

# VMAC has made a difference at Finning



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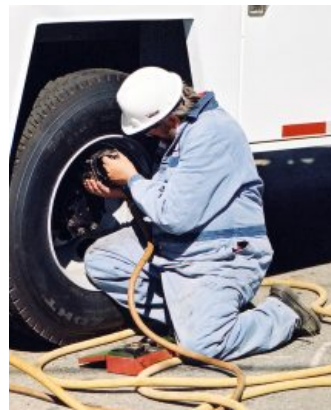
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## What can we do for you?



While VMAC underhood air compressors are out of sight, they certainly aren't out of mind for those who use the powerful units in the workplace.

VMAC users have thought up a wide variety of uses for both the VR70 and VRI40 units. They're also increasingly impressed with VMAC's ingenuity and versatility.

VMAC is recognized as the world leader in underhood mobile air compressor systems and applications, and their rotary screw air compressors are the most compact systems with the highest CFM output available in their class.

The VR70 is certified at 73.5 cfm and 175 psi, while the VRI40 is certified at 150cfm and 175psi, with the latter the only 150 cfm underhood air compressor available on the market. Both series were specifically engineered for North American built trucks.

Dave Scott, Customer Service Manager with Finning in Fort McMurray, Alberta, says VMAC units are installed in 90 per cent of the company's Ford 350 and 450 trucks. Thermo King in Edmonton installs the units on the vehicles for Finning.

Finning International Inc. sells, rents, finances and provides customer support services for Caterpillar equipment and

VMAC units are used in tire shops across North America. "One of our biggest customers is Kal Tire, and all of their mobile units have VMACs on them," he says. "They pump up tires with them. When they're working on big trucks out in the field, they need them. They can't be sitting there for an hour waiting to blow up a flat tire for someone."

DeWitt also makes note of the extra space created by having the VMAC units mounted under the hood - meaning more space in the back to carry tools.

Thousands of VMAC underhood air compressors have been installed throughout the world, as they're popular with municipalities, as well as businesses specializing in large vehicle maintenance. Besides the aforementioned uses, VMACs are useful when dealing with utilities and fire fighting apparatus.

As one person put it: "The VR system is recognized as the air system of choice for applications where mobile air is required."



*"VMAC keeps up with nearly everything."*



"Their rotary screw compressor puts out an incredible amount of air for its size," he observes. "A typical piston-style air compressor puts out between 15-30 cfm, while VMAC units provide 70 cfm. That means their compressors can keep up with whatever our mechanics are doing."

VMAC units supply ample air for the 1 inch air impact wrenches typically used by heavy duty mechanics. They're used "wherever mobile mechanics are used," he says.

"On a typical air storage tank, with only 20 cfm, the reserve tank may run empty, and then the tool slows down and the air can't keep up," he adds. "VMAC keeps up with nearly everything."

VMAC's VRI40 provides 150 cfm.

**"You can run a couple of big air impact wrenches, or two or more jack hammers off of those," he says.**

VMAC units "probably use a little more fuel, as opposed to running little gas engines, but they're also doing a lot more for you as well," he says. "Everyone is amazed at what the unit can do for it's size. Most people can justify the cost, based on how it performs."



engines, and complementary equipment, in Western Canada, the United Kingdom, and South America (Argentina, Bolivia, Chile and Uruguay). The Corporation's Head Office is located in Vancouver, B.C., Canada. Finning International Inc. is a widely-held, publicly traded corporation, listed on the Toronto Stock Exchange (symbol FTT).

Finning switched to VMAC units after trying other units.

"We tried Tecumseh air compressors that were belt driven, but they only provided about 10-12 cfm. They worked, but they weren't great," he recalls. "Then we used a little Honda air compressor that was mounted on the service body, with limited success. They worked okay, but packing gas when you're driving a diesel pick-up, it was a chore."

The VR series has proven to double or triple performance of conventional reciprocating air compressors.

VMAC provided what Finning was looking for and more than enough cfm to run their required tools.

**"We've found that VMAC units are reliable, durable, and they take a lot of headaches away from our service providers," says Scott. "They give us good service, with very little maintenance."**

"The VMAC units give us ample volume, and they mount very well under the hood," he says.

That's good news, particularly in the frigid winters of northern Alberta.

Because they're underhood compressors, and they sit on the side of the engine, they stay warm," Scott notes. "We don't have any problems with freezing up."

That's extremely important, as temperatures consistently fall far below freezing during winter months. VMAC units are used to start the big mining trucks that work in the Suncor and Syncrude oil patches, which use air starters. Scott notes they simply run an air line to the truck's big air tank, and fire up the engine.

"Our guys use them quite often, as we're doing work on day and night shifts, 24 hours a day," he says. "I'm happy with the units. They are probably the best solution out there that we've found for underhood air compressors. The reliability is high, and they provide a good service for us."

***"VMAC is the world leader in underhood air compressor systems."***



Scott says Finning's service team uses VMAC units for their one-inch impact tools.

"We can run our one-inch impact continuously, without waiting for air to re-charge itself, which is a good feature," he notes. "It also runs our air tools, like our air grinders and air drills."

Dave Lapp is a Shop Estimator with Finning at their Surrey operation.

They also install VMAC units on Ford F450 and F550 service trucks.

"We need air on our trucks, because we need to use air tools," he says, noting they're easy to use as well. "They have simple controls, so from inside the truck, you can turn them on and off."

Lapp says crane operators, welders, even some lube service workers, utilize the underhood units.

**"They're good for road service, in the bush, at the side of the highway, or wherever," he says. "The product is good, and VMAC provides good support for the units."**

Brad DeWitt is the owner of West Coast Machinery in Langley, BC. He's been in the heavy duty equipment business for 31 years, the past seven as owner of the growing company.

West Coast Machinery supplies vehicles to equipment dealers Finning and Wajax, as well as forest companies. They start with a bare truck chassis and cab, and add whatever type of equipment a customer needs.

"We install cranes, VMACs, whatever a customer wants," he says. "We've probably put 20 VMACs on this year alone."

"We've put a lot of the VMAC units on our trucks, and we've had a couple of them shipped out to clients," he says. "95 per cent of them are installed by us."

Gas air compressors mounted on truck decks are cumbersome and take up valuable space. VMAC has an obvious advantage in that comparison.

"One of the benefits of VMAC is that they take up no extra space," he notes.

A typical tow-behind compressor weighs 1,000 pounds, while the VR70 is only 147 pounds and the VR140 just 206 pounds.

DeWitt points out that VMAC's rotary screw technology adds an extra dimension of power.

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