

AIRBLAST HOT SPOT

News and Technical Tips for the Surface Treatment Industry

February 2010

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Introduction Airblast Newsletter

Welcome to the first edition of the Airblast Hot Spot - the news letter which aims to inform you of all things "Airblast"!

Whether it's a new product or working practise, an invitation to an upcoming event at one of our offices – or a report on a past event, a technical article concerning the world of blasting and painting, or an introduction to the members of the international Airblast Offices, we hope that you enjoy reading...

Those who know Airblast already may skip to the next paragraph - for those who don't know Airblast yet read on...!

Airblast was founded in 1974 and has ever since been leading the world in blasting equipment. With a complete range of equipment available from our wholly owned offices in The Netherlands (Head Office), Singapore, Dubai, Saudi Arabia, and Qatar as well as an international net work of distribution partners we really are a local supplier. In addition to our own range of blasting equipment Airblast also works with world leading companies manufacturing complimentary products such as Graco for paint spray equipment for sales in the Middle and Far East, and Elcometer for measurement equipment in the Middle East.

In future editions we will introduce you to the teams we have working in our international branch offices – but for this first edition please find on page 4 photos showing some of the key staff at Airblast BV in The Netherlands.

We would appreciate your feed-back concerning the first Hot Spot. What did you like – and what did you not like! Also if there is a particular technical issue you would like to be the subject of the next "Airblast Tech Spot" please let us know. Please send your comments to hotspot@airblast.com.

If you want to add somebody to our mailing list please send an email to subscribe.to.hotspot@airblast.com.

If you wish not to receive our Hot Spot please send an email to unsubscribe.to.hotspot@airblast.com.

All coming Hot Spots will be placed on our website at www.airblast.com.

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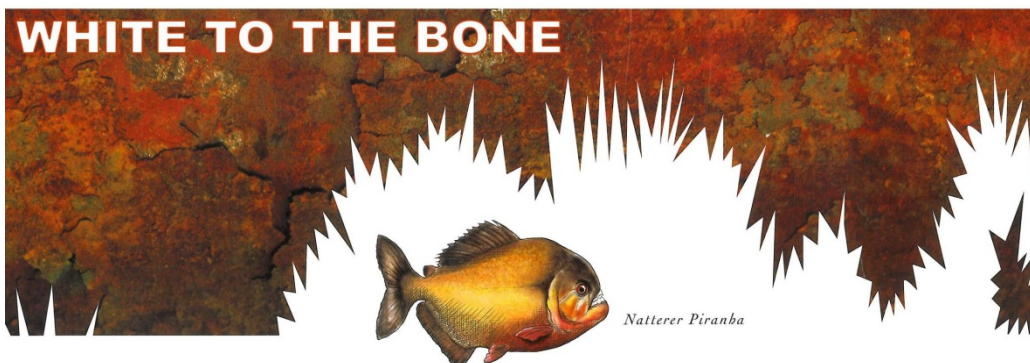
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The Art of Powerful Cleaning...

AIRBLAST EVENT SPOT

Airblast Dubai - Open Days October 2009

Airblast Dubai was delighted to welcome so many of our friends, customers and suppliers to our Open Days in October.



We were delighted that Mr Saif Hamad Almarri – the Business Development Manager Shiplift Dry Docks World – officially opened the event and spent time touring the many displays and demonstrations.



On display were the complete ranges of Airblast, Blastrac, Graco, Elcometer, and Columbia Tools. The brand new Graco XM plural component sprayer was not only launched during the Open Days but was also being demonstrated for the first time in the Middle East. 5 lucky visitors also won prizes designed to draw attention to the new range of Platinum paint spray units which were launched at the event.

As well as our many loyal customers from the UAE we welcomed customers from Qatar, Saudi, Bahrain, Oman, Iran, Kenya, Kazakhstan – to mention but a few!

We were delighted that the owner and CEO of the Airblast Group Mr Cees Bekink joined us for the complete event along with Mr Nick Smith – Group Sales & Marketing Director – and Mr Peter Baltus – Group Financial Director.



The strong relationship and support Airblast receives from our European principals was evident by the presence of the Middle East Management of Graco, Blastrac and Elcometer!



If you missed the Open Days you can get a taste of the atmosphere by clicking on the video link below. Airblast Dubai will be conducting more Open Days during 2010 – so we look forward to welcoming you to the next one!

SteelFab 2010 – Show Report

Airblast Dubai has exhibited at SteelFab since the shows conception and has always enjoyed the atmosphere created by this specialized, personal event.



Customers visiting the stand were excited to have access to over 200 years of blasting experience from Europe, The Middle East, and The Far East as present were: Cees Bekink – owner and CEO of the Airblast Group, Francis Chua – MD of Airblast Singapore, Syed Faizy – GM of Airblast Middle East Dubai, George Binu – GM of Airblast Saudi Arabia!



