

NO EXCUSES!

Quality ✓
Service ✓
Attitude ✓

Winter 2008

A DYNACOM NEWSLETTER

Volume 20

"DECISION TIME: NEW, USED, RECONDITIONED...?"

As a 10-year-old, I first experienced the need for something "I couldn't live without." The object of my desire was a two-wheeler, a **real** bike, not a tricycle like the little kids raced down the sidewalks of my West Side neighborhood.

I knew that my first set of wheels would set me free. I would cycle with my teammates to the ball fields at Brookside Park; I would race to the A&P store to pick up groceries for my mom; I would coast down unfamiliar streets blocks and blocks from home; and I would eventually launch my business career, using my bike to deliver the Cleveland Press to 56 homes. My problem was, I couldn't afford a new bike.

Eventually my father, caving in to my relentless pleas, brought home a bike for me. My excitement at finally having my own bike diminished a bit as my dad unloaded the bike from the back of his 1937 Studebaker. The bike was used... well used. Besides, it was a *girl's bike*: No manly crossbar on which to offer lifts to my bikeless buddies.

Desperate for transportation, I washed the bike, oiled the chain, pumped up the tires, and pedaled off to join my already mobile friends riding their sleek Schwinn's and Western Flyers. The heckling I took for riding "a girl's bike" with a funny looking seat and an unknown brand name may have been worth the humiliation if the bike only proved road worthy. It didn't. Cracked and dried out synthetic rubber tires required constant patching and the handlebar wouldn't stay locked in place, making steering a real adventure.

I became determined to own a **new** bike, so I doubled my lawn mowing and errand running chores and eventually saved enough on my own to make this major purchase.

My dad took me to Fridrich's Bike Store on Lorain Ave. Fridrich's had all kinds and sizes of bikes to choose from. They even had reconditioned bikes which would put my old clunker to shame. The "bike expert" at Fridrich's helped me to pick out a new Roadmaster with white sidewall tires, a headlight, tail reflector, and battery operated horn...all made in the good old USA. Wheeling into my best friend's yard on this magnificent vehicle was the highlight of my young life. The pleasure of pedaling that stylish and dependable conveyance was unsurpassed until I purchased my first car.

Today there is a plethora of used equipment available to industry from companies that are upgrading, downsizing, or going out of business. Some of this equipment is a real bargain; other items (like my used bike) are of marginal value or are technically inferior to current equipment designs.

Does your company need an air cleaner or dust collector that "you just can't live without"? Do you really want to buy that relic left over from some abandoned plant? Will it be suitable for your needs? Are replacement parts and service available? If you want to find a way to purchase, lease or rent the "air cleaner of your dreams", I promise you'll be smiling about the equipment, the installation and the service you get from the Clean Air People at Dynacom.

Good Equipment. Good Service. Good People. Dynacom, Inc.

SMOG-HOG®

DUST-HOG®

DUST-CAT®

SMOKEETER®



Q. What does a dyslexic, agnostic insomniac do? A. He stays up all night wondering if there really is a dog.



DID YOU KNOW?
 Dynacom can save you lots of \$\$\$\$ on detergents, cleaning compounds, specialty chemicals, parts washers, floor cleaners, air filters and coil cleaners. Call and ask for a Dyna-Clean brochure and pricing. 1-800-229-7664

Visit our website at www.dynacomonline.com to learn more about Dynacom's abilities to help you solve environmental issues, or call 1-800-229-7664 for a free Clean Air Book CD.



DON'T FORGET!

DYNACOM IS NOW THE LOCAL FIELD OFFICE FOR MOFFITT CORPORATION. CALL US FOR ANY PROJECT REQUIRING INDUSTRIAL VENTILATION DESIGN, EQUIPMENT, OR INSTALLATION.

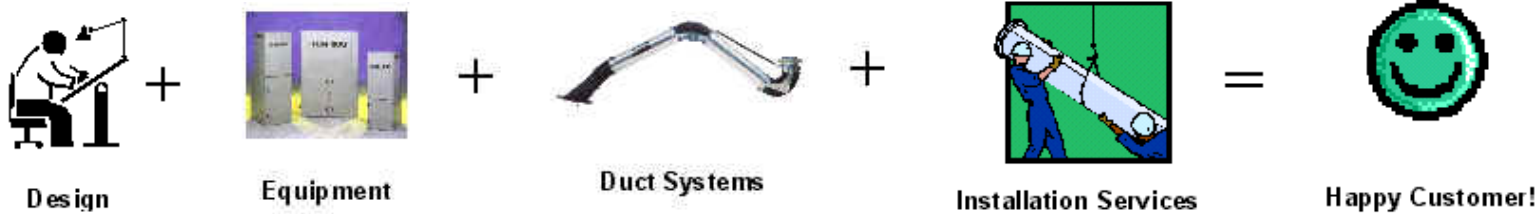
PRODUCTS/APPLICATIONS
"The Right Stuff"

Choosing quality equipment like SMOG-HOG, DUST-HOG, or DUST-CAT is only half the battle in creating an effective dust collection system. The other equally significant half is designing and installing the right capture devices, hoods, enclosures, and ductwork to contain, capture and convey contaminated air to the air cleaner or dust collector.

By choosing a company that understands your application requirements, offers a wide range of air cleaning solutions, provides complete installation and start-up services, and finally, is available for post-sale questions, replacement parts, etc. you will be assured of the probability of complete satisfaction with your purchase.

Dynacom has the experience, solving air quality problems since 1978, the products, and the "No Excuses" attitude you are looking for. We'll provide a complete turnkey job or help you "do-it-yourself" with products like Quik-Fit easy assembly ductwork from Nordfab.

Call us at 1-800-229-7664 for a no obligation Air Quality Survey.



NEW PRODUCT NEWS
"United Air Specialists Introduces SupraFlo"

United Air Specialists is a company which is committed to continual improvement. With dozens of companies manufacturing air cleaning equipment, United Air Specialists recognized the need to develop a truly superior product. In introducing the DUST-HOG SUPRAFLO, UAS has achieved some significant design breakthroughs which mean real benefits for the SUPRAFLO user.

- Better cleaning utilizing increased pulse cleaning energy.
- Higher air-to-media ratios possible in a smaller equipment footprint means greater value.
- Lower compressed air usage means lower operating cost.
- All SUPRAFLO cabinets are 100% powder-coated paint resulting in improved appearance, greater durability and longer equipment life.
- Field expandability - just add modules.
- Ability to retrofit explosion vents and sprinklers in the field.
- Cartridges interchangeable with Torit DFT.
- Quick release doors mean simple cartridge inspection/changeout.
- **Applications: Welding and Cutting * Pharmaceuticals * Plastics * Dry Powders, Etc.**



Call 1-800-229-7664 and ask for SUPRAFLO information.



"If it's true that you learn from adversity, then I must be the smartest S.O.B in the world."--Gene Mauch, Baseball Manager