Providing contractors with high-quality products is one part of the distributor's job, but Legacy Manufacturing knows that helping customers choose the right products is equally important. The Flexzilla Pro Custom Hose Center allows contractors to build custom-length air or water hoses for specific applications. The custom hose center is available as a free-standing or a Lozier-compatible display. It can be stocked with spooled Flexzilla Pro bulk hose in 1/4-, 3/8- or 1/2-inch air or 5/8-inch water hose and all the fittings to match.



WEEMS

"We believe the professional likes having choices available to them when buying their tools and equipment," says Matt Weems, vice president of Legacy Manufacturing Co. "The Flexzilla Pro custom hose center places a lot of options

in the professionals hands so that they get exactly what they want."

Flexzilla Pro hose is made of premium hybrid polymer material that has zero memory and is kink-resistant under pressure, providing all-weather flexibility in extreme temperatures, from -40 to 140 F degrees. The hose ends are reusable and the hose itself can be repaired quickly in the field by using a splicer or cutting out the damaged section and reattaching the hose end. Hose ends can also be replaced if worn or damaged.

Based in Marion, Iowa, Legacy Manufacturing specializes in durable and innovative products including Legacy automotive and industrial equipment, Flexzilla hoses, cords and attachments, SmartFlex air, RV/marine and garden hoses, Lock-n-Load grease guns and ColorConnex color matching couplers and plugs. **CS**



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