Airblast would like to take this opportunity to thank not only our loyal customers who came to greet us at SteelFab, but also the new customers we met for the first time, and not forgetting the exhibition management who - as always - did a sterling job of organizing the event.



AIRBLAST STAFF SPOT

Middle East Vacuum Recovery

Vacuum Recovery Units Operating in The Middle East

Mr Syed Faizy – GM of Airblast Middle East LLC – has long championed the benefits of vacuum recovery units when compared to more traditional labour intensive methods of abrasive recovery.

Blasting and painting is a tough industry – shipyards test products to the maximum! The Vacuum Recovery units manufactured by Airblast Singapore have been widely accepted by the Middle East customers of Airblast Dubai thanks to the effort of Mr Faizy and his team.

The ABVR series of vacuum recovery units is designed to recover spent dry recyclable abrasives from the blasting area into a silo for return to the blasting equipment, or, in the case of non-recyclable abrasive, for disposal into a waste hopper.

The vacuum recovery units can also be used to clean the residual dust and abrasive particles from the blast cleaned surface in accordance with the National and International Standards of surface preparation.

As the photo below shows the units operate in a confined tough environment!



The most popular model is the ABVR90 which features a 90 KW motor and has the capacity to recover an average of 10 metric tones per hour depending upon the site conditions. The 90 KW unit is preferred in shipyards due to it's superior performance and durability.

Airblast Singapore Certified By Scott & Health

We are proud to announce that Airblast Singapore is now certified by Scott & Health to conduct the Respiratory Fit Test in accordance with the local law.

Ill fitting masks whilst paint spraying can prove fatal in extreme circumstances – Airblast therefore takes very seriously the supply of personal protection equipment in the knowledge that not only should the equipment be provided and used – but also correctly fitted and operated.

Representatives of Scott & Health conducted a full training with Airblast Singapore ensuring that our team is certified to apply the Qualitative Bitrex Fit Test as shown in the photos below.



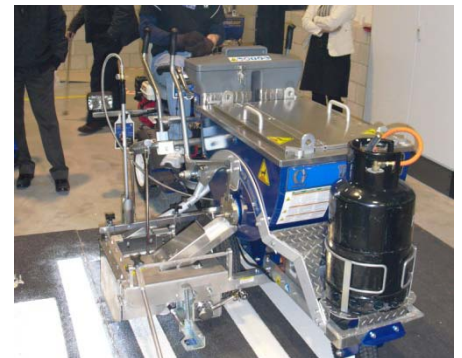
Airblast Dubai approved to sell the ThermoLazer

During the cold month of December Shoab Umer of Airblast Dubai left the warmth of the Middle East and spent a week in Europe at the Airblast Head office in Holland and Gracos European Head Quarters in Maasmechelen Belgium.



The reason for his trip was to become a fully trained ThermoLazer specialist!

The increase in city infrastructure means that road marking is an important part of the business for Airblast in the Middle East – in the past LineLazer technology meant that paints could be used but with the introduction of the new ThermoLazer product range thermoplastic material can now also be applied.



Airblast is proud to be the exclusive distributor for the ThermoLazer throughout the Middle East and, as can be seen in these pictures taken during the training at Graco, Shoab certainly used the opportunity to the maximum.

Airblast is proud that Shoab is now a fully qualified ThermoLazer specialist - meet Shoab and the team at the next Airblast Open Day in Dammam on February 9 – 10 (see page 6).



AIRBLAST STAFF SPOT

Introduction staff Airblast B.V.

The nature of the international business we conduct means that we rarely have the opportunity to meet face to face! Over the coming editions of the Hot Spot we will introduce the key members of our overseas offices, but for this first edition we would like to take the opportunity to introduce some of the members of the Head Office staff – particularly the members of staff with whom you have regular contact!

Mr. Cees Bekink
Owner & Managing Director



Mr. Nick Smith
Sales & Marketing Director



Mrs. Judith van Hoof
Procurement Manager



Mr. Jack Rood – Technical Manager.
Mr. Dave Hilhorst
Technical Sales Assistant



Mr. Daan de Moel - Sales Manager



Mr. Martijn Boerke
Customer Service Supervisor



Mrs. Wanda Mieremet
Logistics Supervisor



Mr. Ale van Hijum
Ware House Supervisor
Mr. Hayri Kolukkissa
Ware House Assistant



Mr. Peter Baltus – Financial Director



Mrs. Moniek Terra
Finance & Administration Supervisor
Mr. Quincy Tielman



Mrs. Karin van Hijum
Administration Assistant



AIRBLAST FUTURE SPOT

Airblast Saudi Open Days – 9 & 10 February 2010

We would like to welcome all of our customers – but especially those in the Middle East – to the next Airblast Open Days taking place in Dammam in Saudi Arabia on Tuesday 9 & Wednesday 10 February at the Carlton Al Moaibed Hotel from 10.30 – 15.30 each day.

We look forward to the opportunity to welcome old friends as well as to meet new ones whilst discussing the equipment solutions to your production problems and enjoying the food and drinks.

