



MANUFACTURING COMPANY, INC.

Newsletter No.02/1 MAR

“Keeping Friends and Customers Informed”



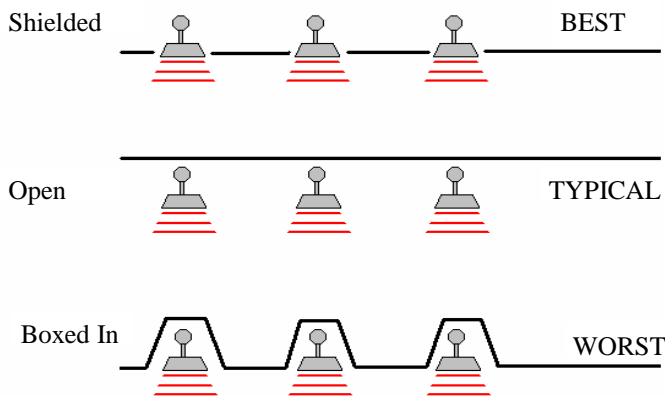
I am excited to report on the recent news at Red-Ray which has strengthened our commitment to you and the industrial infrared process heating industry. First of all, we have acquired the Infra-Red product line from **Eclipse Corporation** and joined forces with Eclipse for the marketing and distribution of our products. The manufacturing equipment and inventory has been transferred to Red-Ray and we are now in production of the newly acquired burners. This strategic alliance has added to our infrared product offering and has provided us with the tremendous worldwide resources of the Eclipse sales, distribution and service organization.

Next, we have added **Mr. Loren Slartman** to our team for additional application engineering and sales support. Loren had worked many years for Eclipse and most recently as our Sales Agent. Loren brings a wealth of knowledge, experience and enthusiasm to help serve you. Loren will be working from his home office in the Rockford, Illinois area.

Finally, I am proud to report that **Tim O’Neal** has been promoted to Vice President of Red-Ray in addition to being our Product and Application Manager. For those of you that have worked with Tim, you have seen his total commitment to quality, service and customer satisfaction which epitomizes the Red-Ray spirit. Congratulations on a well earned promotion!

Tech Tips from TIM

If you want long life for your burners, don’t box them in.



Why? - “Boxing in” or hooding burners creates a barrier for the heat to dissipate. By not allowing the heat to dissipate, the burners will operate in an overheated condition which could drastically shorten their life.

Our previous tech tip compared the air/gas mixture entering a burner to the coolant in an engine. Along the same line, “boxing in” burners is like blocking air flow to a car engine’s radiator. In both cases, overheating can result which shortens service life.

For more information on this or other Red-Ray gas fired infrared burner questions, call **Tim O’Neal** at **201-943-1000**.

Sincerely,
Red-Ray Manufacturing Company, Inc.

Thomas S. Bannos
President

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Manufacturers of Gas-Fired Infra-Red Radiant Process Burners for Industrial Use