

Clear the Air

Summer 2004

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

Message from the General Manager

Greetings everyone! I hope all of you had a good, productive first half of 2004. In this newsletter, you'll see a couple of case histories that we're providing to help you, the distributor and salesperson, uncover similar applications in your own backyard. I've enjoyed the times I've been able to spend with many of you, either in training sessions or making sales calls. It seems like everyone always has a new and unique story to tell. If any of you would like me to make a personal visit, I will make every effort to fit it into my travel schedule. Just give me a call or send me an e-mail, and let's get together!

Sincerely,
Tim Bollinger
General Manager

PH: 800-232-2485

E-Mail: beachsta-dri@adelphia.net


P.S. Don't forget that Beach Filters awards a \$50 gift certificate for Omaha Steaks for every story that we publish in our newsletter! Be sure to let us know about any special Beach Filter applications that have helped solve problems for your customers.

What Beach Filters Can Do For You

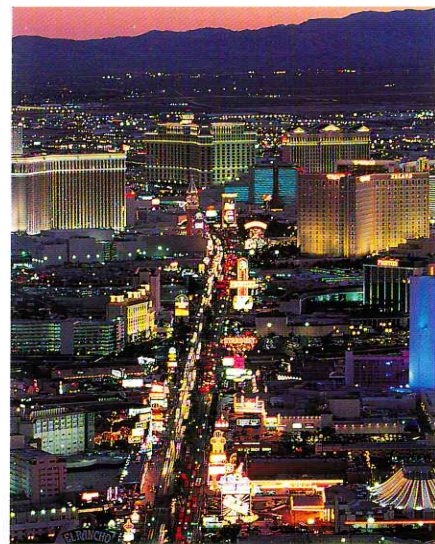
Beach Filters presents case histories or customer testimonials to offer ideas for application uses.

Case History

Sta-Dri® Pouches are a Sure Bet on "The Strip"

NEarly everyone is familiar with the glittering lights of Las Vegas! And right there, underneath it all, are Beach Sta-Dri pouches hard at work.

Ken Needel of HCS Electrical Supply recently told us how our product is used in the in-ground brass housing of the weather-proof light fixtures that illuminate the palm trees on both sides and the center of Las Vegas Boulevard (also known as "The Strip"). As the mecca for millions of tourists annually, it's important for city



Las Vegas Strip

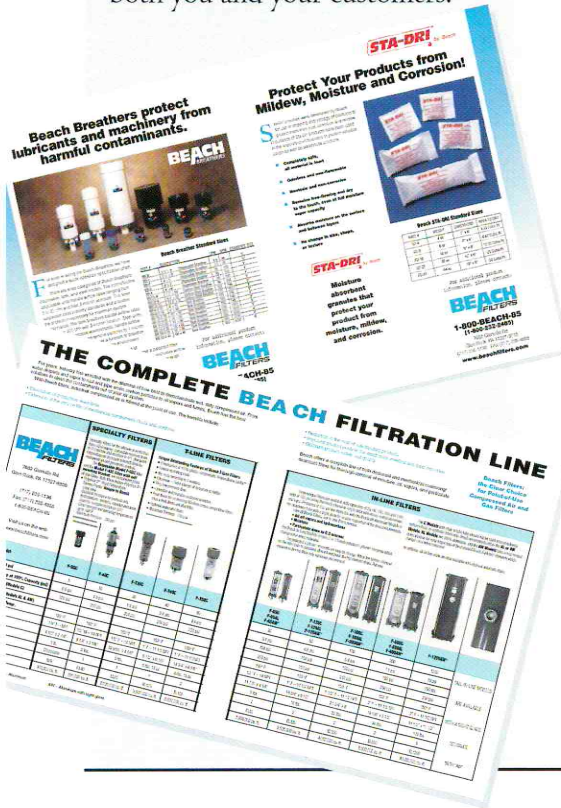
officials to maintain the vacation paradise illusion, without interruption.

They spend a large amount of money to maintain their landscape lighting, and naturally want to protect that investment. Sta-Dri pouches are dropped into each in-ground unit to inhibit moisture build-up that can shorten lamp and ballast life. The lamp is a double-ended metal halide, where high heat, and moisture causes an evaporation cycle which can block the light and ruin the fixture. Fortunately, with Sta-Dri moisture-absorbent pouches on the job, the lights stay lit, last longer, and shine brighter!

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One Sheet Says It All!

Do you have the new sales sheet for Beach Filters, Breathers, and Sta-Dri® pouches? All the specifications for both product lines are now combined in one easy-to-reference sheet. Give us a call and we'll be glad to send as many copies as you need. Or, visit our website at www.beachfilters.com, click on "Resource Library," then select "Sales Sheet" to open the pdf file, which you can download to your computer and print. We're sure this will be a useful tool for both you and your customers.



Beach Filters Keep Tugs Chugging



Reinauer Maritime Group operates out of Staten Island, N.Y., and East Boston, Mass.

The Reinauer Maritime Group operates a fleet of more than 75 vessels that help transport petroleum in the waters of the East Coast and up into the Great Lakes. They recently sought the help of Marc Viali at Faber Mechanical Products to find a way to alleviate moisture issues in the tugs' air lines.

With the tug's compressor unit contained internally in a heated area, moisture build-up in the air lines was a constant problem as compressed air traveled to points of use throughout the tug. Making matters worse

was the exposure of these air lines to the harsh outside environmental elements of the East Coast waterways. Affected areas included the vessel's throttle controls leading from the upper pilot house as well as the towing machine controls.

Viali, a sales application engineer at Faber, recommended the installation of six Beach T-Line F-T40C units. These triple action units, which clean the air with mechanical separation, coalesce larger particles, and fine-tune with desiccant filtration, are installed at points of use on the Reinauer tugs. The Beach units have eliminated an issue that has long been a problem throughout the maritime industry.

T-Line Filters Keep Instrument Air Dry

Michael Dionne is a technical sales representative for Peacock Process Equipment in Fort St. John, British Columbia. He recently needed to solve a problem for a manufacturer who was using natural gas with some produced water as an instrument air source. The location of the problem was in natural gas metering shacks that were upstream of the main compressor site. The system utilized nonreplaceable elements, but was not very efficient as there was fluid carry-over in the gauges.

The manufacturer wanted a system that would sufficiently dry their instrument air while allowing for cost-effective element changes, when necessary. Michael offered Beach T-Line filters as a solution. They had the ability to dry the instrument air while allowing for rapid, inexpensive element changes. The T-Line filters are now installed and have been removing liquid from the gas stream, as expected.



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7682 Glenville Rd. • Glen Rock, PA 17327-8809 • (717) 235-1136 • FAX (717) 235-4858
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