

Clear the Air

Winter/Spring 2009

A Newsletter from Beach Filter Products, Inc., of Glen Rock, PA

Company News and Notes

Savings Strategies

- With business slowing for nearly everybody, new products that save your customers money will get you an audience with your customers. Oil contamination is a hot topic in our industry and Beach offers the industry's best contamination control products for improving equipment reliability and preventing downtime. They are a perfect fit for some of your major customers' Reliability Centered Maintenance (RCM) programs. Continuous improvement in these products and the addition of Filter Carts give us optimism for 2009. Let us know if you need any sales materials or if we can help in any way.

Audit Time

- And it is always a good time to do a compressed air audit for your customers. Find inefficiencies in their system and push for replacement elements with your Beach compressed air filter customers.

Beach Challenge Winners

- Thanks to all the participants in the Beach Challenge this fall. The winners of American Express gift cards were Rod Regalado of Air Power of Nebraska - \$250, Stacy McConaghy of PNUCOR - \$100 and Gordon McDonald of Beach West Filters - \$50.

Happy Anniversary

- We celebrated the first anniversary of our new Sta-Dri® desiccant pouch plant in nearby Hanover, PA this fall.

In a down economy, customers value reliable equipment and reduced downtime.

Beach has two great solutions: new filter carts and improved hygroscopic breathers.

New Beach Filter Carts Launch March 30

Industry spends millions of dollars annually treating the negative effects of contamination caused by dirt and moisture. Contaminated lubricating oil and hydraulic fluid results in excess machine wear, production downtime and repair costs.

Actively filtering lubricants can prevent contamination-related problems. Beach FluidGuard™ Filter Carts are used to perform off-line filtration, oil transfer, topping off reservoirs or pulling a clean sample. They offer the best balance of value, quality and performance. Most importantly, they are completely customizable and easy to order. A complete range of pumps, filters, connections and even colors are available through the on-line customizer. Just make your selections and the price is calculated. Beach Filter Carts normally ship within two weeks.

In addition to carts, customizable lightweight, portable Drum Topper and permanently mounted Panel Units are available. A full range of adapter kits are available with quick-disconnect fittings, breather filters, vacuum indicators and other customizable features.

Look for more information in the mail or visit www.beachfilters.com.



Presenting the updated Beach AquaGuard® hybrid breather

The AquaGuard® features an internal bladder designed to work with low flow conditions in pump and gearbox applications and in wet environments.

Improvements include a stronger polycarbonate body and tough nylon standpipe. The design also offers improved UV resistance and a threaded inlet tube with o-ring for a better seal. Adapters are available for the new threaded design. The check valves have been upgraded with a lower cracking pressure and now have two each for inlet and discharge integrated into the body.

The Beach breather line continues to be the hottest-selling filter line in the industry, growing over 35% per year over the past 5 years. Get on board!

BEACH
FILTERS

Hot Topic New Literature Now Available

The Beach Compressed Air Filter literature update is now complete and items are now available for distributors and customers. T-Line, In-Line and Specialty point-of-use compressed air filter product literature has been consolidated onto one page for each product line and is now available in .pdf format for download at beachfilters.com.

New color photography, updated accessories listing and an improved format give Beach customers everything they need for a quick overview as well as specifications to complete a technical needs assessment. Along with the recent redesign of the Beach compressed air filter overview and catalog, our revised sell and technical sheets complete the literature update program.

All Beach Filters literature is available in .pdf format for download at beachfilters.com. For printed copies, call, fax or e-mail Lori.



Lori, Leslie and I wish you an improving 2009.

– Wes Jones
President and General Sales Manager

You Asked – Beach Answered: Product Improvements



New and Improved from Beach Filters

Introducing the new and improved Rebuildable Steel (RS) hygroscopic breather filter line for larger tanks and reservoirs.

The new RS series offers greater durability and protection for your customers, helping them keep moisture and particulate contamination under control. This Rebuildable Steel line is a total redesign of the Carbon Steel (CS) breather. Like the CS series, it is also available in stainless steel on a special order basis.

Highlights include:

- **More Applications:** This line is more rugged than ever, well suited for large applications or challenging environments, and now available in 10 different sizes.
- **Easy to Refill:** The desiccant bags have integrated handles, making them easy to replace. The wing nut has been replaced by machine screws to improve assembly.
- **Improved Air Flow:** A new integrated standpipe offers an oil-coalescing function. A newly designed pleated particulate element removes particulates to 1-micron absolute. And the inlet air vents are now located on the bottom.
- **Easy to Monitor:** A new proprietary silica gel-filled sight glass allows for better monitoring of the system.

While the Carbon Steel breathers line is no longer available, refill kits will remain in the offering to service existing units.

For your convenience, the new RS sales brochure and price list are attached. Additional copies are available upon request or downloadable at beachfilters.com.

BEACH FILTERS

The Clear Choice for Point-of-Use Compressed Air & Oil Filtration