

Sara Lee purchases 1st Hitachi DSP Series Oil-Free Rotary Screw Air Compressor

Rome, GA --Sara Lee's Foodservice Production facility in Rome, Georgia is proudly the site for the first DSP Series Oil-Free Rotary Screw Compressor sale as Hitachi America Ltd starts business in North America. On July 18th, HAL Air Technology Group along with Hitachi Master Distributor Blake & Pendleton commissioned a DSP Series 55kW Inverter Drive Rotary Screw Air Compressor. "This 1st DSP Series installation marks a very nice beginning to the Air Technology Group business, the entire Hitachi America Ltd team has much excitement for future successes such as this." Quote from Nitin G. Shanbhag, Senior Manager of Air Technology Group, HAL-ISD



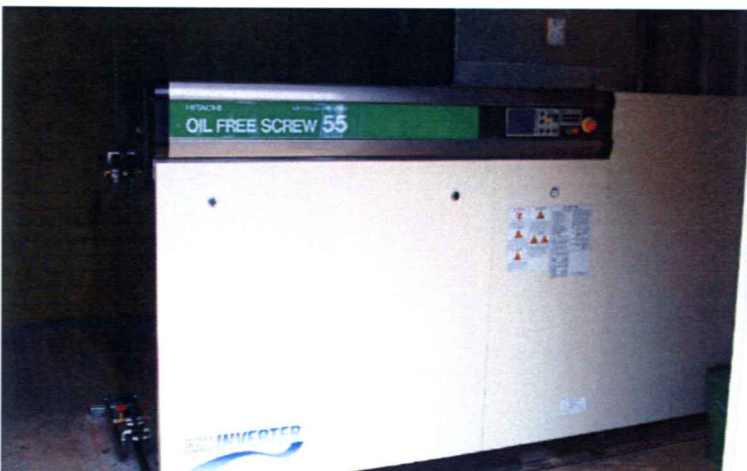
Sara Lee's Foodservice Production facility in Rome, GA

For approximately 8 months, Blake & Pendleton (HQ- Macon, GA) has been consulting with Freddy Boyd (Engineering Manager, Sara Lee – Rome, GA) regarding refinement and addition of the compressed air system for manufacturing. During this consultation, Ron Mazur (Sales Engineer, Blake & Pendleton), discussed the many technologies of compressed air and performed an audit (Engineering evaluation of air system design and usage) and presented recommendations for increasing the efficiency of Sara Lee's air system. The recommendations included the addition of an inverter drive rotary screw compressor, air tanks, air pressure regulation, air leak management, revised controls, and a predictive maintenance service program.

Further evaluation by Sara Lee conveyed agreement to the findings of the audit performed by Blake & Pendleton's Engineering Services. Sara Lee HQ Corporate Engineering had already started a national evaluation of air quality related to 1) Food Quality, 2) Life Cycle Costs, & 3) Environmental consideration. The result of which is a corporate move towards Oil-Free Compressed Air for manufacturing. This Sara Lee Corporate requirement further reinforced Blake & Pendleton's recommendation to purchase a Hitachi DSP Series Oil-Free Rotary Screw compressor, along with other air system refinement projects.

At the time, Sara Lee Foodservice's Rome, GA facility desired to purchase an Oil-Injected compressor, much like the other (Qty-2) oil-injected compressors they already have. The desire changed....to Oil-Free. This resulted in a purchase order for the DSP Series Compressor to HAL, which was able to be delivered in quick fashion due to the inventory commitment in the HAL-Charlotte, NC facility. The HAL-Charlotte facility represents the commitment to Service, Sales and Operations support for Sara Lee and future customers.

This Sara Lee HQ mandate illustrates the move that many companies are making towards reducing energy costs, increasing product quality, and concerns for the natural resources consumed by industrial machinery. The excitement and concerns are also shared by Mr. Boyd, quoted as saying "We are anxious to replace the older oil-injected compressors in our facility and will hopefully budget those purchases for the next 2 years" (Nitin G. Shanbhag)



Oil free screw compressor " DSP-55VA61 " at Sara Lee



Mr. Nitin G. Shanbhag(Sales Manager, HAL),Mr. Natsuki Kawabata(HIES Engineer), Mr. Ron Mazur(Sales Engineer, Blake & Pendleton)