August, 2015



50HP Competitive Comparison



Comparison

- We will be comparing the our hydrovane HV37 vs the 50hp ShopTek and Gardner Denver L 37 vs the S-energy and you will see that Gardner Denver provides greater value on each offering.
- GD hydrovane HV37
 VS
 Sullair 50HP ShopTek

GD L37
 VS Sullair 50HP S-energy



Areas of discussion

- Product Offering
- Standard Features
- Foot Print
- Sound Level
- Controller
- Warranty
- Ease of Maintenance
- Performance
- Total Value
- Summary



GD hydrovane HV37



hydrovane HV37







Key Features

Vertical design - small footprint

- Direct Drive (no belts or gears)
- Slow speed (1760 rpm)
- O rings not gaskets
- Bushings not bearings
- Cast iron components long lasting
- Motor driven fan Thermostatic
- Start/Stop Modulation Controls
- Easy maintenance
 - spin on/off filters
 - Reduce labor cost
 - Less down time





hydrovane Pro Controller

- Status display
 - Words not codes, in multiple languages
- Real Time Clock
- Timer Control
- Second Pressure Setting
- Group Fault Outputs
- Error Logs
- Digital Inputs
- MODBUS-RTU
- Sequencer Capability
- Flash Programmable





Standard & Platinum Extended Warranty

- Standard Warranty
 - ⁻ 1 year on the package
 - 2 year on the airend
- Platinum Extended Warranty
 - 5 Year Warranty on critical package components including:
 - Cooler
 - Air/Oil Reservoir
 - Motor
 - Controller
 - 10 Year warranty on Airend





Sullair ShopTek



Sullair 50HP ShopTek

- One pressure
 - 115 psig
- Made in China
- CMC Controller
- IP23 (ODP) Main Motor
- Male Rotor Speed 4053rpm
- Load / No Load
- Wye-Delta Start





Sullair 50HP ShopTek



60 HZ				BASE MOUNTED					
Model	Motor HP (kW)	Pressure psig (bar)	Capacity acfm (m3/min)	dBA*	Length in (mm)	Width in (mm)	Height in (mm)	Weight lbs (kg)	
ST410	5 (4)	150 (10)	17 (0.48)	66					524 (237.7)
ST510	7.5 (5)	150 (10)	27 (0.76)	67	32.5 (825.5)	32.5 (825.5) 21.5 (546.1		37 (939.8)	546 (247.7)
ST709	10 (7 5)	125 (9)	36 (1.06)	68			21.5 (540.1)	37 (939.0)	
ST712	10 (7.5)	175 (12)	31 (0.89)	68				567 (255.8)	
ST1109	1E (11)	125 (9)	64 (1.8)	69	39.3 (998.2) 24.3 (617.2)			772 (250 2)	
ST1112	15 (11)	175 (12)	47 (1.26)	69		39.3 (998.2) 24.3 (617.2) 40.7	26 2 (617 2)	40.7 (1033.8)	772 (350.2)
ST1509	20 (15)	125 (9)	80 (2.2)	70			40.7 (1033.8)	80E (2/E 1)	
ST1512	20 (15)	175 (12)	64 (1.8)	70				805 (365.1)	
ST1808	25 (18)	115 (8)	105 (3.0)	75	50 (10 (0)	20 (740)	E1 (1200)	1280 (580)	
ST2208	30 (22)	115 (8)	126 (3.6)	75	53 (1340)	29 (740)	51 (1300)	1433 (650)	
ST3008	40 (30)	115 (8)	165 (4.7)	80	63 (1600)	(0.4(0.0))	24/0(0)	F(7 (1((0))	1984 (900)
ST3708	50 (37)	115 (8)	222 (6.3)	80		<mark>34 (</mark> 860)	56.7 (1440)	2205 (1000)	



Performance



Sullair 3708 ShopTek

Performance		May-10	New
Manufacturer:		hydrovane	Sullair ShopTek
Model Number:		HV37	3708
Rated Capacity at Full Load Operating Pressure	acfm	202	219
Full Load Operating Pressure	psig	115	115
Drive Motor Nominal Rating	hp	50	50
Drive Motor Nominal Efficiency	percent	93.7	94.5
Fan Motor Nominal Rating (if applicable)	hp	2.5	3
Fan Motor Nominal Efficiency	percent	89.5	89.5
Total Package Input Power at Rated Capacity and Full Load Operating Pressure	kW	42.2	45.4
Specific Package Input Power at Rated Capacity and Full Load Operating Pressure	kW/100 cfm	20.9	20.7













