CORPORATE STRUCTURE

MANUFACTURER’S REP

TX, OK, AR, LA, MS
4 Regional offices
7 sales reps

BUY/RESELL

UNITED STATES
In-house engineering
3 inside sales personnel

INTEGRATED SYSTEMS

UNITED STATES
Custom process projects
Retrofits & modernizations
CORPORATE OVERVIEW

▪ Over **40 years presence** in gulf coast region as top tier representative with Ran-le & Associates, RK Wilson and Associates, and Approtec Equipment Sales.

▪ **Synergistic lines** with industry leading manufacturers such as Donaldson Torit, ACS Valves, Pelletron, Nol-tec, Monitor Technologies, PEBCO, Auburn Systems/FilterSense, Cv Technology/Dustcon Solutions, Jacob Tubing, and more.

▪ Our **buy/resell division**, ARL Products LLC, provides organizational support on purchase of ancillary equipment, is a Donaldson Torit reseller, and is the fasting growing American distributor for BFM® fitting systems.

▪ Our **integrated systems division**, Approtec Wilson LLC, provides technical support, fabricated equipment, and integration of ancillary equipment as required.

▪ The **best in-house marketing team** for a US manufacturer’s representative to support our principals & equipment lines, promote new products, and generate digital leads.
HISTORY

1976: John Lewis & Clarence Range founded Ran-Le & Associates

1994: Approtec acquires Ran-Le to form Approtec Ran-Le

2007: Approtec opens buy/resell division, ARL Products LLC

2010: Approtec Equipment Sales founded by Gary Sealy

2014: Tony Kniffen & Brian Vandenberg buy Approtec Ran-Le

2017: Approtec acquires RK Wilson & Associates
LOCATIONS and TERRITORY

- Texas
- Oklahoma
- Arkansas
- Louisiana
- Mississippi
COMPANY PROFILE

Manufacturer’s representative for Bulk Solids Handling and Air Pollution Control
ABOUT US

- We provide **process solutions** for facilities located in Texas, Louisiana, Oklahoma, Arkansas and Mississippi. For more than 40 years, we have been representing equipment and systems manufacturers providing material handling solutions to a wide range of process industries.

- Our success is based on understanding our customers’ needs. We make it our business to be involved from **concept to completion** and provide the best solutions available. With in-house engineering capabilities, we strive to make it easy for our customers to do business with Approtec Ran-Le.

- We have over **200 years of in-house experience** working with customers to provide engineered and technical solutions. We pride ourselves in working with integrity and professionalism to develop successful long-term relationships.
# Our Manufacturers

<table>
<thead>
<tr>
<th>Manufacturer</th>
<th>Products/Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nol-Tec</td>
<td>Pneumatic Dust Collector Blending Systems</td>
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<tr>
<td>PIAB</td>
<td>Compact Vacuum Transfer Systems</td>
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<tr>
<td>ERIEZ</td>
<td>Pneumatic Conveying Systems, Deblending, Pellet/Chip Blowers, Medium and High Pressure Rotary &amp; Divert Valve</td>
</tr>
<tr>
<td>Pelletron</td>
<td>Screw Conveyors, Screw Feeders, Drag Conveyors, Industrial Bucket Elevators</td>
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<tr>
<td>Beumer Group</td>
<td>Form, Fill, and Seal Packaging, Robotic &amp; High Level Palletizing, Stretch Hooders and Wrappers, Bell &amp; Chain Bucket Elevators, Bell &amp; Chain Apron Conveyors, Overland Conveying</td>
</tr>
<tr>
<td>Hapman</td>
<td>Heli-Kit Flexible Screw Conveyors, Tubular Drag Conveyors, Vacuum Conveyors, Bulk Bag Fillers and Unloaders, Bag Compactors and Dump Stations</td>
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<tr>
<td>Quadro</td>
<td>Courses to Fine Grinding, Comil Conical Mill, FluidAir Centrifugal Screener, Scalable Lab System™</td>
</tr>
<tr>
<td>Fitzpatrick</td>
<td>Size Reduction Equipment, Chromatofast™ Rotating Basket, Lab Grinding Mills, Pharma hammermills, Scalable Lab System™</td>
</tr>
<tr>
<td>Allgaier</td>
<td>Tumbler &amp; Vibratory Screening, Spraydrying &amp; Circular Motion Screening, Mogul Mills, Mogul MicroCrush™ Sorting Systems, Fluidized Bed, Drum Dryers &amp; Coaters</td>
</tr>
<tr>
<td>Donaldson Torit</td>
<td>PowerCore™ Dual Collectors, Torit Downflow Evacuation Dust Collectors, Dualamatt™ Dust Collectors, Filter Bags &amp; Cartridges</td>
</tr>
<tr>
<td>ACS Valves</td>
<td>Rotary Valves - Heavy Duty, Sanitary USCA and SA, Quiet-Clean RotaryVal™, Drop Thru and Join Thru, NSF® R20 compliant</td>
</tr>
<tr>
<td>CECO Environmental</td>
<td>Fisher Klauerman systems &amp; venturi scrubber, Flex-Kleen in pressure/vacuum dust collector, HEE-Dual wet scrubber, CECO blowers and filter mist elimination, Advantex thermal oxidizer &amp; catalytic oxidation</td>
</tr>
<tr>
<td>Hi-Vac</td>
<td>Industrial Vacuum Cleaners, Wet &amp; Dry Operation, Mobile Vacuum Systems, Central Vacuum Systems, Truck Mounted Vacuums, Vacuum Rebuilding Services</td>
</tr>
<tr>
<td>JACOB</td>
<td>Quick-Connect™ Modular Tubing Systems, Conveying to Dual Collection, Steel Gates and bellows, Diverters and Turnheads, USDA &amp; FDA Components</td>
</tr>
<tr>
<td>DustCon Technologies</td>
<td>NFPA Compliance Experts, Explosion Isolation, Mitigation &amp; Suppression, Fine Plant Evaluations, Flameless Explosion Vents, Dust Hazard Analysis &amp; Testing</td>
</tr>
<tr>
<td>Monitor</td>
<td>Rotary Point Level Indication, SwissPar™ Fail-safe Solutions, SwissPar™ On-Demand Level Indication, SilTrak Inventory Software, Bluetooth and Cloud-Based Access, Firearm Guided Slave Rotor</td>
</tr>
<tr>
<td>Roto-Disc</td>
<td>Heavy Duty Spherical Valves, Inflatable Seal Spherical Valves, Sanitary Spherical Valves, Clean-Flo Divert Valve, Artslik/Double-Dump Valve Assemblies</td>
</tr>
<tr>
<td>InterSystems</td>
<td>Automatic Bumpers, Gravity and Pneumatic, Cross Cut, Belt Sweep, Automated Collection Systems</td>
</tr>
</tbody>
</table>
PERSONNEL

