



cyclonaire®
PNEUMATIC CONVEYING SYSTEMS

EXPERIENCE

INNOVATION

TECHNOLOGY

SERVICE

QUALITY

Cyclonaire's History



The Beginning Years The core operation of every Cyclonaire pneumatic conveyor was invented in the early 1960s by Roe Black, an engineer from central Nebraska who worked for York Manufacturing, located in Henderson, Nebraska. Roe's genius combined the principles of a venturi-vacuum loading and a positive displacement blower to effectively convey powder and granular materials efficiently without dusting, and with less product degradation than other pneumatic conveyors.



Don Baker
Founder and Chairman

York manufacturing's initial marketing effort for its "Cyclonaire" was directed to the ready-mixed concrete industry. This resulted in equipment bearing the now well-recognized Cyclonaire name being used to unload much of the cement from railcars during the construction of Interstate 80 throughout central Nebraska.

Don Baker, York Manufacturing's sales manager at the time, along with several outside investors, acquired the Cyclonaire product line in 1973. Baker is still active in overseeing strategic planning and projecting Cyclonaire's brand identity.

The Growth Decades Baker and a growing team of dedicated professionals have established Cyclonaire as a global business and an industry leader in bulk transfer and process-based pneumatic conveying.

Today Cyclonaire is proud to serve an international and multi-faceted base of industry segments, while remaining true to its Midwestern roots as a major employer in York, Nebraska. With customers on six continents, and a second manufacturing operation in China, Cyclonaire has achieved global reach and top recognition in the material handling industry.



Cyclonaire professionals discuss the flow process of materials in their state-of-the-art proving facility.



Cyclonaire is Driven ...

... by Innovation and Achievements for Our Customers

Focus on our customers and employees, and the drive and vision to find new applications and solutions in the pneumatic conveying industry have set Cyclonaire apart as a world-class provider of pneumatic conveying solutions in the bulk materials handling industry.



Our work ethic is focused on innovation and commitment to long-lasting relationships with our customers. Cyclonaire is recognized by its customers and its peers as a “best-in-class” leader in the materials conveying industry.

Cyclonaire's People ... **The Engine that Drives our Success**

From Day One, our Midwestern work ethic, dedication to our customers and a sense of family have been values we cherish at Cyclonaire. When people come together to work at Cyclonaire they are generally here to stay. The "average" employee at Cyclonaire has been on our team for close to 15 years.



"Cyclonaire offers me a great place to work. We work hard, but the work is challenging and rewarding. Problem-solving and exceeding our customers' expectations bring me great satisfaction."

— *Joe Morris, Vice President, Sales*

Enlist Our Innovation ...

**... for Your Most Challenging Pneumatic Conveying Needs.
Think you have a tough material handling job for us?**

We can handle that.

Cyclonaire people seek and enjoy challenge. They are often at the cutting edge of technology and product development, and they work at a rapid pace to meet their customer's expectations. Our team has the professional continuity and technical experience that allows us to serve our customers as trusted partners, as stakeholders in their enterprises. Employees who come to work at York find a warm sense of community pride and family—among many appealing reasons to stay in York as part of the Cyclonaire Team. We are an integral part of our community in York, Nebraska.



Cyclonaire's Products ... **Dilute, Semi-Dense and Dense Phase Solutions**



The Cyclonaire product line is second to none in pneumatic conveying applications for hundreds of bulk solid materials, and offers the innovation to meet almost every conveying requirement in a safe, clean and environmentally responsible manner.

Cyclonaire's diverse product line is engineered with quality, durability and functionality in mind. We custom-design conveying equipment for any project—large or small—and we stand behind our equipment and its application. Our technicians are on call 24 hours a day, 7 days a week, 365 days a year, to assist with any requirement.

The ability to move bulk solid materials in a safe, clean and efficient manner has been a Cyclonaire hallmark from the beginning. We are a responsive industry partner, as well—every Cyclonaire System was designed to meet or exceed a customer need or an industry standard.

Whether Cyclonaire products are used for railroad traction sanding operations, moving cement on construction projects, transporting process materials, or process manufactured by-products, our systems have been tested and proven to be effective for the job at hand.

"Our products lead the conveying industry. We know that because of the feedback we get from our customers. At Cyclonaire, we take pride in helping our customers improve their business over the long haul."

— *Jerry Elfring, President*

Our Passion ...

Innovation, State-of-the-Art Engineering, Customer Care

Every customer has different requirements and expectations and many of Cyclonaire solutions are unique and purpose-driven. But regardless of the industry or application, Cyclonaire welcomes challenges. In fact, we thrive on the most challenging conveying issues and take pride in finding that optimal solution in a wide variety of industries. You can find a number of detailed case studies on our website at <http://www.cyclonaire.com>.

But before we offer our customers the best pneumatic conveying and material handling solution, we demonstrate it in our dedicated customer proving facility at our plant in York. Our facility is world-class and leads the field in our industry. The work we do here helps us develop the most compatible and effective solution for any conveying application.

Cyclonaire's team of engineers, backed with the proven capability of our application-mirroring proving facility, makes us confident in our ability to find solutions for your next conveying project.

A sampling of industries we serve ...

Automation • Process • Energy • Transportation/Railroad
Construction (Cement/Concrete) • Environmental • Chemical • Manufacturing

A sampling of materials handled ...

Sand • Cement • Alumina • Fly Ash • Carbon Black • Salt • Graphite • Manganese Oxide • Lead Oxide

"The bigger the challenge, the more exciting the solutions. As an engineer, I love finding solutions to the challenges our customers have. The Cyclonaire team thrives on opportunities to put our ingenuity and problem solving skills to work, getting to know our customers business and finding solutions to their requirement."

— *Scott Schmid, Vice President, Engineering*





The Cyclonaire leadership team (from left to right) is Joe Morris, Vice President, Marketing and Sales; Desmond Ng, General Manager, Asia; Jerry Elfring, President; Don Baker, Founder and Chairman; Scott Schmid, Senior Vice President, Operations; and Deryl Kliwer, Vice President, Manufacturing.

Don Baker, the owner of Cyclonaire, took a small company with a compelling product and built the business into the industry leader that it is today. Sound business practices, hard work and looking ahead to new applications in pneumatic conveying have set Cyclonaire apart as a provider of conveying equipment and solutions.

Today Cyclonaire is a leading employer in York, Nebraska and serves an international client base. With operations in China and customers on six continents, Cyclonaire has global reach in the conveying industry.

Cyclonaire has developed a product line that is second to none in conveying applications for hundreds of solid materials, and we have the innovation to meet almost every conveying need in a safe, clean, environmentally responsible manner.

Our work ethic: Focus on innovation and commitment to long-lasting relationships with our customers puts Cyclonaire in a class of its own – as the recognized leader in the conveying industry.



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