

# Clear the Air

Winter 2003

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

## Holiday Message

As 2003 comes to a close, we look back on another tough year with both relief and optimism. With your support and some improvement in the economy, we were able to catch up to last year's sales here at year-end. We had an unusually good year in our high flow in-line units which helped make up for a slightly off year in element and breather sales. Through your creativity and energy we heard of some new Sta-Dri® applications.

Despite the tough year, we have invested in mold improvements for the "T" line to improve our clarity and quality. We have already begun to hear some compliments on the new T-60 bowls. Tim and our new molder will finish this process next year.

So we are looking forward to next year. There is surely pent-up need for elements and still plenty of growth potential in the breather filter market. According to industry experts we have barely scratched the demand potential for our breather product offering. Every month Tim and Lori reported new and different applications for breathers ranging from the tiny button breathers to the large steel units. Tim has made dozens of sales calls with your distributor salesmen to potential breather customers. These almost always pay off with an order. Also, Sta-Dri® pouches continue to get the most interest and questions at his sales trainings.

As always, we sincerely appreciate your business and honest feedback. Lori, Tim, Leslie and the rest of the Beach Sta-Dri® team wish you Happy Holidays. Together let's have a better year!

Our best holiday wishes,



C. Wes Jones  
President

## What Beach Filters Can Do For You

Beach Filters presents case histories or customer testimonials to offer ideas for application uses.

### Case History

## Breathers Assist in Quick-Change Act

When a CH-47 Chinook helicopter needs a change of hydraulic fluid, the task is performed by a kit provided by Y2K Fluid Power, Inc., St. Paul.

The kit consists of a portable filter cart, two stainless steel drums – one for clean oil and another for dirty oil – and two breather adapter kits. Y2K designed the drum breather kit to access oils through quick-acting couplings, making oil handling safe and clean. The couplings also keep contamination from entering during the transfer of oil, and all reservoirs are kept closed and sealed.

The Beach Breather used for this application is Model BB-2. If you're a distributor who has access to military facilities, let us know how we can get involved with providing solutions in situations similar to this one.



The air breather (circled in yellow on each drum) uses a desiccant to remove moisture from any air vented into the drum when the fluid level lowers.



New for 2004: Beach Filters offers float-type auto drains. These are available at an approximate **25% discount** over our current disc-type auto drains.

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## Maintenance Kits Help Customers Save!

Beach Filters has packaged new filter maintenance kits to help our distributors and customers keep their Beach filters maintained and ready for service. The new kits are available for T-line filters, in-line filters and the model F-40C.

"The kits are great because they allow us to group replacement items together that customers always need," said Tim Bollinger, Beach Filters general manager. And, there is a **10% savings** when purchasing the kit. Remember when you sell a Beach filter, your customers need to use Beach replacement elements and spare parts.

### Model F-40C

1 replacement element  
O-ring



### T-Line Filters

O-ring  
Replacement element  
Scrubber



### In-line Filters

2 replacement elements  
2 gaskets



## New Mounting Brackets for Polyclear II Models!

Beach Filters is pleased to announce that mounting brackets are now available for each filter in the Polyclear II line which includes models F-GGC, F-40C, F-T20C, F-T40C, and F-T60C. Mounting brackets are not available for in-line filters, and the F-40C continues to house a molded-in bracket.

In the past, many customers have had to rig mounting brackets themselves or figure out other enterprising ways to mount Beach Filters. These new brackets are easy add-on items to sell along with your filter sales. For more information, call Beach Filters at 1-800-BEACH-85.



## Quick Connect Couplings

Quick Connect Couplings for use with in-line filters permanently attach to piping. These couplings permit quick, no-tools removal of in-line filters for element changes by simply pulling coupling levers.

Coupling sets are available for filter Model F-65 through F-1200 AW. Specify filter model when ordering.



# BEACH FILTERS

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

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