

# Micro Air

NEWSLETTER

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Regional sales managers get schooled!

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Case Study success



There is not a dust collector for all applications. But there is a perfect Dust collector for EACH application

### MICHIGAN INDUSTRIAL VENTILATION CONFERENCE

Drew Turner and Jordan Thome attended the Michigan ventilation conference in Lansing MI. This specialized conference and training is focused on ductwork and venting for dust collection systems.



## NATIONAL SALES CONFERENCE 2025



Micro Air held their semiannual national sales conference in Wichita Ks. We had a fantastic turn out for this event with representation from most of our distributors. We were happy to award our top 3 disturbers for sales for 2023 and 2024. We also awarded the Top salesman for each year from the year's Top distributor. A huge thank you to everyone that attended as well as those who continue to partner with Micro Air. Your success is our success and we are so thankful for all of you. Let's make 2025 even better!

### 2023

1. Environmental Air Technology

2. Air Purification Inc

3. Air Cleaning Technology

*Top Salesman Mike Ellis*

### 2024

1. Environmental Air Technology

2. Air Purification Inc

3. KVA Engineering

*Top Salesman Rich Bradish*







# “Micro Air Custom Down Draft – Extended Work Surface”

Aquest had an existing customer reach out wanting to add multiple new XA34M units to their current workspace. We delivered a custom design back in 2019 that aided the end user in being able to utilize the large work surface of a XA34M while sitting down. This was achieved by extending the front overhang to a total of 14 inches. To accommodate for loss of air flow a 7 inch block off plate was installed in the rear of the table. Finishing touches included a 6 inch work shelf on the original design, shielding with lockable side shields, and LED light soft touch mat and silencer for improved noise level comfort. The customer request was to have the exact same thing replicated. We made a few minor adjustments mostly to the work shelf extending it to a total of 12 inches to make it more reachable to the worker. We were able to secure the design and Aquest delivered 7 more custom XA34M downdraft tables in March of 2025.