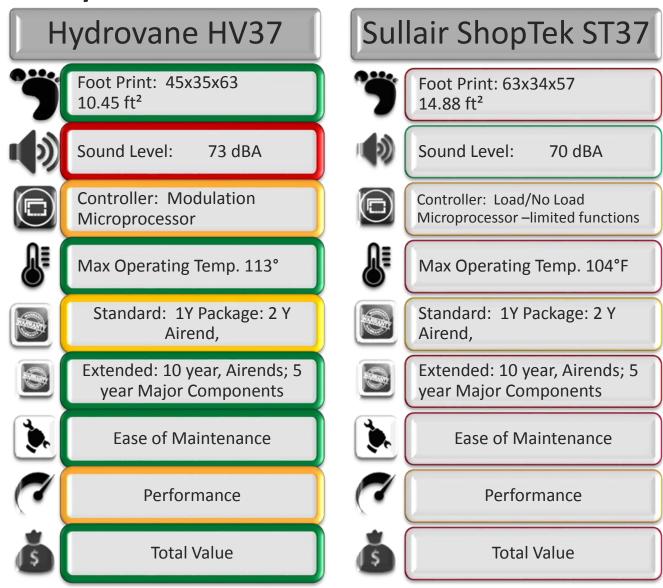
Price



Drice			
Price	hydrovane	ShopTek 3708	
	HV37	New	
	\$24,934	\$23,164	
Air Cooled	STD	STD	
460/3/60	STD	STD	
Enclosure	STD	STD	
HD Filter	STD	STD	
ODP Prem Eff Main Motor	N/A	STD	
TEFC Prem Eff Main Motor	STD	N/A	
Full Voltage Starter	STD	N/A	
Wye-Delta Starter	N/A	STD	
NEMA 12	STD	STD	
NEAM 4		N/A	
Compressor Fluid	STD	STD	
Electronic Controller	STD	STD	
Sequencing	STD	STD	
Total	\$24,934	\$23,164	
Dist multiplier	0.475	0.53	
Dnet each	\$11,844	\$12,277	



Summary





Questions ?







GD L37 vs Sullair 50HP S-energy



Gardner Denver L37



L 37

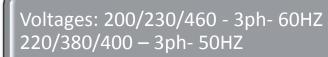




Motor Size: 50HP

Pressure: 100 | 125 | 190 psig

Min/Max Operating Temp. 34-113°F



Foot Print L x W X H: 68"x36"x65" 17 ft²





Low Noise Level

- High efficiency, extremely quiet thermostatically motor-driven fan
- Sound dampening enclosure panels
- Noise Levels:
 - L37 70 dB(A)

Small Footprints

- Machines feature some of the smallest footprints in the industry
 - L30-L45
 - 68 x 36 x 65 inches





Key Features

- Swing out, Removal Doors
- Efficient centrifugal fan and housing
- GD Pilot TS Touch Screen Controller
- Easy access to oil sampling valve
- IP54 Electrical Enclosure
- AEON 9000SP 8000 hr. Fluid
- Load / No Load Controls





Touch Screen Controller

- 5.7" User Friendly Touch Screen
 - 5.7″
 - 320 x 240 pixel
 - Intuitive MMI (Man-Machine Interface)
- All functions are clearly structured in five main display pages
 - Home
 - Trends
 - Settings
 - Fault History
 - Access Code Entry
- All functions are intuitively visual
- Easy to get complete overview of compressor status





Standard & Platinum Extended Warranty

- Standard Warranty
 - ⁻ 1 year on the package
 - 2 year on the airend
- Platinum Extended Warranty
 - 5 Year Warranty on critical package components including:
 - Cooler
 - Air/Oil Reservoir
 - Motors
 - Controller
 - VSD if applicable
 - ⁻ 10 Year warranty on Airend





Sullair S-energy



Sullair 50HP S-energy

- Integrated inlet valve
- Low Oil Carryover
- Sequencing standard
- NEMA 12 start box
- WS Microprocessor
- 10,000 Sullube







