



And The Awards Keep Coming In!

Veterans of the environmental industry in conjunction with Environmental Protection Online chose EXAIR's USB Data Logger for the Digital Flowmeter as a 2012 New Product of the Year Winner in the Energy category. The USB Data Logger is an excellent way to record and analyze compressed air consumption and waste. The included software allows you to maintain a log of compressed air use and also modify the recording interval. You can check out the winners at www.eponline.com/pages/2012-npoy-winners.aspx. Learn more about our Digital Flowmeter and Data Logger at www.exair.com/05/data.htm.



EXAIR has a long track record of winning awards for its innovative products. Just this year, the Model 1114SS Large Super Air Nozzle, our Dual High Temperature Cabinet Coolers, the Data Logger for the Digital Flowmeter and our Siphon Fed Liquid Atomizing Nozzles were all named finalists in Plant Engineering's Product of the Year contest. We have been Product of the Year Finalists and/or Winners for most of the last 15 years!



Brand New Videos!

EXAIR is known for creating excellent videos demonstrating the use of our products. Since our last newsletter, we have added two brand new full length videos to our Video Gallery.



Our video for Air Knives debuted in October. See EXAIR's **Super Air Knife** in action. Learn how your company can save thousands of dollars per year on compressed air consumption yet still effectively clean, cool and dry parts, webs or conveyors. Even at 80 PSIG (5.5 BAR), the Super Air Knife only produces 69 dBA of sound. You can see this video at: www.exair.com/05/akvideo.htm.

Our newest video features our **Super Air Nozzles and Safety Air Guns**. For big jobs or small, EXAIR offers a nozzle to improve safety and save you money! With over 50 different air nozzle styles in stock, from the tiny Atto Super Air Nozzle at 2.0 ozs (56.7 grams) of force to the powerful 1-1/4 NPT Super Air Nozzle at 23 lbs (10,433 grams) of force, EXAIR is sure to have an air nozzle that will fit the needs of your application. And, now, you can see these nozzles and our safety air guns in action at: www.exair.com/05/anvideo.htm.

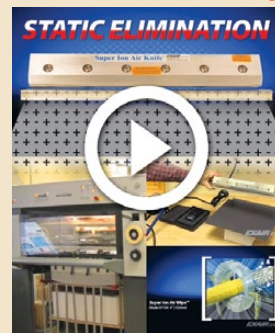


Put An End to Static Electricity Problems!



In the U.S., winter is upon us and here to stay for many more months to come. For your factory, winter means the return of cold, dry air that can result in static electricity problems like dust attraction, jamming, tearing and annoying shocks. Static electricity can even shut down an entire machine or process. EXAIR static eliminators neutralize the charge and clean over long distances.

EXAIR's Static Eliminator video can help you understand static electricity and how to neutralize it. What causes static electricity? How do you prevent it? Watch EXAIR's video to learn more about what causes static electricity problems and how to neutralize the static charges. You'll see how the charge is generated, how to measure the surface voltage, and how to neutralize it. Check out the video at www.exair.com/05/sevideo.htm. Get your static electricity questions answered.



Now, when you purchase any of our static eliminators by March 31, 2013, we'll include a complimentary AC Sensor (normally \$49). The AC Sensor is an ideal way to make sure there is power going to your ionizer. The tip of EXAIR's AC Sensor glows bright red and an audible tone is heard when voltage is present. Test wall receptacles, switches, fuses, junction boxes and more. It's even possible to locate electricity through insulation, making it ideal for finding breaks in wires.



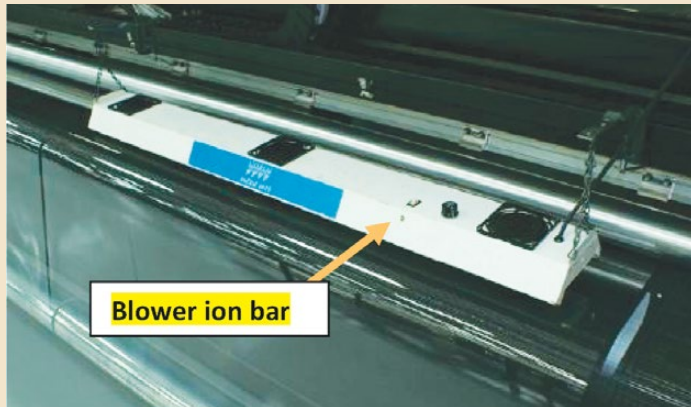
Application Spotlight:

Super Ion Air Knives

Application Goal:

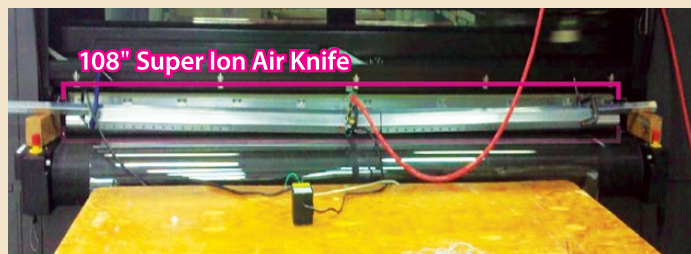
Improve static removal on polyester that is causing misfeeding and adversely affecting printing.

Before EXAIR:



A small business doing specialty digital printing was having major issues with static electricity causing polyester film to missfeed and the ink to "spider" and not produce a clean printed edge.

The customer had a blower operated static eliminator installed on the machine but it was not getting the job done. He needed something more effective as he was losing 25% of his sheet stock and was resetting the web 3 to 4 times per hour.



After EXAIR:

Customer purchased a custom **108" Super Ion Air Knife**. In the customer's words "It's like a miracle. All the printing problems went away and the film doesn't hang up."

The savings in material alone amounted to an annualized savings of \$8,000. He did not consider labor savings because he was the owner and his job was not going to be eliminated. But if he had to hire someone to attend to the machine, there would be even greater savings.



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

For decades, EXAIR's products have solved many common industrial problems. Call our Application Engineering Department at (800) 903-9247 or email them at techhelp@exair.com for help with yours.



This customer operates a bakery, and used a drilled pipe to blow off bread crumbs from freshly baked loaves prior to packaging. This method was loud and inefficient. A **Model 110030 30" Super Air Knife** was installed to produce a laminar sheet of air over the top and in between the loaves of bread to remove the crumbs. A **Model 110018 18" Super Air Knife** was also installed on the "pan return" conveyor to blow off the pans after the bread was removed.



An ABS plastic resin manufacturer has a difficult time with the ABS resin because it is sticky if not treated with a lubricant. They have built their own processing machinery and needed a system to lubricate the resin so it would sort properly in their classifiers. They chose the EXAIR **Model 6060 3/4" Stainless Steel Line Vac** to deliver the small amount of powdered lubricant necessary to keep the resin flowing freely through the classifiers.



A customer makes air brake systems. They test the accumulator tanks under water for leaks. The next operation is painting so any traces of moisture have to be removed first. They did this by loading the tanks into an oven and baking the moisture off. With the rising cost of energy and a push to reduce their carbon footprint, they wanted to eliminate the bake-off oven. We suggested using a **Model 9061 Ultrasonic Leak Detector** instead of a water bath. This instrument was able to find leaks faster without the use of water and eliminated the oven operation.

NEW FREE!

BLOWOFF SURVIVAL GUIDE

Stay safe and save money with EXAIR's Air Nozzles and Safety Air Guns!



Order Yours Today!



To learn more go to:

www.exair.com/05/bog.htm