



Enhanced Efficiency

The Client: Bunge Oil

The Challenge: New Reliable Compressor

The Solution: EQ LTE Audit



THE CLIENT

With a rich history dating back to 1818, Bunge Oil has established itself as a leading producer of specialty oils. With its extensive range of products, Bunge Oil plays a pivotal role in creating consumer and restaurant brands across the globe.

As a loyal customer of Quincy, Bunge Oil has relied on Quincy's dependable QSI-235 compressor since 1983. The compressor has faithfully operated since then, supporting Bunge Oil's critical operations.

THE CHALLENGE

Bunge Oil's maintenance manager recently recognized the need for a new compressor. The existing unit started experiencing minor issues, causing concern for reliable operations. Moreover, relying on an equally aged backup unit during the primary unit's downtime raised further apprehensions. Despite these valid concerns, the maintenance manager faced challenges in justifying the request for a new compressor to the corporate decision-makers.

Understanding the predicament Bunge Oil faced, Quincy proposed a solution: an EQ LTE audit. This audit had two primary objectives. First, it aimed to gain a comprehensive understanding of Bunge Oil's plant operations, providing valuable insights into their energy consumption and efficiency. Second, the audit aimed to determine whether a compelling case could be made for investing in an energy-efficient solution, addressing the maintenance manager's concerns and demonstrating the potential benefits of new equipment to the corporate decision-makers.

With this information, Quincy intended to build a solid business case to address the immediate need for a new compressor and highlight the long-term advantages of implementing an energy-efficient solution tailored to Bunge oil's specific requirements.



Quincy attached our EQ LTE data logger to Bunge Oil's existing system and gathered information for one week. The data collected during the study was meticulously entered into Quincy's specialized calculator, which our experts used to construct a compelling case tailored to Bunge Oil's specific needs.

Tom McCartney, Quincy Sales Engineer

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

Through rigorous analysis and calculation, Quincy's team determined Bunge Oil could realize significant cost savings by transitioning to a QGV-50 compressor.

By installing the energy-efficient QGV-50 compressor, Bunge Oil stood to achieve annual savings of over \$8,000. These significant savings were primarily attributed to the enhanced energy efficiency and advanced features of the QGV-50, ensuring optimal performance while minimizing energy consumption.

Our team discovered that Bunge Oil's plant had several large receiver tanks that were over 40 years old and no longer aligned with corporate safety guidelines. Quincy suggested replacing these tanks to ensure compliance with safety standards and maintain a secure working environment.



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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