



**CONAIR PROJECT SERVICES AND SYSTEM SOLUTIONS**

**THE CONAIR  
DIFFERENCE**



SOUP TO NUTS  
STEM TO STERN  
TOP TO BOTTOM  
A TO Z  
BEGINNING TO END  
PELLET TO PRODUCT

ANY WAY YOU SAY IT,  
**CONAIR PROJECT SERVICES  
AND SYSTEM SOLUTIONS**  
HAS YOU COVERED.



When you begin planning a new facility or a major upgrade of your plastics processing plant, you quickly realize that the task is much more complex than you first thought.

Material handling, central water, resin drying, blending, scrap reclaim, plant-wide controls... all the auxiliary equipment must be perfectly integrated with primary processing equipment. It all needs to be spec'd, delivered and installed on time and on budget. And it all needs to operate efficiently on the first day and years into the future.

Few processors today have plant engineering personnel on-staff, and hiring an engineering consultant adds additional layers of cost and management complexity without necessarily delivering the specialized plastics-processing knowledge needed to achieve the best result.

So, where do you turn?

**CONAIR...  
OF COURSE!**

Conair has the breadth of equipment, the comprehensive process knowledge and expertise, and they develop scores of systems like yours every year. They have the global manufacturing, engineering, installation, service and support capabilities – and a team of project managers and applications engineers – to see your project through to successful completion.



CONAIR HAS COMPLETED  
**ENGINEERED SYSTEMS**  
FOR VIRTUALLY EVERY INDUSTRY

MEDICAL  
PACKAGING  
AUTOMOTIVE  
APPLIANCE  
ELECTRICAL/ELECTRONIC  
BUILDING & CONSTRUCTION  
CONSUMER/HOUSEHOLD  
GOODS  
CUSTOM PROCESSORS  
INDUSTRIAL  
WIRE & CABLE



# CONAIR HELPS TIER ONE MOLDER STREAMLINE PRODUCTION

A prime example of how Conair Project Services and System Solutions works involves a major Tier One automotive component supplier that wanted to completely reorganize an existing injection-molding plant. It was a huge undertaking that included centralizing the storage, conveying, drying and blending operations that would handle millions of pounds of resin per year.

To be successful, Conair had to combine new auxiliaries with existing equipment from two other companies and create a resin-distribution system (RDS) in the center of the plant. Resin would be conveyed from outdoor silos to the RDS (a distance in some cases of over 1,000 ft. (300m)), where material could be blended, dried and ultimately distributed to more than 50 molding machines. The system required about seven miles of vacuum conveying tubing and three different FLX material-handling control systems to manage the flow of resin to and from different areas of the plant.

The new systems were critical to implementation of lean manufacturing, which keeps inventories of raw materials and parts as low as possible, so that the molding company could cut costs and improve quality. Conair had the knowledge and experience to pull it off. Design engineering handled the layout and planning, and manufacturing made sure everything was ready when it came time for installation. Documentation and training were also part of the package of Conair services that helped this molder achieve their objectives and our Aftermarket Team is making sure that the system continues to deliver quality, efficiency and profitability long into the future.

