

Sullair Compressed Air Project: Bass Pro Shops

Bass Pro Shops has become one of America's premier outdoor retailers for hunting, camping, outdoor cooking equipment, nature gifts, and much more. With destination outdoor retail stores across America and Canada, Bass Pro Shops

serves over 75 million sportsmen a year. Each store is unique and offers an unforgettable shopping experience—as close to the Great Outdoors as you can get indoors!

- **Industry:** Outdoor equipment retailing
- **Project Location:** Springfield, Missouri
- **Goal:** Reduce energy consumption, improve reliability, eliminate disposal of toxic compressor fluid
- **Sullair Solution:** Air Audit, Sullair S-energy® 24KT™ compressors, and Sullair Oil/Water Separator

Bass Pro Shops believe “we all live downstream”

Prompted by management's decision to improve reliability and reduce energy consumption of the 44-year old compressor plant, Bass Pro Shops, America's leading outdoor retailer, decided to evaluate the compressed air needs at its 40 acre facility located in Springfield, Missouri. This building, Sportsman's Park Center, was originally designed as an electronic manufacturing and assembly facility. Bass Pro Shops now utilizes this facility as its Corporate Headquarters, Distribution Center, and Research and Development Facility.



Accurate findings trigger quick results

This efficiency-oriented improvement project was initiated when Sullair distributor, Air Capital Equipment along with two other major compressed air distributors, were invited to submit an air audit of the existing system. The Air Capital audit findings were produced with the aid of Sullair's SystemWizard™ and consisted of installing the Sullair LogAir™ data loggers with data recorded over a seven day period. Based on the strength of its initial recommendations and credible findings, Air Capital Equipment was retained to

perform a leak detection audit. This audit ultimately resulted in replacement of 587 feet of 3-inch iron pipe with a new extruded aluminum compressed air piping system.

In addition to the original air and leak audits, Air Capital Equipment provided other turnkey services including demolition and removal of the old equipment, concrete pad demolition and removal, and a variety of equipment related electrical services.

Decision based of documented facts

The key objectives for the new plant air system were to significantly reduce energy consumption and improve dependability. When presented the results of Air Capital's audit and their comprehensive understanding of variable speed technology, Bass Pro's management concluded that the proposed Sullair system provided the best solution to meet its current and future needs. The system consisted of the following Sullair equipment:

Bass Pro Shops Case Study Continued.

- Three Sullair S-energy® 24KT™ Compressors—one constant speed drive and two variable speed drives
- One Sullair Cycling Refrigerated Air Dryer
- One Sullair High Temperature Refrigerated Air Dryer
- One Sullair Oil/Water Separator
- One Sullair Mist Eliminator
- Six Sullair Drains

The new Sullair system is designed to provide a reliable source of compressed air to the facility's conveyor system, air handler units, Tracker Research and Development processes, embroidery shop equipment, fish quarantine facility, and support general maintenance uses.



Preserving the commitment behind "we all live downstream"

The Bass Pro Shop compressed air system also addresses the company's strong commitment to preserving the environment. Dan Hoy, Bass Pro Shop's Director of Facilities, is involved with regional concerns through his involvement with the Springfield / Green County environmental programs and innovative waste management initiatives for a non-profit organization, The James River Basin Partnership. Mr. Hoy chose to use the long-life 24KT™ compressor fluid because it never needs changing and eliminates the disposal of potentially toxic compressor fluid. The Sullair Oil/Water Separator was chosen because it ensures contamination free condensate and reduces the need to dispose of fluid each time air/oil service is performed.

Partnerships get results

Air Capital Equipment's outstanding relationship with Bass Pro Shops began years before and has been able to maintain a strong spirit of partnership with the entire Bass Pro Shops management group. In fact, this partnership is perhaps best underscored in a statement made by Chuck Pierson, Corporate Maintenance Manager, "Air Capital is one of our contractors I don't have to worry about. They always perform to standard and back their product". This is a strong endorsement from a veteran manager who certainly knows and appreciates a trusted, loyal supplier.

VTM Score—Bass Pro Shop's ultimate rating

All things considered, the final measure of a supplier's performance is based on responsiveness and attention to detail, regardless of time or need, day in and day out. At Bass Pro Shops, that performance is measured by VTM (Virtual Task Manager), a system that e-mails notification when service is due. To date, the Sullair product and Air Capital Equipment service team has met the expectations the 1st time, every time, with no major issues to report. That's performance. That's what you can expect from a real partner. Every time!

