



# Providing Maximum Performance

**The Client:** Delta Corrugated

**The Challenge:** Energy Savings and Better Air Flow

**The Solution:** Quincy QGV Compressor



## THE CLIENT

Delta Corrugated is an extremely busy cardboard box manufacturer in Palisades Park, New Jersey. They work with the leading advertising agencies, design studios, and publishing houses throughout the country.

Delta has turned out hi-powered graphics for some of the world's best-known products. With the latest computerized technology and a warehouse packed with raw materials, they're able to quickly execute complex custom jobs.

Last year, they had a ton of capital projects going on at one time and their compressor maxed out on air, without a proper backup in place.

## THE CHALLENGE

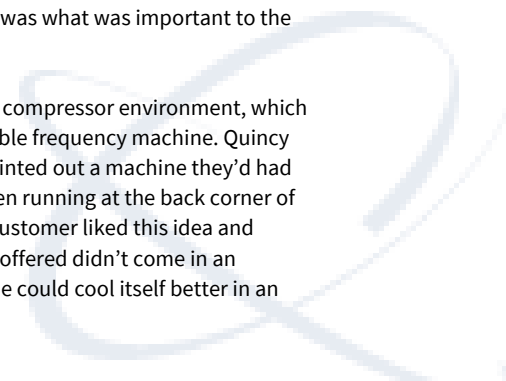
Quincy was up against a competitor distributor on this job. This competitor insisted a variable speed compressor would serve as sufficient backup and also be a good trim machine for times when the plant had air demand — a viable and legitimate proposition. What that distributor didn't factor in, however, was what was important to the customer.

Delta Corrugated had a hot and dirty compressor environment, which was not the ideal place to put a variable frequency machine. Quincy told this to the customer and also pointed out a machine they'd had previous success with, which had been running at the back corner of the plant since the early 1990s. The customer liked this idea and appreciated that the compressor we offered didn't come in an enclosure, as he believed the machine could cool itself better in an environment with more airflow.



**Using Quincy's financing packages, we worked out a payment plan that alleviated cost constraints.**

**Delta Corrugated**



## 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

However, Delta Corrugated leadership liked the energy savings a variable speed machine would bring and wanted to find a balance between energy efficiency, reliability and upfront investment costs. Following these preferences, we proposed a compressor that would save energy when not operating at full capacity, while also ensuring reliability by keeping dirt and heat out of the VFD machine.

Additionally, with so many capital projects going on at once, the customer needed some financial flexibility. Using Quincy's financing packages, we worked out a payment plan that alleviated some of the customer's cost constraints. All these factors led to Quincy winning the job.

If you're looking for a machine that matches many of the benefits listed above, the QGV air compressor is one of the best variable speed compressors on the market. This reliable machine can operate at partial loads during low-demand periods, with the ability to adjust the operating speed as necessary. You'll experience fewer disruptions and outstanding performance, which all contribute to higher energy and cost savings for your business.



### 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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