

transfer

No Drips. No Spills. Better Flow.

CSI Offers the Only Truly Dry Disconnect Couplings.

Dry disconnect devices have never really been dry. A few drops here and there has always been accepted as, "that's just the way it is."

Until now.

CSI now offers **Dry Link**, the first and only dry disconnect coupling device with a patented drip-free design. The assembly consists of a coupler and an adapter, which form a secure hose connection when locked together.

This new technology minimizes product loss during bulk product transfer operations, giving you and your employees a safer and cleaner environment in your bulk transfer area.

However, **Dry Link** is more than just a hose connector; it is also a secondary flow shut-off device. The two identical disc halves come together to act as a single disc, similar to a butterfly valve. Both the coupler and adapter have a disc half that is supported by its own independent shaft. When the units are joined and locked, the handle on the coupler turns both discs as a single unit.

Because **Dry Link** uses innovative sealing technology, none of the flow gets in between the disc faces. When the fluid transfer is complete, the discs again split into two identical, yet separate, halves.

A mechanical interlock prevents the disc from opening, unless the connection is completed and locked by pushing the locking bar into position. Simply turn the handle 90 degrees, and the disc is in the full open position.

For the first time ever, there is a dry disconnect that actually lives up to its name.

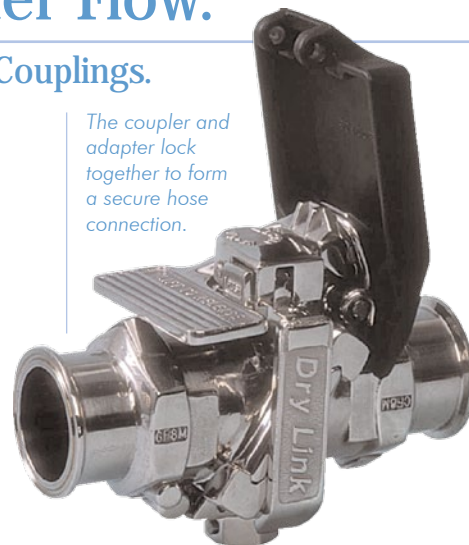


The flow shut-off mechanism resembles a butterfly valve. This design increases flow while reducing the risk of internal buildup that can lead to connection malfunctions.

Other dry disconnects offer no clear indication of whether or not there is flow in the line. This can lead to accidental openings when fluid is flowing, which results in substantial product loss and cleanup.

However, **Dry Link's** quarter turn disc position indicator eliminates accidental openings and product loss. The assembly cannot be disassembled until the flow in the line is completely shut off.

The coupler and adapter lock together to form a secure hose connection.



Up to 50% lighter than other dry disconnects, **Dry Link** incorporates a swivel end on the coupler to ease handling and prevent hose twisting.

Is flow important to you? **Dry Link** has the lowest pressure drop and the best flow of any dry disconnect on the market today.

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Let's Talk



If you have ever been on CSI's website and had a question, needed some help navigating, or wished you could just chat online instead of on the phone, then you'll appreciate the new Live Chat feature on www.csidesigns.com.

No matter what page you happen to be viewing, you'll find a yellow "Live Chat" button at the top right. Just click it to connect instantly with a knowledgeable CSI representative.

Once you click to chat, you will be asked for your contact information: name, e-mail address, company, and phone number. Enter your information, click "Start Chat," and you will be connected instantly with a CSI representative who can answer your questions or navigate you to a page on our website with the information you need.

Not only is Live Chat an option on our main website, but it is also available in our on-line store:



store.csidesigns.com. If you need help finding items, looking up a past order, or placing a new order, our representatives are ready to help.

So, if you're on CSI's website and have a question, let's talk. Give Live Chat a try today at www.csidesigns.com.

We've Gone Digital

CSI now offers the **Transfer** in a digital version. The newsletter can be sent directly to your inbox via html e-mail. Excerpts from each article display in the message, with links to read full articles online.

