



CASE STUDY

The Customer: Dale Earnhardt Inc.

The Challenge: Race Car
Manufacturing

The Conclusion: A broad range of
Quincy Compressor
equipment



Quincy Air Compressors Take the Checkered Flag with Dale Earnhardt Inc. Racing Team

Dale Earnhardt Inc., among the winningest organizations in NASCAR racing, relies on the rugged reliability and hard-working efficiency of Quincy air compressors in its demanding manufacturing operations.

The Customer

By any measure, Dale Earnhardt Inc. has grown far beyond its humble beginnings. Formed by Dale and Teresa Earnhardt in 1980, Dale Earnhardt Inc. (DEI) had its first “corporate headquarters” in a three-bay garage where Dale had an office. Over the years, the need for more space quickly grew with the addition of more employees and race cars. In 1999, DEI opened its new headquarters complete with administration offices, the Trophy Room, show-room and retail store. This main complex quickly became a “must see” for race fans visiting Mooresville, North Carolina, widely known as “Race City USA.”

Today, DEI employs over 450 people at its two state-of-the-art campuses. And the organization reigns as one of the sport’s most successful teams, amassing over 100 wins including six NASCAR Championships and three Daytona 500s.

The National Association for Stock Car Auto Racing, Inc., better known as NASCAR, is the sanctioning body for one of America’s premier sports. NASCAR ranks as the No. 1 spectator sport – boasting 17 of the top 20 attended sporting events in the United States – and the No. 2 rated regular-season sport on television with broadcasts

in over 150 countries.

NASCAR consists of three major national series – the NASCAR Sprint Cup Series, NASCAR Nationwide Series and NASCAR Craftsman Truck Series, as well as eight regional series. NASCAR sanctions some 1,500 races at over 100 tracks in 35 states.

DEI is composed of four Sprint Cup teams. The team lineup for the 2008 Sprint Cup season is the No. 1 Bass Pro Shops Chevrolet with driver Martin Truex Jr., the No. 8 U.S. Army Chevrolet with drivers Mark Martin and Aric Almirola, the No. 15 Mernards Chevrolet with driver Paul Menard and the No. 01 Dale Earnhardt Inc. Chevrolet with driver Regan Smith.

The Challenge

NASCAR is a storied sport filled with famous hard-fought races and legendary drivers ... none more so than Dale Earnhardt, who won seven NASCAR Cup Championships and posted 76 victories in the Series. So it’s only fitting that the beginning of the relationship between DEI, Quincy

Compressor and Patton’s Inc., the Quincy distributor in the region, has a bit of legend about it, as well.

As Randy Earnhardt, Dale’s brother and director of purchasing

and inventory control at DEI, remembers it, “We were in need of a compressor so we looked in the phone book and found Patton’s was the biggest name in this area and they

happened to be a Quincy dealer. Of course, Dale wasn’t one to wait very long, so when he called them, they brought it out that afternoon and installed it. It worked fine and from that day forward, that’s all he ever wanted, and we’ve maintained that relationship ever since.”

It was a bit more involved than that, however. Mike Cranford, executive vice president at Patton’s, fills in some of the back story. When Dale called Patton’s wanting an air compressor right away, it was after 5 p.m. and all the service delivery vehicles were out on the road. “So we ended up loading the 10hp F370 Quincy Compressor onto one of our sales person’s personal trucks and



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delivered it that evening. We helped Dale install the compressor and had him up and running within two hours."

That was the start of a very special relationship. Impressed by the exceptional effort and professionalism Patton's demonstrated,

"Everything we do in the shops around building and operating the race cars, there is compressed air involved in all of it."

Randy Earnhardt
Dale Earnhardt, Inc.

"Dale stated that Patton's would be the only supplier handling his compressed air needs for now and the future," Mike explains. Patton's worked with Dale until his unfortunate death and continues working closely with Randy and DEI.

Over the past 20 years, Patton's has supplied DEI with over 20 Quincy air compressors, ranging from 5hp QT-5 reciprocating to 75hp QSI PowerSync machines. Today, Patton's Inc. and Quincy Compressor are designated as the "Official

Compressed Air Supplier of Dale Earnhardt Inc.," recognizing years of reliable, efficient, quiet, long-lasting equipment operations.

The Conclusion

DEI recently moved its four Sprint Cup teams into a new 180,000-square-foot facility about five miles from the original complex. In the various manufacturing shops, every part and piece is built in-house. As Randy explains, "Everything we do in the shops around building and operating the race cars, there is compressed air involved in all of it. The manufacturing side entails a lot of welding, and with welding you have a lot of grinding so there's a lot of air usage in place," he adds. "Just about everything we do in this business, we need compressed air to do it – from air wrenches and air grinders to our body shop area where we do our own painting, bonding and sanding in-house."

Patton's works closely with DEI to design a compressed air system that will fit each application, consulting with Randy and various departments and then

selecting the best Quincy air compressor for each particular requirement. DEI's manufacturing operations currently utilize a range of Quincy equipment: an F390 Duplex and six F390 Simplex units, QT-5 and QST-25 units, and a pair of QSI-370s with PowerSync. The reciprocating compressors are used in a variety of shop applications, while the QSI-370 screw compressors are particularly suited for use with the CNC machines.

As Randy explains, the CNC machines (for computer numerically controlled) computer machine parts and pieces and require a constant air flow. "If we have a drop in air flow or lose air pressure, we could have thousands of dollars worth of damage to the machine or the cutting tools themselves."

In the racing business with demanding schedules, reliability is a major concern. "An air compressor being down could shut us down indefinitely," Randy says, "so we have back-up compressors on all of our facilities. Having the right equipment and having everything we need is one of the biggest jobs I have,



Randy Earnhardt, DEI's director of purchasing and inventory control, counts on Quincy's rugged reliability to avoid costly downtime.

making sure that there is no downtime."

"Quincy has always been good to us, good equipment that lasts a long time," Randy says. "Their performance is top of the line, they operate quietly and with very little maintenance. I just don't think you could buy a better product for any business."

"Our relationship with Quincy and with Patton's has been, bar none, the best of any other company that we deal with. I can't say enough about the service they give us and the quality of the equipment."

PRODUCTS AND SERVICES

Quincy's product line includes the following categories:

- Rotary Screw Compressors
 - QSI 50 hp - 350 hp
 - QGV 50 hp - 200 hp
 - QGB 20 hp - 60 hp
 - QSF 50 hp - 200 hp
 - QGS 10 hp - 15 hp
- Reciprocating Compressors
 - QR25 1 hp - 25 hp
 - QT 3 hp - 15 hp
 - PLT 3 hp - 15 hp
 - QRD Oil-less 2 hp - 30 hp
- Climate Control
- Medical Systems
- Vacuum Pumps
- Air Treatment
- EQ™ System Analysis 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 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 reliability and quality 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 that covers both parts and labor on select rotary screw models. The True Blue Warranty offers industry-leading coverage on select reciprocating models. These programs deliver on the promise of superior performance. To learn more, contact your local distributor who can be found by visiting the sales and service locator at quincycompressor.com.



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