

# Clear the Air

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

## Gentlemen, start your search engines!

Now you can easily see how Beach filters have been used in many different manufacturing applications. We've recently added 10 Case Studies to our website at [www.beachfilters.com](http://www.beachfilters.com). Log on and see if one of these stories can help with a problem you're trying to solve.



## Beach Filters Races to the Rescue!

Every NASCAR fan will recognize Hendrick Motorsports as the name behind such celebrated drivers as Jeff Gordon and Terry Labonte. At its sophisticated racing complex in Charlotte, NC, Hendrick Motorsports designs, builds, and tests cars and engines for all its

race teams. In the fiercely competitive atmosphere of NASCAR racing, where cars are required to run up to 500 miles in three to four hours, there can be no room for error during the engine assembly process.

Nathan Carter, a metrology technician at Hendrick, was experiencing a quality control problem in his machine shop. He uses a coordinate measuring device called a CM machine to check the tolerances on pistons and cylinder heads. Any part that is more than .001 of an inch out of specification must be rejected or corrected. The CM machine is powered by compressed air. As with all compressors, there was moisture and some oil in the air lines that was affecting the machine's performance. Nathan did a web search and found his way to Beach Filters at [www.beachfilters.com](http://www.beachfilters.com). Once there, he was able to contact Pnucor Process Engineers, his local Beach Distributor.

Pnucor Sales Engineer Jim Phelps had a solution. He recommended the installation of a Beach model F-65C at the point-of-use. The Beach unit immediately went to work removing the oil and moisture, and trapping any particulate as small as 0.3 micron. The CM machine was returned to 100% operating efficiency! Because of this success, Carter plans to incorporate other Beach units in critical areas where clean, dry air is a necessity. "In the fast-paced world of NASCAR where there is no room for downtime," said Carter, "Beach is a real problem solver!"



More than 700 engines are built each year at the Hendrick Motorsports complex, located near Lowe's Motor Speedway in Charlotte, NC.

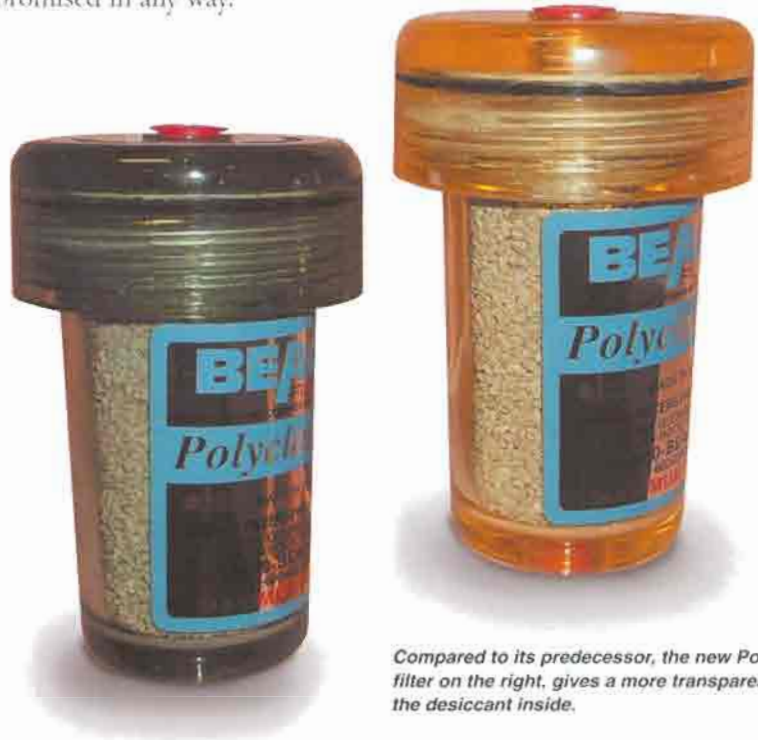


## Color Change for Polyclear II

No, your eyes are not deceiving you. That familiar green housing on our highly successful line of Polyclear II filters will be changing to yellow. It's all part of an important upgrade to our molding process. According to Beach Filters Plant Manager Tim Bollinger, "We're always looking for ways to improve our products, and we found the new yellow exterior will greatly enhance the clarity of these specialty and T-line filters." In making this change, the strength and durability of the housing has not been compromised in any way.



The polyurethane shell remains virtually impervious to environmental conditions and caustic substances, and has been tested up to 1200 psi. (A chemical compatibility chart can be provided on request.) The new units are now available and are being shipped as current stock is depleted. Tim added that he always welcomes suggestions for product improvement. Distributors can contact Tim with questions by phone (717-235-1136), fax (717-235-4858), or e-mail (beachsta-dri@adelphia.net).



Compared to its predecessor, the new Polyclear II filter on the right, gives a more transparent view of the desiccant inside.

## Drop shipments keep element sales moving!

Our Element reminder program for direct-shipped customers can help you increase sales for replacement elements. Every three months from the time of purchase, Beach Filters will send a reminder to your customers that encourages them to check their elements. All we need from you is the contact name of your customer. The same program is also available to those customers who use Beach Breathers to protect hydraulic reservoirs. The mailer includes your company's name and address. If an order comes to us, we'll forward it to you for follow-up.

## Reminder!



# BEACH FILTERS

**The Clear Choice for Point-of-Use Compressed Air & Gas Filters**

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