



**CASE STUDY**

**The Customer:** Prime Shine Express  
**The Challenge:** High-volume Retail Car Wash  
**The Conclusion:** Quincy 325 two-stage piston air compressor



Prime Shine Express, a leading car wash operator in California's Central Valley, relies on the rugged reliability and proven performance of Quincy Compressor equipment in all of its operations.

## Quincy's Legendary Durability Shines in Demanding, Fast-Paced Application

### The Customer

Family-owned and operated Prime Shine Express Car Wash opened in the spring of 1991 in Modesto, California. Founder Norm Porges was intent on changing the way consumers thought about car washing by filling the void between the pricey and time-consuming full-service car wash and the laborious self-service option. His idea was to become the "McDonald's" of the car wash industry, by effectively bringing together quality, quickness, convenience, value and fun.

Like the limited menu at McDonald's, Prime Shine focuses on a very limited range of services – they don't sell fuel and they don't do windows, interiors or wheels by hand.

This unique concept was captured in their original slogan – "No Waiting, No Wiping, Only \$3.95." Today, the basic wash has increased to \$6, but customers still get a quality, exterior-only car wash with a spot-free rinse and hands-free dry in less than three minutes. The inviting ambiance at Prime Shine is anything but typical, as well – blazing colors, bright lights and a clean, comfortable atmosphere all make for an enjoyable experience

instead of a chore. Norm and his son Evan, Prime Shine's general manager, have grown the business to nine locations throughout California's Central Valley – washing 1.7 million cars a year.

and contact that the side-wash brushes exert as vehicles pass by. Air-induced foam generators foam up chemicals, and air-activated pumps send soap to the applicators. And compressors power air dryers, air-driven maintenance tools, self-service air stations and much more.

Prime Shine's car wash locations – and the air compressors that drive them – operate as many as 13 hours a day, 363 days a year. "With that kind of demand, if you get an air compressor from the local hardware store that's made for light duty or residential use, it's not going to keep up with the demands that you need," explains Aron Silva, Prime Shine's director of service and engineering. "And

if we're down because of an air compressor, we're losing money." Prime Shine learned this lesson early on when the low-bid equipment installed in their first two sites failed within the first few years.

### The Conclusion

After switching to Quincy Compressor equipment, Prime Shine Express has never looked back – and never had a compressor failure. "I can't

*continued on reverse*



From left: **Steve Homan**, WashLink Systems, **Evan Porges** and **Aron Silva**, Prime Shine Express.

### The Challenge

Prime Shine Express' operations are heavily dependent on compressed air for a wide variety of applications. An air-activated ram sends the conveyor pushers to the surface of the conveyor that moves vehicles through the car wash tunnel. Air-activated rams regulate the amount of pressure

continued from front

say enough about Quincy, they build an excellent product," says Silva. "We're willing to spend the extra money for the best, and

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Aron Silva  
Director of Service and Engineering

Quincy air compressors are well worth the money. They pay for themselves and don't give us any problems; we feel they're the best air compressors on the market."

Quincy air compressors are particularly suited for car wash applications since they produce

air very quickly, keeping the run time down and allowing more time to cool, according to distributor Steve Homan of WashLink Systems in San Jose, California. "Traditionally, the car wash industry is not very maintenance intensive and most operators let things go until they die," he says. "So one of the big things we like about Quincy equipment is the abuse they can take."

Like all heavy-duty QR series reciprocating compressors, the 325's in use at Prime Shine Express are pressure lubricated in all critical areas and feature durable cast iron construction for longer life and less downtime. These units come standard with Quincy's Safe-Q-Lube system which protects the compressor if running with low oil

or low oil pressure, and use automotive-type, screw-on oil filters.

Prime Shine currently has 10 Quincy two-stage piston air compressors in operation – the oldest units have been in place over a dozen years and are still going strong. With Quincy equipment, that long-lasting, hard-running reliability is easy to maintain, according to Silva. "We just do a weekly PM, check the oil and belts, and change the filters every three months and the oil every six months – and they have been solid."

Prime Shine continues to shine, gaining customer loyalty with its unique approach and commitment to quality. A 10th car wash location will open in the spring of 2008 and two more are



General Manager Evan Porges with one of 10 Quincy QR 325 air compressors in use at Prime Shine Express.

already being planned – all using reliable, long-lasting equipment from Quincy Compressor.

**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 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 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 specializes in compressed air technology, offering top-notch products and services since 1920. Serving the industry nearly eight 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.



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**10-YEAR AIREND WARRANTY ON SELECT ROTARY SCREW COMPRESSORS.**

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 10-year airend warranties that covers both parts and labor on select rotary screw models. Reliability is about confidence, performance and trust – every day. Quincy Compressor's Royal Blue Warranty program is proving reliability for the next 10 years.