

TECH NEWS & TIPS



Welcome to the
**Deschner Tech
News & Tips
newsletter #2.**

INSIDE THIS ISSUE:

- Customer Friendly Web* **1**
- Skipchek—Tube drilling* **2**
- President Retires* **3**
- Leakproof means Leakproof* **4**

CUSTOMER FRIENDLY FEATURES ADDED TO OUR RE-DESIGNED WEBSITE

In late 2007 we introduced a completely redesigned corporate website that greatly improved its functionality. The new website is designed to showcase the Deschner product line of high quality industrial shock absorbers, speed controls and other specialty devices, giving the user clearer, more detailed specifications on Deschner products.

“Deschner Corporation—Fluid power equipment for Industry”

The new Deschner website includes features such as REQUEST FOR QUOTE (RFQ), ORDER

and TECH SUPPORT pages to enable users to obtain fast pricing, product availability, and customer support. Downloadable catalogs and specifications can also be accessed from the site. Other innovative features of the website include extensive use of clickable flash animation enabling the user to view “live” exactly how each Deschner product functions.

This month we plan to expand the list of downloadable files, including CAD files in several formats for all Deschner products, access to case studies, product training information, conversion tables, even a

new “accessories” page highlighting add on products customers have been requesting. New documents, CAD files and information updates will be added to the download area as they become available.

You’ll also want to check out our New Product Demo Slideshow featuring an overview of the products, accompanied by an up tempo music track. Just click on the “Welcome Video” at the bottom of the homepage. We’d like to know what you think of the site. Please email your comments or suggestions to us at info@deschner.com.

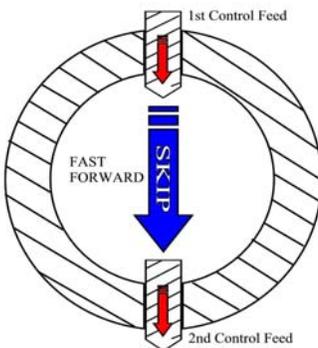


SKIPCHEK SPEED REGULATOR TO DRAMATICALLY IMPROVE TUBE DRILLING OPERATIONS (NO MORE DRILLING AIR!)

Have you heard about the latest speed regulator from the Deschner line of products? It’s the **SKIPCHEK®** model Kinechek. According to Toby Ryan, President, the Skipchek was developed to meet customer requests that their popular Kinechek® speed regulators be configured for tube or clevis drilling. Each **Skipchek** is custom engineered to deliver a controlled feed (C.F.), followed by a fast Forward (F.F.), “skip” then returning to a second controlled feed (C.F.) No more drilling air! The skip distance is non-

adjustable and is engineered to meet each customers specifications. **Skipcheks** can be configured to drill through more than two walls. There are no external controls to align or adjust and setup time is very minimal. “Customers involved in high volume tube drilling are amazed at the amount of time they save using the **Skipchek**” says Mr. Ryan. The use of the **Skipchek** also eliminates the need to use two drill motors drilling on opposite sides of the tube, thereby producing perfectly aligned holes faster, and with less maintenance.

Leak proof and fully adjustable, Skipchek model Kinecheks are available in ½”, 1”, 2”, 3”, 4” and 6” stroke lengths with a maximum capacity of 1200 lbs. **Skipcheks** are part of an extensive line of Kinechek model speed regulators and offer the same patented, leak proof performance as the original SLIMLINE Kinecheks. Downloadable PDF files containing **Skipchek** specifications and animated demonstration can also be accessed from the Deschner website at www.deschner.com



More details on the Skipchek, including a short animation sequence are available on our website at www.deschner.com



Deschner products are designed to solve your customer's motion

control challenges. In these pages we intend to provide you with "real world" information to demonstrate how Deschner products are being used everyday and help you select the right Deschner product for your application.



Frank Solis Retires after 40 years of service with Deschner Corporation



DESCHNER CORPORATION
3211 W. Harvard St.
Santa Ana, CA. 92704

Phone: 714 557-1261
Fax: 714 557-4762
Email: info@deschner.com

LEAKPROOF MEANS LEAKPROOF

For over 45 years we've promised Cushioneer Shock absorbers and Kinechek speed controls won't leak a drop of fluid! They're absolutely leak proof in any position because the plunger rod is hermetically sealed by a patented frictionless rolling diaphragm. The unit pictured here proves our point. Some years ago a customer sent us in this unit for warranty repair, he was the purchasing agent, not the actual user at the company, and hadn't actually seen the unit. When asked why we couldn't repair the unit we sent him back a picture. He was surprised! He couldn't tell us how this Cushioneer had gotten so badly damaged but we suspect the unit was hit by a forklift or some other heavy object, judging by the scrapes on the unit. It was obviously subjected to a massive amount of force to cause such a severe bend but what is truly astonishing is despite this damage, this Cushioneer still didn't leak a drop of fluid! When we say leakproof, we MEAN leakproof! Email us at info@deschner.com.



FRANK SOLIS, PRESIDENT, ANNOUNCES HIS MAY 2009 RETIREMENT:

After 7 years at the helm of Deschner Corporation, President Frank Solis announced his retirement effective May 31, 2009. Starting with Deschner as office manager in 1969 under the company's founder, Mr. Richard Deschner, Frank put his leadership skills and business expertise to work in the successful management of Deschner, improving operating efficiency and sales growth, while overseeing the introduction of new products. During Frank's tenure the first significant addition to the

Cushioneer shock absorber line, the self adjusting model 6000---was introduced. Recognizing the need to provide customers with the most complete, up-to-date information Frank initiated the development of the all new website and helped maintain the quality brand Mr. Deschner had created. Frank was also instrumental in setting up the company's first employee benefit plans. We're pleased to note Frank isn't leaving completely-- he has agreed to remain on in an advisory role for the foreseeable future.

Toby Ryan, formerly, Vice President, has been selected to succeed Frank and expects to build on the initiatives Frank has put in place. "Frank has been a good friend and colleague, respected by everyone at Deschner and his presence will be missed." Frank, a graduate of USC, began his professional career with a company involved in the manufacture of industrial valves before joining Deschner Corporation. We wish Frank well in his future endeavors.

There's more. Deschner products have always been and continue to be leak-proof over millions of cycles due to their patented design and the high quality materials used in their construction. The durability of Deschner products enable the company to make this promise: "Your Deschner product can be serviced for as long as you own it."

KINECHEK



Cushioneer

DESCHNER CORPORATION
FLUID POWER EQUIPMENT FOR INDUSTRY

Visit our Website
www.deschner.com