Sullair 50HP S-energy Features – stayed the same

- Integrated inlet valve
 - Modulation controls
- Sequencing standard
- Sound 68 dbA
- Air Filter





Sullair 50HP S-energy Features – Changed

- Oil Carry Over increase 50%
 - 1 ppm to 1.5ppm _
- Control Box Rating Reduced
 - NFMA 4 to NFMA 12
- Foot Print Increased 12%
 - 14.5 ft² to 16.28 ft²
- Environmental Protection Pan
 - Std to optional _













Sullair 50HP S-energy Unique Service features

- Unimpeded Access
 - Swing / Removal

to

- Removal only
- Separator Element
 - Unbolt lid remove element to
 - Min Pressure valve controls on top of separator lid
- Thermostat
 - Separated from cooler core to
 - Additional hoses and possible leak points

OLD



NEW











Gardner Denver

Sullair 50HP S-energy Unique Service features

- Easy Fluid Check
 - to *removed*

OLD



NEW



- Not a typical moisture separator
 - Built into after cooler
 - Efficiency ??





Warranty

- 10-YEAR DIAMOND WARRANTY
- all new lubricated stationary air compressors with discharge pressures up to 150 psig
- This comprehensive warranty includes parts and labor covering:
- 10 years air end protection
- 5 years coverage on:
 - Main motor only
 - Aftercooler
 - Oil cooler
 - Separator vessel
 - Variable speed drive (if equipped)
- Does not cover Controller
- Pressures up to 150 psig
- Does not cover Fan Motor





Performance



Performance		Feb-12	NEW	Jun-15
Manufacturer:		Sullair	Sullair	Gardner
		S-energy	S-energy	Denver
Model Number:		3709	3709	L37
Rated Capacity at Full Load Operating Pressure	acfm	222	227	218.6
Full Load Operating Pressure	psig	125	125	125
Drive Motor Nominal Rating	hp	50	50	50
Drive Motor Nominal Efficiency	percent	94.5	94.5	93.0
Fan Motor Nominal Rating (if applicable)	hp	1.5	1	1.2
Fan Motor Nominal Efficiency	percent	87.5	87.5	62.8
Total Package Input Power at Rated Capacity and Full Load Operating Pressure		44.9	45.2	46.0
Specific Package Input Power at Rated Capacity and Full Load Operating Pressure	kW/100 cfm	20.2	19.9	21.0













Price



	Su			
			Price w/previous	
	Jan.1, 2014	Apr-15	Model STD's	
	Previous Design	New	New	GD L37
S-energy 3709	\$28,956	\$27,471	\$27,471	\$24,045
Air Cooled	STD	STD	STD	STD
460/3/60	STD	STD	STD	STD
Enclosure	STD	STD	STD	STD
HD Filter	STD	STD	STD	STD
ODP Prem Eff Main Motor	STD	STD	STD	N/A
TEFC Prem Eff Main Motor	Option	Option	\$1,563	STD
Full Voltage Starter	STD	STD	STD	N/A
Wye-Delta Starter	Option	Option	\$1,188	STD
NEMA 12	N/A	STD	STD	STD
NEAM 4	STD	Option	\$1,211	
Compressor Fluid	STD	STD	STD	STD
Electronic Controller	STD	STD	STD	STD
Sequencing	STD	STD	STD	STD
Total	\$28,956	\$27,471	\$31,433	\$24,045
Dist multiplier	0.53	0.53	0.53	0.62
Dnet each	\$15,347	\$14,560	\$16,659	\$14,908



Summary

Ga	ardner Denver L37	Su	ullair NEW 3700B
Ĵ	Foot Print: 68x36x65 17 ft ²	"	Foot Print: 62x35x62 15 ft ²
L »	Sound Level: 70 dBA		Sound Level: 68 dBA
	Controller: Load / No Load Microprocessor		Controller: Modulation Microprocessor
₽	Max Operating Temp. 113°F		Max Operating Temp. 104°
	Standard: 1Y Package: 2 Y Airend,		Standard: 1Y Package: 2 Y Airend,
8	Extended: 10 year, Airend; 5 year Major Components		Extended: 10 year, Airend; 5 year Major Components
<u>ک</u>	Ease of Maintenance	<u>ک</u>	Ease of Maintenance
7	Performance	7	Performance
\$	Total Value	Ġ	Total Value



Questions ?





Thank You!

