Choose AIRMATIC

Why Choose AIRMATIC?

Choosing a supplier for bulk material handling equipment involves more than comparing price and delivery. The right supplier should understand your application, help you evaluate alternatives, provide dependable equipment and technical support, and remain available after the order is placed.

Since 1944, AIRMATIC has built its business around doing exactly that.

Today, AIRMATIC combines the capabilities of an industrial equipment distributor, manufacturer, and service provider specializing in facilities that receive and unload, convey and transfer, store, feed and control, process, package, and load powders and bulk solids.

That combination gives our customers something increasingly valuable: one knowledgeable and accountable resource from application review through equipment selection, installation, maintenance, repair, and replacement.

Knowledge Before Products

The right equipment starts with understanding the application.

Before recommending a product, we want to understand the bulk material being handled, the equipment or process involved, the operating environment, the problem to be solved, and the result you need to achieve.

Our product managers, application specialists, account managers, and service personnel draw on decades of bulk-material-handling experience to help identify appropriate technologies, sizes, configurations, mounting methods, controls, and accessories.

Our objective is not simply to sell you a product. It is to help you select equipment that works for your application.

More Choices. Better Selection.

AIRMATIC represents leading manufacturers of equipment and components used throughout powder and bulk solids handling operations.

That breadth gives us the ability to consider different technologies, manufacturers, product types, and operating approaches rather than trying to make one manufacturer's product fit every application.

Whether the requirement involves material flow, industrial vibration, pneumatic flow aids, conveying equipment, railcar or dry-bulk-trailer unloading, valves and actuators, bin level detection, dust control, or related equipment, we can help customers evaluate available alternatives and make informed selections.

And because we support the products we sell, our involvement does not have to end when the equipment ships.

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airmatic.com | 215.333.5600 | infocenter@airmatic.com

Products We Manufacture – WORKMASTER®

AIRMATIC also manufactures and assembles industrial products under our WORKMASTER® private brand.

The WORKMASTER line includes Railcar Gate Openers, Trailer Trap Openers, Railcar Vibrator Brackets, BIN-BUTLER® Pulsed-Air Flow Aid Systems, Motor Starters, Time Sequence Controllers, and Air Prep Equipment and Assemblies.

AIRMATIC controls the product designs, drawings, tooling, molds, patterns, specifications, and product requirements associated with these products. Components are produced to our specifications by qualified manufacturing partners, with final assembly, inspection, application support, replacement parts, and service provided by AIRMATIC.

The result is a line of specialized industrial products backed by the same technical knowledge and aftermarket support we provide for the equipment we distribute.

Support from Application Through Operation

Getting the correct product is important. Getting the expected performance from it is equally important. AIRMATIC supports customers before, during, and after the purchase with application assistance, product selection, technical information, installation guidance, troubleshooting, replacement parts, maintenance support, and repair services.

When an application changes, equipment wears, a replacement is needed, or a problem develops in the field, customers have an established resource that understands both the equipment and the application. That continuity can help reduce downtime, extend equipment life, improve operating reliability, and make maintenance easier.

Field & Shop Services

AIRMATIC's capabilities extend beyond supplying equipment.

Our Field Services include equipment installation, maintenance, fabrication, silo cleaning, and related services for bulk-material-handling equipment and systems throughout the New England and Middle Atlantic states.

Our Shop Services support customers throughout the United States with inspection, repair, rebuilding, and testing of selected industrial equipment, including Railcar Gate Openers, Industrial and Railcar Vibrators, Vibratory Motors, Rebar Tiers, and Rebar and Wire Mesh Cutting and Bending Tools. Combining product knowledge with hands-on service experience also makes us better at diagnosing problems and recommending practical solutions.

Responsive Support & Dependable Fulfillment

Industrial operations cannot always wait.

AIRMATIC maintains extensive inventory of frequently required equipment, replacement parts, and accessories and works closely with our manufacturer partners to provide customers with accurate product information, pricing, availability, and delivery options.

Behind every order is a team of Customer Support, Account Management, Product Management, technical, warehouse, and service personnel working together to keep the process moving - from inquiry and quotation through shipment and aftermarket support.

When requirements are unusual or problems arise, we work to find an answer rather than simply passing the problem along.

More Than 80 Years of Accountability

AIRMATIC was founded in 1944 and today operates under fourth-generation family leadership.

That continuity matters because industrial relationships are built over time. Customers need suppliers that will stand behind what they sell, maintain product and application knowledge, support equipment after installation, and be there when the next requirement arises.

Accountability is central to the way we conduct business. When something needs attention, our responsibility is to help determine what needs to be done and then work toward getting it done. It is the practical meaning behind a promise that has become synonymous with AIRMATIC:

WE'LL HANDLE IT.

Work with AIRMATIC to help increase productivity, improve operating efficiency, reduce maintenance and repair costs, improve equipment reliability, and achieve a safer, cleaner workplace.

Whether you need help evaluating an application, selecting equipment, obtaining a replacement part, manufacturing a specialized WORKMASTER product, installing or maintaining equipment, or repairing it, talk with AIRMATIC.

Tell us what you're trying to accomplish. We'll help you determine how to handle it.

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