



Reliability Under High Temperatures

The Client: Cosmetic Essence

The Challenge: Limit Downtime and Overheating Machines, Save Energy

The Solution: Quincy Efficiency



When it came down to it, Quincy asked the hard-hitting questions to find out what was important to the customer.

Cosmetic Essence

THE CLIENT

Cosmetic Essence, a division of Voyant beauty, is a leading cosmetics manufacturer with dozens of locations nationwide supplying beauty, skincare, hand and body soaps, OTC topical drugs, sun care, hair care, and fragrance products.

As the trendsetter of product innovation to the industry elite, over 90% of produced formulas are created in-house. Cosmetic Essence has a long history of ideation, innovation management and technical development of award-winning products.

They maintain a plant in Ridgefield, New Jersey, with a pretty unique compressor room — one that rests inside their boiler room.

THE CHALLENGE

Cosmetic Essence's boiler room is extremely hot. During the summer, the room's thermometer fluctuates between 110 and 115 degrees Fahrenheit and doesn't dip below that temperature range for weeks on end. Cosmetic Essence's former compressor, a competitor of Quincy, was constantly shutting down on overheat alarms. As the years went on and the heat load in the room kept rising, the machine couldn't handle the temperatures any longer.

Cosmetic Essence is a smart buyer and always brings in multiple bidders for capital products. This time, some of these bidders were pushing for the customer to switch to a variable frequency machine to save energy costs. However, we at Quincy recognized that this technology might not be sustainable given the room's conditions.

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 offers its exclusive ten-year airend extended 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 is proving reliability one decade at a time.



THE SOLUTION

When it came down to it, Quincy asked the hard-hitting questions to find out what was important to the customer. While energy savings sounded great, reliability was their ultimate concern.

Cosmetic Essence wanted no downtime. Quincy suggested staying the route of a fixed-speed compressor and pointed to the QSI as the most reliable rotary compressor on the market.

The customer asked if we could “put it in writing” that our compressor wouldn’t be fazed by the room’s heat. With the QSI’s customizable options, we were able to add on a high ambient temperature package that engineered the machine to operate in temperatures up to 131 degrees Fahrenheit. That solution allowed us to win the job.



UNDENIABLY THE WORLD'S FINEST

Quincy Compressor specializes in compressed air technology, offering top-notch products and services since 1920. Serving the industry for nearly 100 years, 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 among the industry's strongest warranty program.



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