



APPLICATION GOAL: A Pharmaceutical gummy manufacturer was having trouble removing their product from a mold designed for easy de-molding. To catch the stuck gummies, they had an employee manually removing the stuck pieces prior to the mold being refilled. The goal was to automatically remove those gummies to save the product and let the employee focus on their true task at hand.



BEFORE EXAIR: The customer placed an employee close to the operation to catch those issues before they refilled the mold. Although often stuck gummies got through and created a mess when the filling nozzle tried to fill the already full cavity. This created down time as they cleaned the nozzle and the mold.



AFTER EXAIR: The customer could remove the gummies with a 1.5 second blast of compressed air from two [Model 110012 12" Super Air Knives](#). Each molding line used two knives so they could get the leading edge and back edge! They could verify all the gummies had been removed from the mold, removing the manual operation and allowing the employees in that area to better focus on their true task. Based on a one-month estimate, they saved over \$15,000.00 USD on lost product and labor by installing these two Model 110012 12" Super Air Knives. Since the Customer placed these on two lines, they bought four Model 110012 12" Super Air Knives at a cost of \$382.00 USD each. Their investment for these knives came to \$1,528.00 USD. **Giving them a return on investment (ROI) of 881.68%, meaning it took just over three days to pay for the products bought from EXAIR!**