

New Partnership Spans the Ocean

Two capital equipment suppliers are announcing a partnership that will provide industrial facilities a single source solution for their dryer, oven and air pollution control needs. Anguil Environmental Systems, Inc., a United States based oxidizer manufacturer, and Spooner Industries, a convection dryer supplier located in the United Kingdom have partnered to better serve each of their respective markets and regions.



After working together on multiple turnkey projects, the two companies have decided to make their partnership official. Anguil Regenerative Thermal Oxidizers (RTOs), as well as Direct-Fired, Catalytic and Thermal Recuperative oxidizers are used for the destruction of Volatile Organic Compounds (VOCs), Hazardous Air Pollutants (HAPs), NO_x and odorous air emissions often generated from the drying and curing equipment manufactured by Spooner. By combining the complimentary product lines, customers and prospects can get a complete turnkey solution for their industrial drying, curing, coating and air pollution control needs. In addition, the Anguil Heat and Energy Recovery products can be applied on these industrial systems to reduce operating costs and energy consumption.

Under the new agreement, Spooner Industries will fabricate and install the Anguil oxidizer designs on air pollution control applications throughout Europe. They will work exclusively together for the supply of oxidizers for European converting, coating and printing operations. The systems will incorporate the established, proven designs of Anguil Environmental and the quality, dependable fabrication of Spooner Industries. Spooner's new 60,000 square foot facility will be the primary manufacturing location for Anguil oxidizer systems going into Eastern and Western Europe. The local UK fabrication capability will allow Anguil to serve the European region without expensive transportation costs.

In the United States and North America, existing Spooner customers will now have the assurance of working with a dryer company that has local air pollution control and energy recovery capabilities. Anguil's extensive service capabilities will also be utilized in America for Spooner customers with emergency or long-term service needs. In addition, Anguil customers with dryer and coating systems will have the experience of Spooner's technologies through Anguil.

Both Spooner and Anguil are long standing companies with excellent reputations, having been in business since 1932 and 1978, respectively. "We are extremely excited about this new partnership" says Gene Anguil, CEO of Anguil "Not only are our product offerings complimentary but our firms have a similar philosophy and focus with custom engineered industrial systems". Steve Newell, Sales & Marketing Director at Spooner Industries agrees "This partnership with Anguil fits extremely well with Spooner in terms of technology, markets and culture. The disciplines involved with these units are very similar to our core competence"

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