



CASE STUDY

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Application: MILITARY LOGISTICS

Making quick use of its Mojave Desert setting to replicate conditions in the Middle East, Fort Irwin provides real-world, counter-insurgency training and live-fire war games for National Guard and Army troops bound for Iraq.

Located near Barstow, California, this U.S. Army National Training Center includes replicas of Forward Operating Bases, complete with barracks tents to house troops. The U.S. Army contracted Houston-based Rockwell American Services, Ltd., a logistics management company, to cool and power 76 tents.

Solution:

A NATIONAL TEAM, OVERNIGHT

Seeking a solution on an extremely accelerated schedule, Rockwell contacts Kohler Rental. While the job is large in scope, the timeline is the critical factor. With the first-phase deadline less than 48 hours away, Kohler responds with overnight logistics planning. Within hours, Kohler technicians are in the air for LAX from around the country, and Kohler air conditioning units and generators are en route from the Los Angeles regional office of Kohler Rental. Over the next two days, twice-daily conference calls among key team members — calls that include the client for “live feedback” — maintain an efficient workflow as more equipment and personnel join the project.

Houston-based Rockwell American Services, Ltd., a logistics management company that coordinates, sells and rents products and services to the U.S. military and government, specializes in providing turnkey tent cities and training camps for the military and emergency response efforts.

Customer:

ROCKWELL AMERICAN SERVICES

“We were thrilled to have Kohler join with Rockwell American to pursue a major government project. Kohler Rental sent us one of the best crews we’ve ever worked with anywhere in the world. They’re fast and efficient — with the most can-do attitude we’ve ever seen. We never heard ‘no,’ and we always got a 200% effort. Everyone on the Kohler field team knew exactly what was going on every minute, making service to our project seamless. Results were always excellent.”

Ray Barone
vice president
operations & business development
Rockwell American Services, Ltd.

RESULT

Less than three days into the project, phase two — 35 tents set up for cooling and power — is complete. Over the next 10 days, cooling is executed for the full complement of 76 tents. The desert conditions require constant changing of air filters and generator swapping for scheduled service. Kohler personnel remain on-site 24/7 to monitor the project and oversee maintenance.

THE JOB (76 tents)

4,560 tons of AC
19 MW of power

