



# TECH NEWS & TIPS

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THE **IMPACTA**  
SHOCK ABSORBER SERIES

UP TO 900 IN LBS CAPACITY

STANDARD 1" STROKE

M25 THREADED BODY

WITH OR WITHOUT  
IMPACT BUMPER

MORE STROKE LENGTHS AND  
THREADED MOUNTING OPTIONS  
WILL BE MADE AVAILABLE SOON!

**Cushioneer®**  
Impact Shock Absorber For Industry



Available in various lengths. Adjustable. Durable. Leak-Proof.	Model # / Stroke Length	
	2002-31-1/2	1/2"
	2002-31-1	1"
	2002-31-2	2"

**Cushioners  
&  
Kinecheks**

Leakproof solutions to your motion control problems.

**KINECHEK®**  
Hydraulic Speed Regulator For Industry



Available in various lengths and speeds. Adjustable. Durable. Precise. Leak Proof.	Model # / Stroke Length	
	1002-31-1/2	1/2"
	1002-31-1	1"
	1002-31-2	2"
	1002-31-3	3"

## Toby Ryan to Retire as President of Deschner Corporation

**Mr. Ryan guided the company through economic crisis to major new product introductions during his 8 year tenure. Mr. William McKinnies, general manager to take over as President.**

Toby Ryan notified the board of directors and staff in October of his intention to step down as President, effective March 1st, 2016. Mr. McKinnies, who has served as General Manager for 3 years, will succeed Mr. Ryan.



Toby Ryan passes the presidential baton to William McKinnies.

Mr. Ryan took over as President in May of 2009, just as the world economy was experiencing financial panic and a decline in manufacturing activity. He quickly acted to stabilize the Deschner manufacturing operation, cutting costs and increasing efficiency. He also instituted upgrades in the areas of billing, accounting and inventory control. During his tenure he placed an emphasis on Marketing and the development of Deschner's reseller network, resulting in a significant increase in sales to international markets such as China, Taiwan and India. Recently, Mr. Ryan administered the introduction of a new, value priced line of industrial shock absorbers; an entirely new brand called the IMPACTA which was introduced to the market in August of 2015.

In an interview, Mr. Ryan reflected on his career and the difficulty of deciding when to retire, stating that the process of making the decision was "scary at times". Mr. Ryan said: "I have been working since I was 14 years old (53 years) and have never stopped, except for short vacations. I have decided that it's now time for me to relax and enjoy the time, I feel, that I have earned. I plan on spending some quality time exploring a few of my favorite hobbies, like hunting, fishing, skiing, woodworking and traveling. (that is, after I finish my honey-do list, which should take about 2 years)", he said with a grin.

When asked about his successor, Mr. Ryan said: "Will and I have worked closely together for several years and he is very familiar with our products, our customers and our business standards. Knowing the kind of man he is, I am confident he will continue to inspire the same level and quality of service and support to which our customers have become accustomed. I feel fortunate to have such a capable individual carry on the vision and high Deschner standards I have maintained during my career."

Mr. McKinnies has spent his career in managerial positions at several industrial companies. His engineering and sales background provides the ideal platform for overseeing the production and marketing of precision engineered Deschner products.

Mr. Ryan will remain with Deschner through July 1st, 2016 as a consultant to assure a smooth transition and after which he will still remain on the board of directors. On behalf of all Deschner staff and customers, we wish Toby a happy, healthy and productive retirement. Enjoy!

## Deschner Welcomes New Reseller MSC Industrial Supply

Join Our Worldwide Reseller Network



A golden opportunity for your company to become an authorized reseller of high quality Deschner Products in untapped markets !!!

CONTACT US TODAY  
[info@deschner.com](mailto:info@deschner.com)

MSC Industrial supply Company, a leading provider of Maintenance, Repair and Operation supplies has recently joined Deschner's reseller program as an Authorized Distributor. By partnering with MSC, Deschner has added an important distribution channel, making its products readily available to industrial customers throughout the United States.

According to Toby Ryan, "OEM customers look to MSC as a source for solutions to their motion control needs in the design of new products. With MSC's marketing reach and large customer base, more potential customers will be made aware of our products. He adds, with MSC's detailed product listings and easy ordering, it will be simple for customers to specify and purchase Deschner products." MSC, in business since 1941, provides same day delivery of over 600000 industrial supplies. Customers can have their service needs met at over 100 branches and five major Customer Fulfillment Centers.

Existing users of Deschner products will find the MSC catalog a convenient "one stop shop" when reordering. The Kinechek speed regulators, Peckcheks, Cushion Start Kinecheks and Cushioneer Shock absorbers all are showcased on the MSC website. Toby Ryan says, "Now customers in the US will have an accessible source to purchase our products they're already familiar with. We are pleased MSC has joined our reseller family."

## We Say Cushioneer Shock Absorbers Are Built To Last - 20 Million Cycles Proves Our Point

**Cushioneer®**  
 CUSHIONEER shock absorbers are designed to smoothly decelerate fast moving equipment. Ideal for use in material handling as well as production machinery of all types.

LEAKPROOF  
 Over Millions of Cycles

**DESCHNER CORPORATION**  
 FLUID POWER EQUIPMENT FOR INDUSTRY

In an era of throw away products, the Deschner Cushioneer series shock absorbers occupy a special place in the design and manufacturing of high quality industrial products. We've told you that our patented rolling diaphragm seal and the precise metal to metal fit of the piston to the cylinder wall results in a long lasting, leak-proof design. For years, customers have reported to us about the extraordinary cycle life of the Cushioneers they use on their machines. Let us give you one example. A customer sent us back a Cushioneer they had been using, and ordered a new unit. Once we removed the dirt, grease and years of paint, a check of the serial number revealed his old unit was over 25 years old and had been cycled countless millions of times!

We recently upgraded our testing facilities and decided to re-test the Cushioneer for ourselves. We started a cycle test of 1 inch stroke Cushioneers on October 15th, running nonstop since that time and have logged over 20 million cycles to date! These units are providing stopping power within factory specifications and have not leaked a drop. The Cushioneer is one tough shock absorber!

Since the manufacture of the first Cushioneer over 50 years ago, Deschner products have been designed to save customers money. The Kinechek speed regulators, Peckcheks, Cushion Start Kinecheks and Cushioneer Shock absorbers all are showcased on the Deschner website.

For more information about Deschner Products go to [www.deschner.com](http://www.deschner.com)

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**KINECHEK Cushioneer IMPACTA**

**DESCHNER CORPORATION**

FLUID POWER EQUIPMENT FOR INDUSTRY

Visit our website  
[www.deschner.com](http://www.deschner.com)