To subscribe, visit our website at csidesigns.com/transfer.php and click the link to "Manage My Subscription."



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Food Science Proves to Be Beneficial Career



It is a fortunate person who finds an after school job in high school that he enjoys, and eventually turns that interest into a career.

Crate Hall, a technical consultant at CSI, worked in a dairy process plant in high school, which sparked his interest in the hygienic process industry. That spark led him to pursue a BS in Food Science at North Carolina State University, while continuing to work at the dairy plant over holidays and summers. During his time at NC State, Crate took a food engineering course, where he realized he really enjoyed working with processing equipment to create complete systems.

Upon completing his college degree, Crate worked for Alfa Laval for seven years. His positions there included technical support, engineering and sales. After his years with Alfa Laval, Crate also gained experience with other equipment manufacturers in the industry. He has assisted in the standardization of aseptic processing equipment, as well as worked with new process technology such as an organic liquid egg product which is pasteurized in the package for extended shelf life.

Crate's background in food science, as well as his years of interest in the industry, gives him a vast understanding of a variety of processing methods, equipment and the principles of fluid dynamics for successful hygienic processing.

At CSI, Crate works mainly with the food, dairy, beverage, and personal care industries in North and South Carolina, and he is exceptional at understanding processing needs and finding ways that CSI can help.

The outdoors of the Carolinas provide Crate with many opportunities for trap shooting and occasional hunting; but, what he really enjoys is being a dad and spending time with his two sons, ages eight and five.

Give Crate a call today at **919.599.7737**, and let him put his years of experience to work for you.

Time to Tilt Your Tote

What do railcars, tanker trucks, totes, drums, boxes, buckets, and vials all have in common? They are all a variety of forms, shapes and sizes of containers that transport and store liquids.

Now, let's say you receive liquids in an intermediate size container like a tote or pallet-sized box. How would you get the last bit of liquid out of that container? For many people this can be a time consuming and even dangerous frustration.

Would tilting the container help? Wouldn't tilting your tote allow your product to pool in one area where it could be drained or vacuumed out?

Would it be easier if you could load the container on a flat, level surface, and it would tilt automatically at a certain liquid level?

Would it be nice if you could easily move the unit from place to place and have it ready to go in 30 seconds?

Do you think this could save time and reduce the risk of an accident or injury?

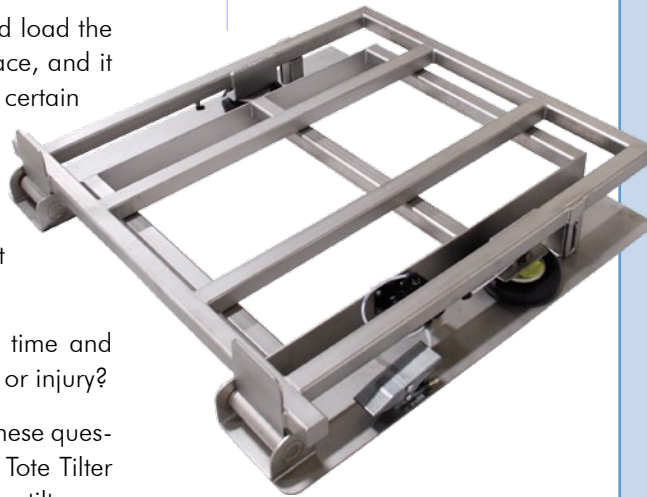
If you answered yes to any of these questions, CSI's newly engineered Tote Tilter is for you. The Tote Tilter can tilt your

tote automatically when a certain weight is reached; or, the operator can use the optional foot pedal to tilt the tote.

The CSI Tote Tilter allows the operator to load totes onto a level surface, and it is designed to be mobile, requiring only a small compressed air supply.

To learn more, or to watch the video, visit www.csidesigns.com/totetilter.php. Or, give us a call at **800.654.5635**.

