



**CASE STUDY**

**The Client:** Raytheon  
**The Challenge:** Overcome frequent power outages with manual restarts and network compressors for optimum performance  
**The Conclusion:** QSI & WebSync®



Redundant compressed air systems with electronic controls and remote monitoring allows engineers to test with confidence, knowing they won't lose valuable data from a surprise power outage.

## Raytheon Laboratories Puts Remote Monitoring to the Test

### The Client

Raytheon laboratories in St. Petersburg, Florida is a radio equipment test facility running batteries of high-tech tests on several sensitive products including guidance systems for missile control duplication. In order to properly test some of the sensitive equipment, engineers must lock down a test for up to three weeks and produce a thermotronic environment. To cool the test chambers down quickly, compressed air at -100 degrees is injected and it must be sufficiently dry to avoid creating snow inside the chambers.

### The Challenge

Since the early '70s, the facility employed five antiquated 20

hp air compressors strategically placed throughout the site. With nearly 72,000 hours already logged when Facilities Service Engineer, Paul Weikel joined the team nearly 11 years ago, the handful of units were constantly breaking down and had started passing oil into the test system. With failing equipment, Weikel spent too much time repairing air compressors and waiting for parts. Responsible for delivering results, Weikel knew he couldn't rely on the current set up to keep the test chambers up and running. After completing a full study to document the inefficiencies, he turned to Randy Alofs at Comp-Air Equipment in Tampa for help.

### The Solution

Alofs recommended that a QSI 245 water-cooled, rotary screw air compressor serve as the system's workhorse, and Weikel opted for all the bells and whistles. He knew he would need a backup system and ordered two of everything to create completely redundant and identical systems - and thus, the twins were born.

At the time, Quincy Compressor recently introduced its Power\$ync® controls and the one-of-a-kind Web\$ync® remote monitoring, allowing users to see system conditions at anytime with a modem from a personal computer. It sends email and text-message communications for any alarms, faults or system emergencies to an unlimited number of recipients. Weikel's system was so well connected that he demonstrated its power during a facilities meeting in Phoenix, when he received a power-shutdown alarm via text message. As he investigated the cause from his laptop, his colleagues inquired about his activity. Weikel explained to their amazement that he was checking his compressed air system in real time, showing that "the girls," as he came to call his two compressors, were experiencing onsite maintenance and that a technician had shut one down manually to perform a standard procedure. The ability to see conditions from any place where there is an internet connection assures Weikel that he'll know

*continued on reverse*





## WORLD'S BEST WARRANTY OFFERING 10-YEAR AIREND

When it comes to reliability, everyone is making the same promise. But when it comes to keeping the promise, Quincy Compressor stands alone. This is why Quincy Compressor has introduced its exclusive ten-year airend warranty that covers both parts and labor on select models. Reliability is about confidence, performance, and trust – every day. Quincy Compressor's Royal Blue Warranty program is proving reliability for the next ten years.

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**Paul Weikel**  
Facilities Service Engineer, Raytheon

immediately about any problem as it happens. Located in the lightning capital of the world, the girls also feature an auto-restart option, which is used mostly in hospital applications, but Weikel was quick to add it when he learned it was available for his units.

"We have severe weather on a regular basis around here and when the power went out, security would start calling the maintenance crew to come out to restart every machine by hand," Weikel explained. "That's a lot of start buttons to hit every time we lost power, which is why I wanted the auto restart feature."

While the Web\$ync® function of the Power\$ync® control

allows for remote access, its trending software allows users to capitalize on months of data to maximize efficient use through recording and monitoring daily run cycles. As one of the first installations for the new system, Raytheon partnered to overcome any challenges encountered during the start-up phase.

"We had a lot of little hurdles to get over at first, and there weren't many other proven systems in place elsewhere to offer guidance, so we worked together with Quincy and Comp-Air to iron out the bugs," Weikel said. "It was a fun project and now it's the showpiece of the facility. I'm often asked to show visitors my babies, the girls, and let



*Web\$ync® remote monitoring allows users to see system conditions at any time. It sends email and text-message communications for alarms or system emergencies to an unlimited number of recipients.*

'em see what they can do. They love the part where we say, 'Watch this...' and a minute later, my cell phone rings with the alarm alert. Overall, the experience has been great."

### PRODUCTS AND SERVICES

Quincy's product line includes the following categories:

- Rotary Screw Compressors
  - QSI 50 hp 300 hp
  - QGV 50 hp 200 hp
  - QGB 10 hp 60 hp
  - QSF 50 hp 200 hp
- Reciprocating Compressors
  - QR25 1 hp 25 hp
  - QT 3 hp 15 hp
  - PLT 3 hp 15 hp
- Climate Control & Medical Systems
- Vacuum Pumps
- Air Treatment
- EQ Auditing Services

### MARKETS AND INDUSTRIES

- Agriculture/Farm
- Automotive/Tire
- Climate Control
- Contractor/Builder
- Dry Cleaning
- Energy Exploration
- Food & Beverage
- Low Pressure
- Manufacturing
- Medical & Dental
- Pharmaceutical
- Plastics
- Woodworking

### UNDENIABLY THE WORLD'S FINEST

Quincy Compressor, an EnPro Industries company, specializes in compressed air technology, offering top-notch products and services since 1920. Serving the industry nearly nine decades, Quincy is on the cutting edge, engineering quality and reliability into every offering. Award-winning accomplishments have allowed Quincy to build solid relationships with its customers and achieve compressed air systems best practices. Quincy's flagship products include the QSI and QGV rotary screw compressors, the reciprocating QR-25, QT and Climate Control packages along with its innovative Royal Blue Warranty, widely recognized as the industry's strongest warranty program.



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