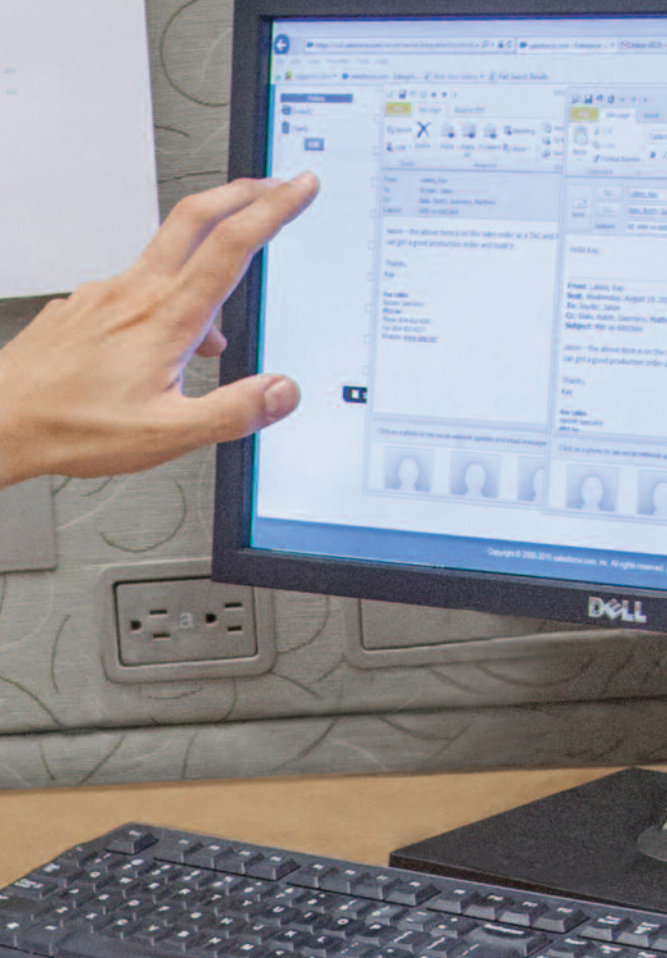
**And we have experience providing auxiliary equipment into virtually every plastic processing method:**

INJECTION MOLDING  
BLOW MOLDING  
THERMOFORMING  
ROTOMOLDING  
COMPOUNDING  
EXTRUSION  
BLOWN FILM  
RECYCLING  
AND MORE...



