

Press Release:

## **CleanerBlast Enters Rental Market Through Partnership with B&H**

B&H Distributors has entered a partnership agreement to distribute CleanerBlast vapor abrasive blasting machines, representing the CleanerBlast Systems LLC as one of more than 60 manufacturers of specialty corrosion control technology. CleanerBlast Systems has signed on to become one of the latest manufacturers offering advanced solutions for steel asset maintenance to B&H's exclusive network of approved specialty contractors. This distribution agreement benefits contractors by offering both equipment sales and rental opportunities that can increase Overall Equipment Efficiency (OEE) to maximize profits.

Blast equipment in general averages OEE far below the world class OEE of 85%. The reason for this low level of OEE are the sudden unwanted stoppages of production that occurs when machines are either not utilized effectively, thus affecting efficiency. Studies have demonstrated the major reasons for these unwanted stoppages are equipment breakdowns even when operators are implementing maintenance procedures. Increasing OEE by even 10% increases profits considerably, making replacement an attractive option.

CleanerBlast business model is based on the same kind of advances combining efficiency and reliability that helped Toyota expand market share during the 1970s oil crisis. Analogous to automobiles, models in the vapor abrasive blast market range from "Toyota" types "Yugo" types and everything in between. According to Kirk Chrisman, B&H Business Development Manager, "CleanerBlast machines don't require a lot of my attention. They don't break down so I can focus on the customer, not troubleshooting rental machines."

B&H also recognized the potential of the equipment to ensure customers achieve rapid and continuous return on investment by overcoming, preventing and mitigate problems beyond the repair paradigm, such as media and water frugality, waste reduction and labor savings.

Though made in the USA, CleanerBlast Chief Technology Engineers says their machines "fall into the "Toyota-Lexus" category for reliability and return on investment." Three examples supporting Fenley's claim:

- CleanerBlast machines are built and tested for continuous high-production use in harsh and remote field conditions.
- Overall time required to tend, maintain and set or adjust a CleanerBlast machine averages 5% of man hours during an average 8-hour workday, compared to 26% of man hours using competing vapor abrasive blasters.
- CleanerBlast machines feature fail-safes to prevent equipment damage due to operator error, environmental factors, and component breakdown, consistently earning the highest reliability and satisfaction ratings from vapor abrasive blast users, both owners and renters.

By partnering with CleanerBlast, B&H Distribution agreement allows customers to rent equipment and test out different models of equipment (in actual production conditions) with ample access to the

manufacturer and B&H account representative for training personnel to get enable the customer's staff to "get up to speed" quickly to prevent work slow-down or stoppages.

Jerry Fenley, CleanerBlast Chief Technology Engineer adds, "The general economic benefits of renting CleanerBlast vapor abrasive blasters include equipment affordability, increased time on the hose, and minimal personnel training required for efficient use. The whole package adds up to fewer interruptions to productive time on the hose both per shift and per project – in other words, minimized work stoppages and greater OEE: high productivity per hour per dollar of equipment rental for you, and reduced machine maintenance for partner B&H."

#### Pricing and Availability

Call or contact Kirk Chrisman (713.859.9108/kirk@ @bhdistributors.com) for pricing and upgrade options.

#### About CleanerBlast Systems LLC.

We build the best vapor blast equipment in the USA. That's all we do, and we do it well. CleanerBlast staff have been innovating the blast cleaning industry for over 30 years. Our business model is based on reliability, quality and continuous improvement, not repairs and replacement parts. For more information, visit [cleanerblast.com](http://cleanerblast.com).

#### About B&H Distributors

Established in 1989, B&H is an infrastructure repair & corrosion control company comprised of a management team drawing upon over 150 years of corrosion control experience to engineer a cost-effective, timely solution to maintenance and capital projects. B&H represents more than 60 manufacturers of specialty corrosion control technology – affording the company the complete capability to provide solutions to nearly any challenging repair situation. B&H works closely with an exclusive network of approved specialty contractors to effect maximized service life of structural assets.