



EXAIR®-MAIL

Manufacturing Intelligent Compressed Air Products for Industry Since 1983

Number 141

THE LATEST NEWS YOU CAN USE FROM EXAIR

Fall 2024



EXAIR and BETE Announce Strategic Merger

EXAIR, a leader in engineered compressed air solutions and static elimination, and BETE, a renowned engineered spray nozzle and spraying systems manufacturer, are excited to announce a definitive merger agreement under which EXAIR has acquired BETE. This landmark combination promises to do what both companies have been doing for decades – create something that has never existed before – and to do it with an unprecedented market appeal.

The EXAIR/BETE merger will allow both companies to significantly enhance product offerings and customer engagement. The combined market reach and engineering capacity will drive innovation and product value to a worldwide network of customers, distributors, resellers and OEM's. This merger also enables a diversified portfolio of products by integrating BETE's pioneering technologies and engineering acumen with EXAIR's deep knowledge of compressed air products. This synergy will address a broader spectrum of market demands, fostering a new era of invention.

With a strengthened go-to-market strategy, the merger enhances both companies' ability to provide high quality, precision engineered products to all levels of the market, big or small. EXAIR and BETE will be able to bring unparalleled support to large scope projects, OEM relationships, a worldwide network of distributors, and directly to end users.

From Kirk Edwards, President of EXAIR: "For our valued customers and partners, this merger means improved service, new products, and competitive prices. You will benefit from the combined expertise of two industry giants coming together to deliver comprehensive solutions that meet your needs."

From Tom Fitch, President of BETE: "We are committed to a seamless integration process, focused on our shared vision of quality, advanced engineering, and service. We look forward to bringing together our teams, cultures, and communities. We are, without a doubt, better together."

Visit <https://exair.co/05-BETE>

EXAIR's New Mobile App

EXAIR strives to continually provide our customers with the most smooth and efficient buying experience. Leveraging new technologies, we've been able to offer a variety of free tools seldom found anywhere else in the manufacturing space. Today EXAIR is proud to present the latest of those free tools, the EXAIR AR Mobile App available in both Apple and the Google Play Stores.

The new mobile app provides an interactive and engaging experience for customers that can only be found at EXAIR. App users can quickly browse and place products directly into their environment to ensure a perfect fit into their application. The app expedites the



solution finding process by allowing users to select their specific sizes and performance requirements, place a 3D version of the product in their actual workspace, and navigate to a page to learn more and even purchase, all from their mobile device.

The EXAIR AR (Augmented Reality) Mobile App gives customers a breadth of EXAIR products at their fingertips and allows for easy selection of process-improving solutions without ever having to leave their facility or production line. The app also includes a library of conversion calculators to further assist with quick problem solving and computations on-the-go. Please visit our site to learn more here: and visit the Apple and Google Play Stores to download today! https://exair.co/05-mob_ar

EXAIR.com
MANUFACTURING INTELLIGENT COMPRESSED AIR® PRODUCTS SINCE 1983

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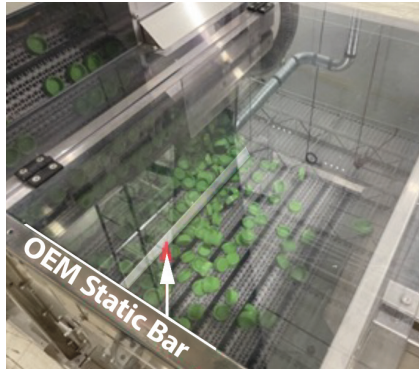


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Super Air Knife Removes Static and Increases Production Rate

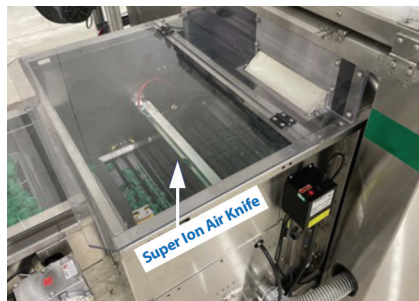
APPLICATION GOAL: Improve feed of bottle caps, especially during winter months, when low humidity exacerbates static charge issues, causing the caps to remain in the wrong position on the machinery elevator belt.

BEFORE EXAIR: A manufacturer of bottle closures experienced problems with static charge while feeding plastic caps through their machinery. The caps are supposed to fall freely from the vertical belt when incorrectly oriented.




Static charge causes them to sort improperly, pile up, and become disoriented. The problems get worse in the lower humidity winter months. An OEM static removal device was unable to adequately dissipate the higher static charges during this time to keep up with their required bottle closure production rates.

AFTER EXAIR: A Model 112230 30" Gen4 Super Ion Air Knife Kit was ordered to replace the OEM static removal device in November 2022, during which static issues reduced the rate of production to 1.5 million caps a day. With the Super Ion Air Knife operating with a supply pressure of 40 psig, they were able to increase production rate to 2 million caps a day.



SUMMARY: Use of the Super Ion Air Knife resulted in a 33% increase in bottle closure feed rate, which not only increased efficiency but drastically reduced line downtime as well as maintenance work order requests and maintenance team involvement. Due to the success of this installation, they subsequently outfitted their other three machines with Model 112230 30" Gen4 Super Ion Air Knife Kits.

 **EXAIR unconditionally guarantees its cataloged products for 30 days.** If you are not satisfied for any reason within that time, you may return the product for full credit with no restocking charge.



New Application Checklist

EXAIR products solve a variety of problems. Please call our Application Engineers at 1 (800) 903-9247 or e-mail them at techhelp@exair.com for assistance with yours.



EasySwitch Out Runs Electric Vacuums

This customer needed to clean coolant from the surface of parts as they were being processed. Electric vacuums would fail due to extended use. The **EasySwitch Wet-Dry Vac** was installed and placed into liquid mode. When the vacuum reached its fill limit, they simply turn the vacuum off and swap to an empty drum. They then place a new drum and are back to functioning within a few minutes. The full drum can then be sent to waste liquids.

GO TO exair.co/05-esv



Black Soldier Flies on the March

Black Soldier Fly larvae are a great source for Aquaculture. They convert biomass into a high quality feed. To keep the larvae from dying, they need to maintain a cool temperature. With the **Model AT2010SS Internal Mix 360 deg. Hollow Circular Pattern Atomizing Nozzle**, they could coat a 1.4m X 1.4m panel for evaporative cooling. The larvae were able to survive longer.

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Cleaning for Cabinet Veneer

A custom cabinet maker was having problems with defects after they applied their veneer to the outside of the cabinet. Dirt and debris were being trapped between the layers as they glued up. So they used a **Model 110224DX 24" Aluminum Super Air Knife Deluxe Kit** to remove any dust and debris prior to the glue and press process. They used the Model 9056 Electronic Flow Control (EFC) that comes in that kit to conserve compressed air usage, so the system was only on when the cabinet passed under the air knife. This resulted in a defect free veneer job!

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 **PROMO**
Receive a FREE MODEL 1122 Flat Super Air Nozzle

Convey parts, materials, waste - with no moving parts!

Offer good for U.S. and Canadian customers only.

To learn more go to: <https://exair.co/lvpromo05>



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