You will have the opportunity to meet with the complete Airblast Saudi sales team as well as representatives from Airblast Dubai and our Head Office - Airblast The Netherlands, as well as our partners Graco, Blastrac and Elcometer.

The latest products will be on display with good deals available for those willing to take a quick purchasing decision!!!

For more information please do not hesitate to contact George Binu on 00966 505821837.

www.airblast.com



OPEN DAYS



Airblast Saudi Arabia

takes pleasure in inviting you to our Open Days scheduled on

Tuesday 9th and Wednesday 10th of February 2010 (10.30 – 15.30 hrs).

Location: Carlton Al Moaibed Hotel-Al-Hassa Hall in Dammam

We have organized display & live demonstrations of:

 **BLASTRAC** CONCRETE SURFACE PREPARATION EQUIPMENT
Grinding, Blasting, Scarfying
Middle East



AIRLESS PAINT SPRAY EQUIPMENT
Pneumatic, Electric, Petrol Powered



The principal representatives will be present to answer all your queries & explain the techno-commercial advantages.

Food & Drinks will be served at the venue through out the day.

For info and and/or visit confirmation please contact:

George Binu : Cell 050 582 1837
Shareef : Cell 050 683 2174
Abraham : Cell 055 050 8849

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AIRBLAST TECH SPOT

A small step to the Microvalve A big step up in Performance

In order to remain competitive every company must utilise their blasting equipment in the most efficient way possible. This places the emphasis on abrasive consumption, productivity and unscheduled downtime. One key element of the blasting process links all these issues: The Abrasive Valve.

The valve is “the heart” of the sandblast machine. As the ECU Chip (motor-management-system) of your car controls the air / petrol mixture to the engine ensuring optimum performance, the blasting valve provides a proper balance of abrasive in the blasting air. A metering valve uses gravity to feed abrasive into a fast-flowing stream of compressed air. Too little abrasive can result in a wide spread blast pattern – this slows production and leaves some non-blasted surfaces. At the other extreme too much abrasive can cause particles to collide with each other wasting energy and unequally dispersing particles within the blast pattern.

A correctly set valve will result in a uniform blasting pattern which allows each particle of abrasive in the air stream to fully exert its momentum on the substrate being blasted. The tune-ability of the valve is very important taking into account that over time the valve will wear and therefore requires constant tuning to maintain the optimum working performance.

There are numerous abrasive valves in the Airblast programme – this can sometimes make selection of the correct valve for a certain application a confusing process. The table below shows a comparison of the most popular valves and their characteristics:

Type of Valve	Surface Abrasive used	Abrasive resistance	Tune-ability	Durability
Microvalve	all surfaces all abrasives	excellent	excellent	excellent
Thompson	all surfaces all abrasives	very good	very good	excellent
SGV	all surfaces standard abrasives	good	good	good
FSV	- Most surfaces	average	average	average

The **Flat Sand Valve (FSV)** is traditionally one of the most popular valves due to its relatively low price. The design concept of a sliding plate allows the abrasive to flow through is not accurate and difficult to adjust. As the table above shows compared to the other valves the FSV is the least tune-able and the least durable.



The **Steel Grit Valve (SGV)** is a totally different concept than the FSV: the abrasive flows through a rubber tube where the flow is controlled by an adjustable clamp. This design allows a higher level of tune-ability. The only wear part is the rubber tube, which is easily replaced, so a cost effective wear parts for low cost operation.

To achieve better performance and lower cost a new measurement valve with unique features was developed for single and multiple operator use: the Microvalve (single) and the Thompson valve (multiple).

The **Microvalve (MCV)** is the first of the “plunger” type valve and is produced with wear resistant materials such as a Tungsten Carbide plunger, a Poly Urethane liner and a steel housing. The plunger can be finely adjusted allowing for precise metering of the abrasive, and, as the adjustment knob features a scale, repeatable settings for different applications are possible. The MCV has been designed with fewer wear parts and can therefore be disassembled and rebuilt more quickly than other valves meaning less down time. These features mean both parts and labour cost savings as well optimised blasting performance.



The **Thompson valve** uses the same technology as the MCV – it is a plunger type valve – but it features a pneumatic control valve for opening and closing the valve, and is especially designed to be used with multiple outlet blasting. As well as the features common with the MCV an additional advantage is the remote abrasive cut off – this allows the operator to stop the flow of abrasive while the air continues to flow. This seemingly small detail makes the blasters production rate higher as he is able to clean the blasted product of spent abrasive and also ensure that his blast hose is clear of abrasive.

We hope that this article has helped to explain the differences between the various valves on offer as well as their relative merits. For the single operator it is a small step up to the micro valve – but a big step up in performance!



AIRBLAST **FUN** SPOT

The lighter side of blasting!

For this first edition the challenge is to identify the mystery part in the photograph below and tell us to which product it belongs.



Please email your answer to hotspot@airblast.com along with your contact details – the first correct entry will win the mystery prize....