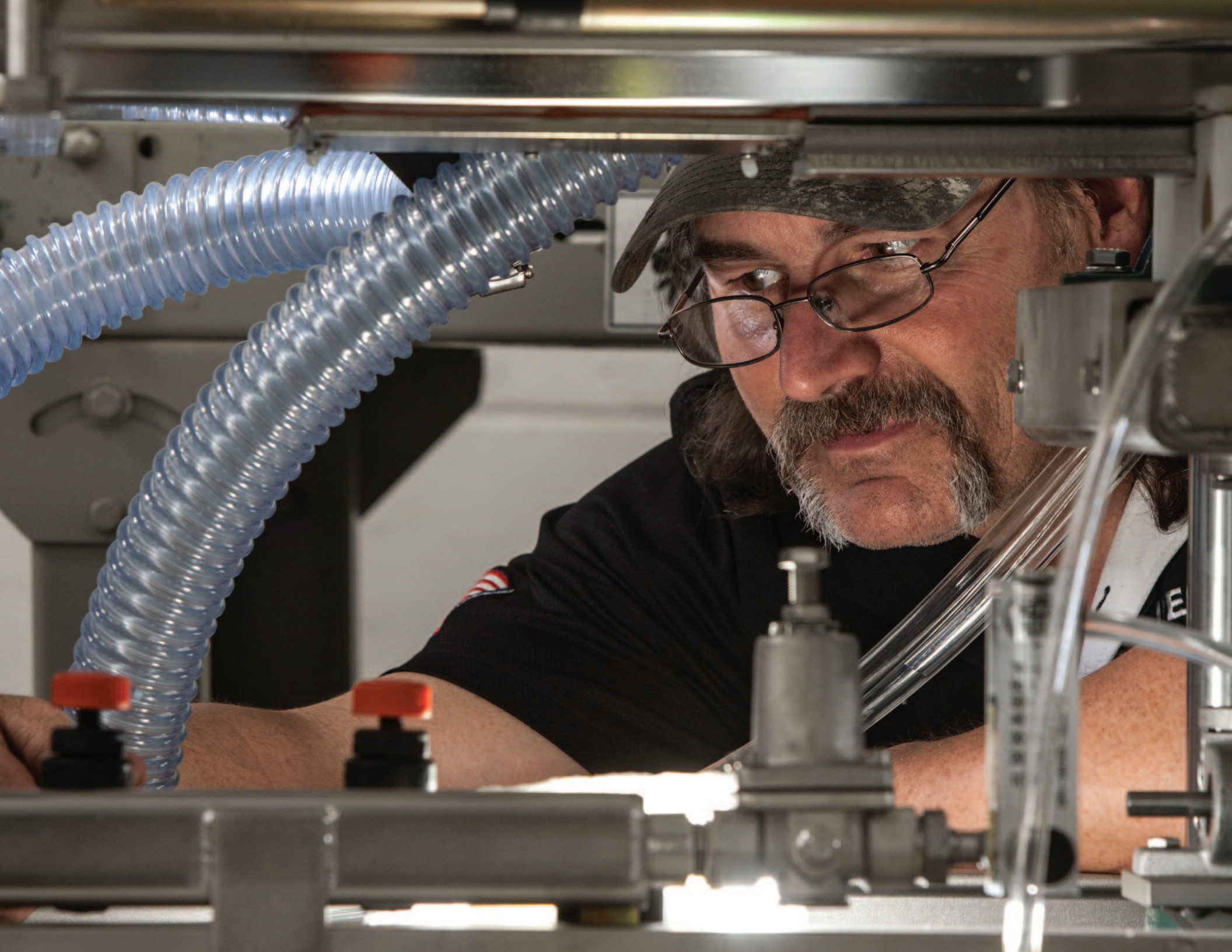
## **EXPERIENCED** PROJECT MANAGERS

From the moment you place your systems order, your project becomes the responsibility of a Conair project manager. These experts have, on average, 15 years of experience. Your Conair project manager remains a single point-of contact as other specialists become involved. These may include Conair's in-house systems-engineering specialists and installation team. Together, they'll work with you from initial planning through scheduling and installation and even after start-up to make sure everything goes according to plan.



## **IN-HOUSE** DESIGN ENGINEERING

Since 1956, Conair has been developing unique solutions for plastics processors. From the beginning, Conair has leveraged its position as the industry's leading full-line equipment supplier to deliver complete, innovative, integrated plastics-processing systems. This pedigree is your assurance of an optimal design to fit your performance and budget expectations.





# A MANUFACTURING POWERHOUSE

Conair is the world's leading builder of auxiliary equipment – unmatched in scope, breadth, quality and reliability. World-class manufacturing and assembly facilities in Franklin, Pennsylvania, and Pinconning, Michigan, in the United States, and in Ahmedabad, India, ensure consistent quality, procurement efficiency, and total control over scheduling and delivery.





## EXPERT INSTALLATION

When you complete as many system installations as Conair, you learn who to turn to and who you can count on. Only the most experienced contractors are employed, and when large, complex projects require it, on-site Conair supervision and engineering support are provided. Crews can complete all aspects of your system, including rigging, piping, plumbing, mechanical and control wiring. Then, experienced Conair technicians work directly with your plant managers and operators to train your staff. These same technicians ensure the system is up, running and meeting or exceeding your performance expectations.

# THE CONAIR DIFFERENCE

From first contact to start up, you'll notice that Conair is different. Better. Committed to your success. Our Project Services and System Solutions approach is founded on:

## Knowledge

- Experienced Project Managers
- Process Specialists and Project Engineers
- Expert Installation

## Resources

- In-House Design Engineering
- Technology/Research Center
- Manufacturing Strength
- Global Presence

## Technology

- Innovation in Equipment
- Flexible Controls
- Seamless Integration
- Reliable Connectivity

## Organization

- System Specification
- Flow Schematic
- Timeline Management
- Scope-of-Work Documentation
- Installation Drawings
- Project Records
- Recommended Spare Parts
- International Shipment Documentation

## Service

- Start-Up and Training
- Parts and Service 24/7
- Preventive Maintenance
- 100% Performance Warranty

