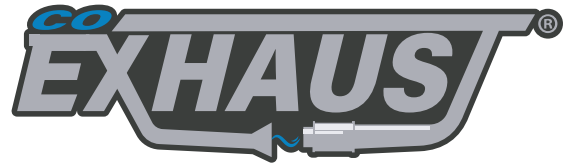


# THE EXHAUSTER



DUST COLLECTION  
& SOURCE CAPTURE



DUST AND FUME SOLUTIONS



## The Importance of Local Distributors Visiting Mechanical Engineers



**Product Familiarity:** When local distributors visit mechanical engineers, they can showcase their products in person. This hands-on experience allows engineers to become familiar with the specifications, functionalities, and unique selling points of the products. By seeing the products up close and asking questions directly to the distributor, engineers can gain a deeper understanding of how the products can meet their specific needs.

**Local distributors** play a crucial role in the relationship between manufacturers and mechanical engineers. By visiting mechanical engineers and presenting their products directly, local distributors can establish a personal connection and provide valuable insights into the features and benefits of the products they offer. This interaction is essential for several reasons:

### DISTRIBUTED BY:

**Specification Process:** One of the key benefits of local distributors visiting mechanical engineers is the ability to have products specified for upcoming projects. When engineers are aware of the range of products available from a particular distributor, they are more likely to specify those products in their designs. This not only benefits the distributor by increasing sales but also ensures that the engineer selects products that are well-suited for the project requirements.

### Dust Filtration Unit Schedule

MARK	DUST COLLECTION FAN							DUST COLLECTOR					NOTES			
	FLOW CFM	ESP IN WC	RPM	MOTOR HP	SERVICE	VOLTS/ PHASE	FAN CLASS	MANUFACTURER MODEL	NUMBER OF FILTERS	FILTER AREA (SQ FT)	NUMBER OF VALVES	COMPRESSED AIR REQ (PSI)		VOLTS/ PHASE	WEIGHT (LBS)	MANUFACTURER MODEL
DFU-1	1,850	13.0	-	7.5	TECH SHOP	208/3	CLASS 3	AQC	21	192	3	-	-	1,300	Manitex 270	1,2,3,4
DFU-2	6,000	11.5	-	20	WELDING SHOP	208/3	CLASS 3	AQC	12	3,048	6	90-100	120V	2,800	Manitex V	3 THUR 16

COExhaust  
50a Northwestern Dr Unit 2 #46  
Salem, NH 03079  
USA 1-603-685-3929  
Toll Free 1-877-619-3888

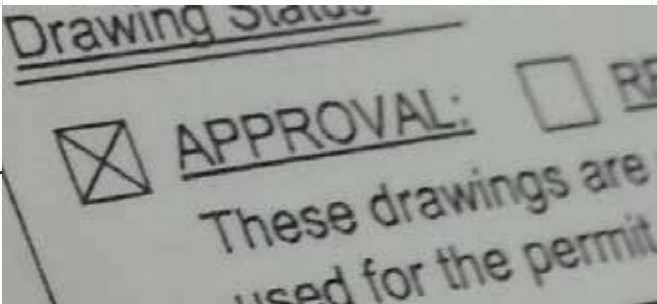
Canadian Distributor  
AQC Dust Collecting Systems, Inc.  
660 rue de la Sabliere, Bois-des-Filons QC J5C  
www.aqcdust.com 450-621-6661

REACH US

WWW.COEXHAUST.COM

WWW.AQCDUST.COM

**Approved Equal Requests:** In many cases, distributors may need to submit an “approved equal” request when a specified product is not available, or you want approvals for pending or projects being bid. By establishing a relationship with local distributors and being familiar with their product offerings, engineers can easily identify alternative products that meet or exceed the required specifications. This knowledge can streamline the approval process and increase the distributors chances of success.



**Technical Support:** Local distributors often provide valuable technical support to mechanical engineers throughout the project lifecycle. By maintaining regular contact and being available to answer questions or provide guidance, distributors can help engineers overcome challenges, troubleshoot issues, and optimize product selection for maximum efficiency.



**Building Trust and Relationships:** Face-to-face interactions between local distributors and mechanical engineers help build trust and foster long-term relationships. When engineers have direct access to knowledgeable representatives who understand their needs and preferences, they are more likely to turn to those distributors for future projects. This trust is invaluable in an industry where reliability, expertise, and customer service are paramount.

**In conclusion,** local distributors visiting mechanical engineers and presenting their products play a vital role in ensuring successful collaborations between manufacturers and engineering professionals. By promoting product familiarity, facilitating specification processes, assisting with approved equal requests, providing technical support, and building trust-based relationships, local distributors contribute significantly to the efficiency and effectiveness of engineering projects.



COExhaust  
50a Northwestern Dr Unit 2 #46  
Salem, NH 03079  
USA 1-603-685-3929  
Toll Free 1-877-619-3888

Canadian Distributor  
AQC Dust Collecting Systems, Inc.  
660 rue de la Sabliere, Bois-des-Filion QC J5C  
www.aqcdust.com 450-621-6661

**REACH US**