



LOCAL PARTNERSHIP

GROWTH SUCCESS STORY

A 100+ YEAR OLD WISCONSIN MANUFACTURER OF RECREATIONAL PRODUCTS HAD PLANS TO EXPAND THEIR PRODUCTION CAPACITY TO MEET RAPID GROWTH REQUIREMENTS. HAVING USED A COUPLE OF COMPETITIVE COMPANIES WITH ONLY SATISFACTORY RESULTS, THIS COMPANY TURNED TO ZORN COMPRESSOR & EQUIPMENT AND BUILT A STRONG PARTNERSHIP OVER TIME.



SUMMER 2017

Tyler Morgen, Zorn's local Account Representative, **made his initial visit** to this Fond-Du-Lac customer's location. He assessed their existing 30 hp system and found they were also needing to run their 25 hp back up compressor to meet demand.

FALL 2017



Tyler identified multiple aspects that were missing for their system to be successful. We started by improving their plant cleanliness, safety, and ecological footprint by installing a condensate oil water separator, getting the oily water off the compressor area floor. Tyler informed our customer of our data logging capabilities which will show the baseline of their supply & demand load. Tyler then performed a compressed air snapshot data logging service to identify the compressed air demands, compressor utilization, and pressure stability.



SPRING 2018

Tyler completed a leak detection due to sounds that alarmed him that the system was leaking. After repairing the leaks, additional compressed air was available for operation. Zorn utilized a Focus on Energy incentive program to help the customer pay for the service.



SUMMER 2018

Tyler performed a follow-up snapshot data logging after all leak issues were rectified in order to identify the actual compressed air demand profile.



FALL 2018

Tyler reviewed and quoted multiple solutions with our customer. **They purchased (2) Quincy Variable Speed 40 hps and a Quincy Fixed Speed 50 hp, per Tyler's advice.** This configuration met both the current and future demands efficiently and with built-in redundancy. An upgraded air treatment system with proper dryers and filtration was also purchased.

WINTER 2019



Our customer called the Zorn team back in to look at their options for their brand-new paint booth. While there was enough compressed air capacity already installed, **a point of use desiccant dryer was installed to provide additional protection to the painting process.**



FALL 2020

Our partner added a large warehouse to their campus that required a new compressor. Tyler came in and analyzed this new addition and recommended a **Quincy Fixed Speed Gear Driven 15 hp complete system**, which the customer promptly purchased. This system came with a proper dryer, filters, and a vertical air receiver.

SUMMER 2021

Our partner continued to grow with their enhanced efficiencies and added another building to their campus that required two pieces of equipment operated at a consistent 100 cfm. **Tyler helped them purchase a Quincy Fixed Speed Gear Drive 25 hp complete system.** This again came with the proper dryer, filters, and vertical air receiver.



SPRING 2022

Our partner converted one of their existing large warehouses into a manufacturing building and built another warehouse. Their existing Quincy 15 hp air station was moved into their new warehouse, but the new manufacturing building now required new compressed air systems to operate. **Tyler and our partner chose a 50 hp Quincy Variable System.** The current Quincy 25 hp system was moved into the new manufacturing building, running as the lead compressor, and the new 50 hp system runs as the trim compressor. **This sets their facility up for a two-compressor system with the ability to add a third compressor for redundancy with their anticipated future growth.**

FALL 2022

Tyler presented the importance of having redundancy not just with compressors, but dryers as well- as observed in their new manufacturing building that was equipped in Spring 2022. **The customer agreed and purchased a dryer that can handle all 3 compressors in their main manufacturing building that houses (2) 40hp compressors and (1) 50hp compressor.** This helped eliminate any downtime in the future.



TODAY

Our partner has a maintenance agreement with Zorn Compressor & Equipment so we can help maintain and maximize efficiencies within their system by continually monitoring and updating parts as needed. **Tyler continues to visit their facilities and helps anticipate any future needs and growth that would require guidance on new equipment.**

OUTCOMES & BENEFITS

- Increased air capacities
- Improved piping materials and layout to increase pressure & volume efficiencies
- Maximized efficiency of main system operation
- Enhanced flexibility by adding 3rd compressor for smooth operating, even in emergency situations
- Added ventilation for warmer months to prevent overheating

- Provided rentals for ease of transition while setting new system up and during transition periods
- Completed full installs for all equipment purchased from Zorn Compressor
- Increased production capabilities and now house 5 properly applied machines
- Created and sustained a lifelong, two-way partnership built on strong relationships, efficient communication, loyalty, and trust.