John Lewis – retired
Previous Owner, M.E. – Started direct for CARRIER

Gary Sealy - retired
Previous Owner – Started direct for ERIEZ

Brian Vandenberg
Co-Owner & V.P. – Aerospace Engineer
Strong pneumatics background.

Tony Kniffen
Co-Owner & President – Mechanical Engineer
Strong pneumatics background.
PERSONNEL

Jim Treske
N. Texas & Oklahoma - 25 years with Approtec Ran-Le
Pneumatics, food, cement & frac sand plants.

David Kennedy
Louisiana & Mississippi – 35 years in Material Handling
Bulk containers, filling, discharging and mixers.

Scott Treske
E. Oklahoma, N.E. Texas, Arkansas
Wide range of applications & industries.

Josh Graves
S.W. and S.E. Texas & S.E Louisiana
Plastics, cement, food, gypsum & pollution control.
PERSONNEL

Harry Swanstrom
Consultant (Approtec) and GM (ARL Products)
Over 50 years of experience in Materials Handling.

Todd Wilson
Project Engineer (Approtec Wilson)
27 years in solids handling including sales, support, solids process and project engineering.

Rhett Hunt
Inside Sales & IT Manager
Supports all reps in buy/resell division, technical assistance for Monitor, and manages all IT assets.

Adi Sinha
Inside Sales & Marketing
Supports all reps for Dust Collection & Magnetic Separation. Handles & supports all marketing.
PERSONNEL

- Brian Vandenberg - Co-owner and Vice President
  - Aerospace Engineer (Texas A&M): strong pneumatics background
  - Over 20 years of material handling experience in plastic, chemical, food, cement, and many other industries. Worked for material handling manufacturers in component and project engineering.
  - Regional Sales Manager for a material handling/extrusion manufacturer shortly after moving into Sales until he joined Approtec in 2005.

- Tony Kniffen - Co-owner and President
  - Mechanical Engineer (SD State University): strong pneumatics background
  - Started in design and manufacturing of pneumatic conveying equipment, then moved to Sales for the largest pneumatic conveying company in the world.
  - Strong background in the polyolefin’s industry, mechanical conveying, separation, and much more.
PERSONNEL

- Jim Treske – Sales (DALLAS)
  - BA Marketing (University of Wisconsin)
  - Territorial Sales Manager for Heil Tank Trailers in the Dry and Liquid Bulk Industries
  - Territorial Sales Manager for Drum Engineering to the Dry Bulk Solids Industry
  - Sales Engineer for Dings Magnetics Co.
  - Territorial Sales Manager for Approtec Ran-le since 1991
  - Strong background in pneumatics, food, cement, & frac sand plants.

