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Sullair Announces Alliance with Acme Lift Company to Offer Large Portable Compressors to Rental Fleets

CHICAGO – January 11, 2016 – Sullair, an industry leader in innovative compressed air solutions since 1965, announced an alliance with Acme Lift Co., the world’s largest wholesale rental company, to offer 700-1600 cfm portable air compressors in its growing fleet.

Acme Lift, founded in 1997, rents hi-reach booms and telehandlers exclusively to rental companies throughout the United States and Canada. The alliance with Sullair will, for the first time, expand Acme Lift’s offerings beyond self-propelled aerial work platforms and telehandlers, into other machines that align with the needs of the company’s re-rental customers. Rental companies with customers in the mining, petroleum, industrial and construction industries now have a one-stop-shop to easily meet their large air compressor needs.

“The alliance between Sullair and Acme Lift gives us yet another avenue to expand our large portable line,” said Stefan Brosick, Sullair vice president of sales. “We are pleased to offer our channel partners an additional option outside of purchasing outright and the ability to supplement their operations by performing service and warranty work on the units. It also presents our channel partners with new opportunities to bid larger jobs without having to invest significant capital.”

Mike Crouch, Acme Lift president and chief operating officer, said the company offers a world-class means of moving specialized equipment into the wholesale rental market.

“The Sullair large portable air compressor line is an ideal wholesale rental product,” Crouch said. “Renting through Acme Lift allows our customers to expand their fleets to include these specialized units when their customers demand them. And our customers won’t have to tie up significant capital expenditures for these machines. This alliance is mutually beneficial, allowing Acme Lift and Sullair to expand their customer bases.”

As part of the alliance, Acme Lift holds the inventory, while the rental company performs its own service and maintenance work, billing back Acme Lift. Acme Lift also keeps all units non-branded, allowing rental companies to easily integrate the units into their fleets.

The air compressors offered by Acme Lift include the Sullair 700HH iT4, 750H iT4, 900H iT4, E900H electric, 1600H iT4 and the high-pressure 900XHH/1150XH iT4. Acme Lift also will carry Sullair REMAN compressors featuring the same factory warranty as a new unit, including the 900H T2/T3, 1600H T2/T3 and 900XHH/1150XH T2/T3.



Acme Lift's service center, located in Mesa, Ariz., manages and monitors the movement of its fleet through the use of GPS technology equipped on each unit. The system allows Acme Lift to provide its retail rental customers with real-time equipment usage data, increasing their ability to capture actual rental revenue and improve overall profitability for their business.

About Sullair:

Since 1965, Sullair has developed and manufactured air compressors with proven reliability and wear-free durability. Sullair is globally recognized as a leading manufacturer of portable air compressors, contractors' air tools, stationary air compressors, compressed air treatment equipment and vacuum systems. Additionally, Sullair provides customers with a full line of aftermarket parts, fluids and services. Celebrating its 50th anniversary in 2015, Sullair has manufacturing capabilities in Michigan City, Indiana; Shenzhen and Suzhou, China; Mahindra World City, India; as well as a JV (IHI-Sullair) based in Suzhou. For more information, visit www.sullair.com.

About Accudyne:

Accudyne Industries is the parent company of Sullair, and a global provider of precision-engineered, process-critical and technologically advanced flow control systems and industrial compressors that deliver consistently high performance and give confidence to the mission of its customers in the most important industries and harshest environments around the world. Today, Accudyne is powered by ~3,000 employees at 15 manufacturing facilities, supporting a broad range of industries in more than 150 countries. For more information, visit www.accudyneindustries.com.

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