

POWER PROFILE: SULLAIR

# AIR POWER PERFECTED



A Hitachi Group Company

#### LOCATION:

Michigan City, Indiana

#### SCOPE OF ENGINE USE:

Cat® C4.4 U.S. EPA Tier 4 Final, EU  
Stage V Industrial Engine

[www.sullair.com](http://www.sullair.com)

## RUNNING AT FULL BLAST

For more than 50 years, Sullair has been on the leading edge of stationary and portable compressed-air solutions. The company was one of the first manufacturers to execute rotary-screw technology in air compressors, and now Sullair compressors are famous throughout the world for their legendary durability. In fact, industry leaders in over 64 countries use Sullair equipment every single day. These include companies in the medical, pharmaceutical, automotive, petrochemical, food and beverage, construction, rental, mining and power-generation industries.

Sullair compressor quality is supported by three important pillars: reliability, durability and performance. The engines that power the company's compressors are critical for upholding these quality standards – and that is why Sullair engineers specifically choose Cat engines. “If you look at the Sullair and Caterpillar relationship, you’ll find that we are experts in compressed air, and Caterpillar is an expert in industrial engines,” says Randy McCourt, National Account Manager at Sullair.

One example of Caterpillar's expertise is the C4.4 engine powering Sullair portable air compressors. The C4.4 delivers reliable air flow, fuel efficiency and quiet operation. This updated engine also helps end-users save big by reducing lifecycle costs, thanks to three percent Diesel Exhaust Fluid (DEF) consumption and up to 20% lower fuel consumption compared to previous versions.

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“Customers understand the fact that each of our machines was built with a technician’s mindset,” states McCourt. “They appreciate the Cat 4.4 inside because they know that’s a workhorse of an engine, and they can access filters and other parts easily.” Sullair customers also benefit from the Cat dealer network, which can service the Cat 4.4 engines quickly to minimize equipment downtime.

## COLLABORATION IS IN THE AIR

Sullair was founded in 1965 and their first compressor was a portable compressor. They shipped the very first, a 150 cubic feet per minute (cfm) portable air compressor, in April 1966. The Sullair portable air compressor line began with a 300 cfm offering, which was later converted to a 375 cfm model with a C4.4 engine—a request heard by and fulfilled for the sandblasting industry. As time went on, Sullair added 400 cfm and 425 cfm models to the 375 product line to serve other applications and meet the airflow needs of different users. Caterpillar was instrumental in making that happen.

“That’s why we appreciate having close collaboration with Caterpillar, a relationship that has spanned decades of experience,” states McCourt. “Caterpillar is very valuable to us in our overall engineering process, from a feedback standpoint, because they use our products... they know what works and what doesn’t work in real-world applications.”

For example, after some Cat dealers voiced concerns about the street-facing access doors typically found on portable air compressors, Caterpillar recommended a new design concept to Sullair: positioning instrument panels away from the street for greater operator safety. Sullair incorporated that key change in newer models, and now the curbside instrument panel is one of the most popular features on the company’s portable air compressors.

Success stories like this are why Sullair deliberately collaborates with Caterpillar early, in the concept phase, for new products and relies heavily on input from the engine maker’s application engineers. Then collaboration continues through the engineering phase in the form of regular discussions, onsite visits, product evaluations and engine sign-offs. These steps ensure final products will be well-received in the market.



**“CATERPILLAR IS  
VERY VALUABLE TO  
US IN OUR OVERALL  
ENGINEERING  
PROCESS.”**



**LET’S DO THE WORK.™**

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