



APPLICATION GOAL: Cool extruded tubing to eliminate slump and defective product.

BEFORE EXAIR: The extruded product being hot and pliable, it would slump and produce a crooked length of tubing. Customer tried using a series of rollers to support the extrusion until it cooled enough to become stiff. This helped some but they still experienced slump between rollers. The end product still would not meet customer specifications.

This was a new material for them and they were unfamiliar with its properties. They got the job because a competitor could not deliver in time and were up against a deadline to fill the order. To date, they had not been able to produce a product. If they could not deliver, they would lose the order and any future business.

AFTER EXAIR: Using a [Model 2401 1" \(25mm\) Super Air Wipe](#) positioned between two rollers, the product was cooled enough to maintain rigidity. After adding another set of Air Wipe/rollers, they were able to extrude even faster.

Not only were they able to salvage a \$30,000 order, the increased process speed enabled them to re-quote the job at a lower price and secure future business from their competitor.