- Scott Treske – Sales (DALLAS)
  - Schooling in both Mechanical Engineering and Marketing, ultimately graduating from the University of Texas at Arlington.
  - 13 years of experience handling a wide variety of applications & industries for Approtec – Food, Chemical, Aggregate, Wood Products, Mineral and Building Products, to name a few.
PERSONNEL

▪ Josh Graves – Sales (SAN ANTONIO)
  ▪ Joined Approtec in 2011 as inside sales manager
  ▪ Territory manager for West Texas, Golden Triangle, and Lake Charles areas (2018-Present).
  ▪ Experience in plastics/chemical, aggregate/cement, paper/wood, and food industries.

▪ David Kennedy – Sales (BATON ROUGE)
  ▪ 35 years industry experience working both a representative and inside sales positions.
  ▪ Joined Approtec in 2017 after 9 years with RK Wilson & Associates covering LA & MS.
  ▪ Specialized in selling bulk containers, discharging system, filling system, and mixers for major manufacturing principals.
  ▪ His customer base includes industries in wood, plastics, food, gypsum, and chemical industries.
OVERVIEW

ARL Products is a supplier of industrial equipment & parts, and a stocking distributor for BFM® fitting.

Located in Houston, TX, ARL Products is the fastest growing BFM® distributor in North America.

We are also an official supplier and reseller of Donaldson Torit® Dust Collector Systems and Monitor Technologies level measurement and level indication instruments.
PERSONNEL

HARRY SWANSTROM – General Manager

- Mechanical Engineering (University of Minnesota)
- Sales Manager, Dust Collection for Buhler-Miag, Inc. : Managed regional sales offices and developed new representative organizations (1972 – 1976).
PERSONNEL

RHETT HUNT – Inside Sales & IT Manager
◦ Handles all inside sales, customer service, and shipping & logistics coordination for buy/resell division.
◦ Responsible for all network and server infrastructure upgrades, IT asset management, email & data security, and maintaining infrastructure to support all sales related activities.

ADI SINHA – Inside Sales & Marketing
◦ Assists with inside sales and customer service for buy/resell and manufacturer’s rep divisions.
◦ Handles various marketing activities like design & production of materials, web development, digital ad accounts, generation & distribution of digital leads, and coordinating marketing campaigns with sales activities.

JOSH CURTUSAN – Shipping & Sales Assistant
◦ Assists with data entry, inventory management, shipping & inside sales for buy/resell division.
FULL SYSTEMS & INSTRUMENTS

PLUMB BOB STYLE SILO MONITORING UNIT

Over 55 YEARS OF EXPERIENCE IN LEVEL INDICATION TECHNOLOGY

ROTARY PADDLE BIN LEVEL INDICATOR
**Limestone processing**

Seeflex 040E with Kevlar covers used at the base of a limestone silo - under constant pressure.

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**Tile Production**

Seeflex 040E used to transport tile pigments.

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**Carbon Black**

Seeflex 040E used on a sifter intake & outlet with carbon black.

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**LM4 in Plastic Production**

LM4 connectors used in PVC pipe production - connectors are changed out 3 times per day.
ARL PRODUCTS  |  QUICK

Hundreds of items in stock locally

We can ship same day to your facility
We can provide same day proposals & drawings if required.

Tools & resources at your fingertips to size and install: www.flexiblefittings.com
ARL PRODUCTS | EXPERT

In-house engineering capabilities & synergistic lines makes us a one-stop-shop for dust collection, process connections, and level measurement & monitoring systems.

We provide fabrication drawings, spigots & connectors, and modified spigots with fabricated transitions and extensions for all connection requirements.
Custom connections to “drop in” to existing connections

150# drilled flanges, stub with Morris type couplings, Jacob flanges & more
Our experts customize solutions to fit your application

Electropolished BFM Spigot with Jacob assembly

Electropolished spigot with Jacob flange

Custom designs for special applications
ARL PRODUCTS | Our Customers
ARL PRODUCTS | Our Customers
ARL PRODUCTS | Our Customers
APPROTEC WILSON

SYSTEMS INTEGRATION AND CUSTOM PROCESS PROJECTS

Approtec Wilson combines over 200 years of in-house expertise to provide fabricated equipment, systems integration & custom process solutions to the Materials Handling industry nationwide.
PERSONNEL

TONY KNIFFEN
Project Manager

TODD WILSON
Project Engineer

HARRY SWANSTROM
Process Consultant

ADI SINHA
Inside Sales & Bookkeeper

BOB WILSON
Process Consultant
PERSONNEL

TODD WILSON – Project Engineer

BS Engineering Technology/Industrial Engineering, BBA – Marketing (Texas State University)

27 years in solids handling including sales/sales support, solids process and project engineering.

Specialist in continuous and batch weigh feeding, bulk bag handling, dust collection, pneumatic and mechanical conveying.

MAIN OFFICE

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