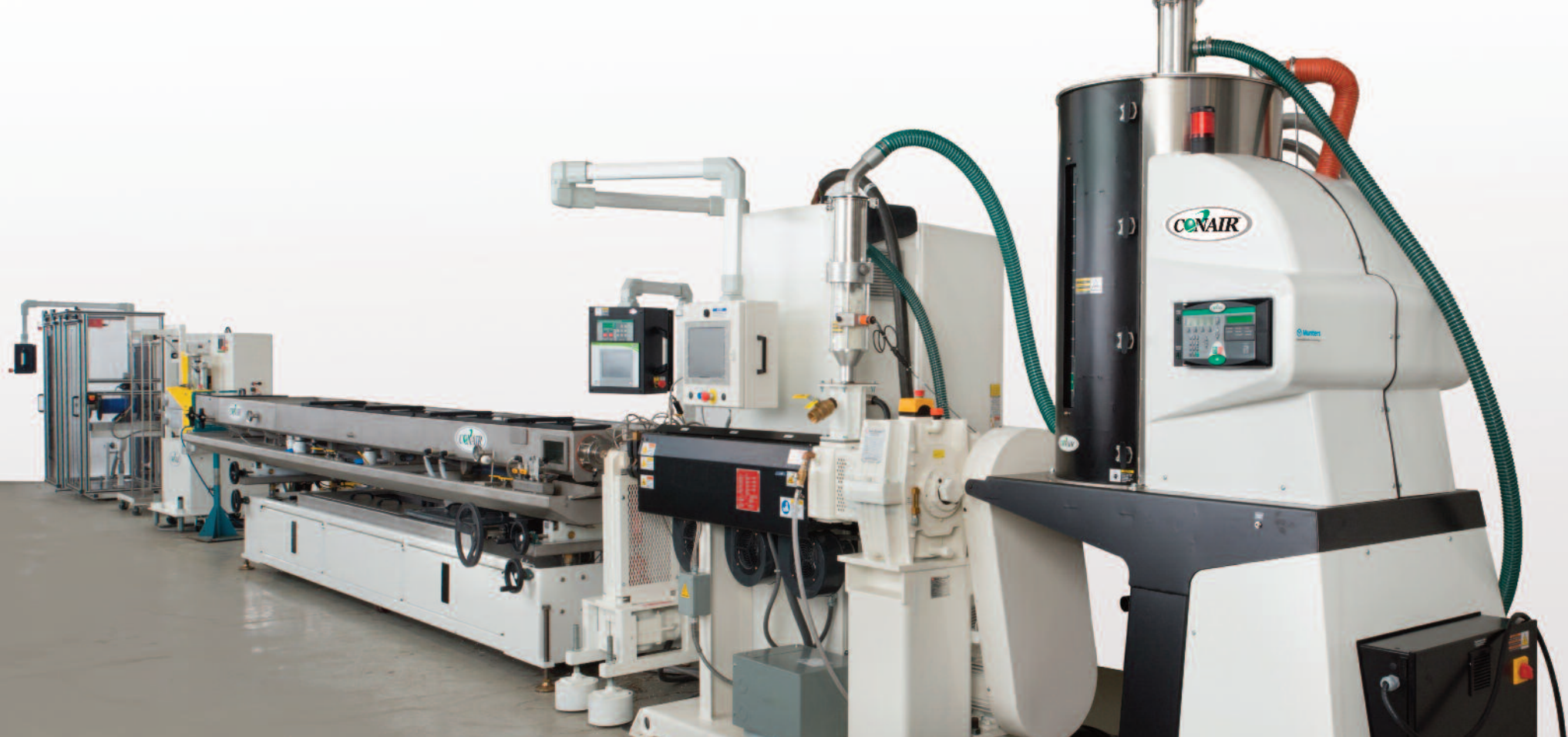
All these elements contribute something for which Conair has been known for decades... value.



## SERVICE & SUPPORT 24/7

Over 700 customer contacts per day. More than 50,000 spare parts in inventory. Parts agents with an average of almost 20 years of experience and 17 direct certified field service technicians with an average of 14 years of experience. Over 90% of all part orders ship the same day. Any way you look at them, these numbers add up to a service and parts powerhouse unmatched in the industry and it's only a toll-free call away... anytime, day, night, weekend or holiday. You can rely on the Conair Aftermarket Team to keep you up and running, productive and profitable for as long as you own your Conair equipment.





