



A BRIEF GUIDE TO CHOOSING A COMPRESSED AIR CONTROLS SUPPLIER

Are you an air compressor manufacturer? If so, then it's highly likely that you're very good at manufacturing compressors. However, it's just as likely there aren't enough electrical engineering or software skills in-house to produce compressed air controllers yourself. The solution? Outsource it. But before you do, here's what you need to consider.

01

CAN YOU MAKE IT YOUR OWN?

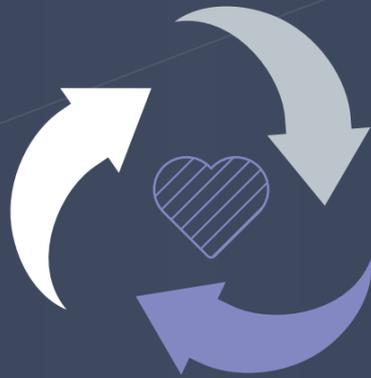
Choose a controller with a graphical interface that you can easily customise yourself without commissioning a software engineer. That way, you can integrate your brand's colours, introduce your own graphical themes or incorporate your logo on start-up without incurring huge software engineering costs. Many controllers don't have the software in place to facilitate this level of customisation. Make sure the one you pick does.



02

CHOOSE THE RIGHT HARDWARE HOUSE

Ensure that your controller manufacturer uses long lifecycle componentry. Components used in today's phones are high volume, short lifecycle - but that's okay, as a phone has become a fashion item that's often replaced or updated annually. If your compressor is likely to have a lifecycle of two decades, the controller components used in your control unit must be available during that entire period.



03

REGULATION RULES

When it comes to compressor controllers, electrical engineering and software skills is a must have. But so is knowledge of securing the relevant regulation when taking a product to market. Exporting to the US? Then you'll need the UL mark. Canada? That's cUL. Developing an air compressor for mission critical usage on a naval ship? In this case your product's controller will need to be engineered to a level that can secure Lloyds Type, DNV or TUV approval, which your controller partner will need experience of acquiring. Creating the best controller is one thing, but making it viable internationally is another. Make sure your controller manufacturer excels at both.



04

DON'T REINVENT THE WHEEL

Any controller manufacturer will claim to be able to make controls. But can they create controls for air compressors? By choosing one that has experience in this area you'll be saving yourself the resource required to brief a controller manufacturer that has little or no understanding of how air compressors behave. Whether your product is a scroll compressor, a fixed speed compressor or is as complex as a four-stage centrifugal compressor, save yourself a lot of time and money by choosing a supplier that knows what they're talking about.



ABOUT AIRMASTER™

AIRMASTER™ is the leading international manufacturer of embedded air compressor controls for OEMs.

It is the result of over 30 years' commitment to the air compressor control market, the relentless pursuit of excellence by the CMC team and a dedication to become the pre-eminent figure in the air compressor landscape.

www.controlcompressors.com