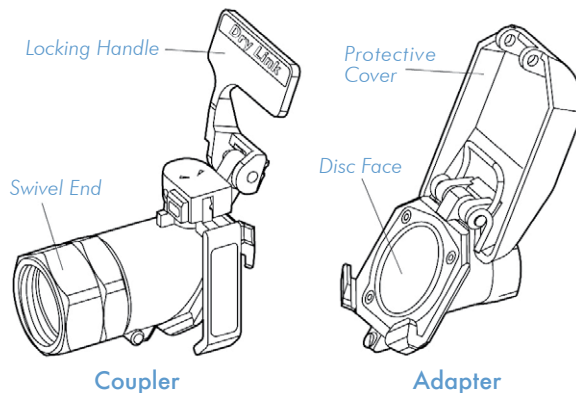
The Tote Tilter allows product to collect on one side of the container for more thorough evacuation.



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The shut-off disc design improves flow and greatly reduces interference in the flow path. Viscous fluids are less likely to cause gunk-ups, which can increase maintenance costs and downtime.



For the first time ever, there is a dry disconnect that actually lives up to its name: **Dry Link**. For more information on **Dry Link**—including catalogs, maintenance manuals and videos—visit CSI's website at www.csidesigns.com/drylink.php, or call **800.654.5635**.

"Whatever It Takes" Attitude & Experience Contribute to New CSI Role



When it comes to both CSI and industry experience, **Steve Bates** has it.

CSI was only a five-year old company in Jefferson City, MO when Steve accepted a position from founders Jim and Shirley Cook. From the start, he demonstrated a "whatever it takes" attitude and did what it took to get the job done, whether that meant polishing equipment or sweeping the floor.

In 1984, CSI—and their four employees—relocated to Springfield, MO. There, Steve's duties expanded to include welding, machining, field installation, and even equipment design and estimating.

The last 28 years have provided Steve with a wealth of experience and knowledge serving customers in the food, dairy, beverage, personal care, and pharmaceutical industries. Most recently, he worked as a designer/estimator, specializing in the custom design and fabrication of flow transfer panels.

In April, Steve will step into a new role at CSI as a technical consultant. Focusing on equipment distributors across the US, he will assist customers with virtually any need, including pumps, valves, fittings, custom fabrication, and even field installation.

"Jim and Shirley Cook showed me the importance of God, integrity, honesty, respect, and family values," he said. "Today, those same values are still a part of CSI, and I am as proud to be a CSI employee as I was 28 years ago."

The next time you need help finding the right piece of equipment, give Steve a call at **800.654.5634, extension 170**.



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Disaster Team Tackles Tough Potential Problems



By CSI President,
Mark Cook

Disasters are one of those things that we don't like to talk about. And, preparing for them is kind of like buying life insurance: it's a necessary plan, but you don't like to think about having to use it.

Another thing I've noticed about disaster planning is that it's hard to know where to start and where to stop. At CSI, we have a team, led by **Robert Duffer**, working on those plans we hope we never have to use.

One of the most crucial areas, and possibly the most fragile, is a

company's information systems. What happens if we lose a server? What about power outages? What about a tornado? Can the backups be restored reliably?

What about production and shipping? How about communication and letting people know where to meet if we can't access our plant for a day?

Another set of questions revolves around how to minimize risk. What are things that we can do to avoid outages?

These are just some of the questions that Robert and his team are tackling. They are breaking down the questions and creating plans to deal with the most basic to the very com-

plex occurrences. Basically, they are creating a road map for us to use if, or when, something out of our control affects our ability to take care of our customers.

At CSI we have always invested in sustainability, and we continue to do that in many ways. The reliability of our infrastructure is crucial to us, because we want to be crucial to our customers.

We know that continuity will be maintained by preparation and teamwork. Our planning skills are crucial for this level of preparation, and communication is crucial for teamwork.

I am confident that our team is up to the task.