## PICK YOUR PERFECT PACKAGE

No matter how complex your project is you don't want to pay for services you don't really need. That's why Conair has developed a **tiered program** to make sure you get all the services your project requires to ensure the job is done right. From the core Package One to a range of special services available on an as-needed basis, you're sure to find the perfect solution to getting your system installed and operating on time and on budget.



BLENDING CONTROL PANEL  
RED PUMP BURN DUCT IN

8000V VOLTS      8000V VOLTS

CATERPILLAR  
21  
REGRIND



## PACKAGE ONE

Even a small project can get big support with our core package, which includes:

- System Review
- Scope-of-Work Document
- Flow Schematic with Amp Draw/Air Requirements
- Utility Requirements Spreadsheet
- Project Documentation Package
- Tubing, Bends and Coupling Detail
- Silo Orientation Drawing (if required)
- International Shipment Documentation (if required)
- Schedule/Coordinate Service Start-Up/Training
- Equipment Detail Drawings on Heat Transfer Projects
- Recommended Spare Parts List



## SPECIAL SERVICES

For projects that are complex or critical enough to warrant them, you can choose any of these special services:

- System Installation Isometric Drawings
- Site Supervision During Installation
- Electrical Flow Schematic
- Electrical Point-to-Point Drawings
- FMEA Documentation
- Factory Acceptance Testing
- Site Acceptance Testing
- Welding Procedures/Metal Certifications
- Installation, Operation and Performance Qualification
- PE Stamped Drawings
- As-Built Drawings
- Customer Inspection Prior to Shipment
- Mezzanine Layout Drawing

## PACKAGE TWO

This second level option includes all services of Package One, plus:

- Kick-Off Meeting at Your Site
- Project Timeline Developed and Managed by Conair
- Equipment Detail Drawings

## PACKAGE THREE

In addition to the services in Package One and Two, you also get:

- System Control Terminations Detail Spreadsheet
- Additional Site Visit During Installation
- Additional Site Visit at Completion of Installation



Conair offers concrete solutions across the entire spectrum of auxiliary equipment and plastics processes.  
**Call Conair today – 1.800.654.6661.**

### **Material Storage**

- Silos
- Stationary and Mobile Surge Bins
- Gaylord Tilters
- Rail-Car and Truck Unloading Systems
- Bulk Conveying Systems

### **Conveying**

- Self-Contained Vacuum Loaders
- Compressed Air Loaders
- Central Vacuum Receivers
- Conveying System Controls
- Vacuum Pumps
- Material Distribution Systems
- Material Line Valves
- Material Vision Proofing

### **Drying**

- Electric Dryers – Central and Mobile
- Gas-Fired Dryers
- Compressed Air Dryers
- Hot Air Dryers
- Drying Hoppers
- ResinWorks® – Central Drying System
- Crystallizers
- Drying Monitor®
- EnergySmart™ Drying Systems

### **Blending/Feeding**

- Gravimetric Blenders – Standard and High-Heat Models
- Continuous Gravimetric Blenders
- Gravimetric Feeders
- Volumetric Feeders
- Liquid Feeders

### **Heat Transfer**

- Thermolator® Temperature Control Units
- Chillers – Portable and Central
- Cooling Tower Systems
- EarthSmart Adiabatic Cooling Systems
- Pump Tanks
- Tower Heat Exchangers
- Strainers and Filters

### **Granulation**

- Granulators – Central and Beside-the-Machine
- Film Scrap Granulators
- Shredders and Conveyers
- Evacuation Systems
- Fines Separation and Elutriation Systems

### **Upstream/Downstream Extrusion**

- Vacuum Sizing Tanks with Air/Water Separation
- Cooling/Spray Tanks
- Belted and Cleated Pullers
- Servo Rotary Knife Cutters and Traveling Saws
- Takeaway Conveyors
- Extrusion Line Control
- Film Scrap Reclaim Systems

### **Controls**

- FLX Material-Handling Systems
- ELS Ethernet-Based Loading System
- TouchView® Dryer Controls
- SmartBlend® Blender Controls
- ControlWorks™ Plantwide Process Portal

#### **Conair Corporate Office and Technology Center**

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