



Technical file

New EOS 10-C18 Pump



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1. Other Documents Available
2. Technical Features **EOS 10-C18**
3. **EOS 10-C18** - Comparison 10.14 Pump
4. **EOS 10-C18** - Versus Competition

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1 – Other Documents Available

EOS 10-C18 Airmix®



- Launching File
 - All information you need to know on The Product!



Other Documents Available

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2 – Technical Features

EOS 10-C18 Airmix®

Technical Features

Type of Air Motor.....340-2
 Type of Hydraulic.....C18
 Pump Pressure Ratio.....10/1
 Weight (Wall Mounted w/o suction rod)..5,3 kg

Wetted Parts:

Hard Chrome plated Stainless steel,
 Treated Stainless steel, Stainless steel

Pump Sealing :

Upper : Cartridge, Stainless steel body, GT seal
 Lower : Seal, PFA

Stroke, Air Motor Piston	45 mm	1,77 Inches
Surface, Air Motor Piston	35 cm ²	5,4 sq inches
Fluid delivery per Cycle	18 cm ³	0,60 oz
Number of cycle for 1 litre of product	55	55
Fluid delivery @ 30 cycle/mn (Maximum recommended pump speed)	0,54 litres	0,14 US Gal.
Fluid delivery @ 60 cycle/mn	1,08 litres	0,28 US Gal.
Maximum Air inlet pressure (Safety valve)	6,0 bar	87 psi
Maximum fluid discharge pressure	60 bar	870 psi
Balanced Acoustic Pressure @ 6 bar / 70 psi	79,4 dBa	79,4 dBa
Maxi operating temperature	60°C	140°F
Air consumption @ 30 Cycle/mn @ 4 bar	1,9 m ³ /h	1,12 scfm
Fluid inlet (foor valve) Pump with suction rod	M26x125	M26x125
Fluid inlet (foor valve) Pump w/o suction rod	F 1/2 BSP	F1/2 BSP
Air inlet (shut off valve, air supply)	F3/8 BSP	F3/8 BSP

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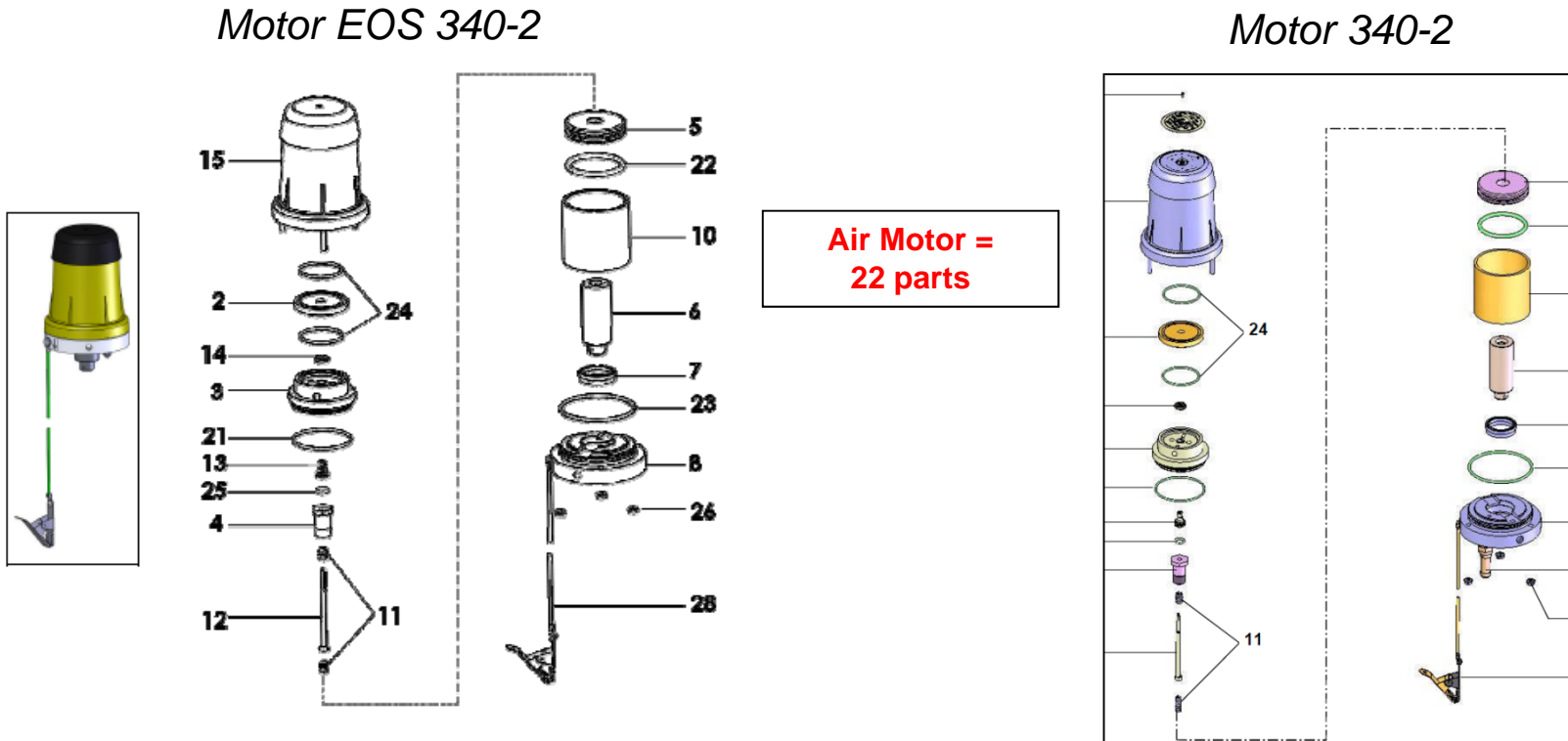


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3 – Comparison with 10.14 Pump EOS 10-C18 Airmix®

Air Motor

Comparison with 10.14 Pump



Number of parts is identical.

Construction is same, parts are compatible

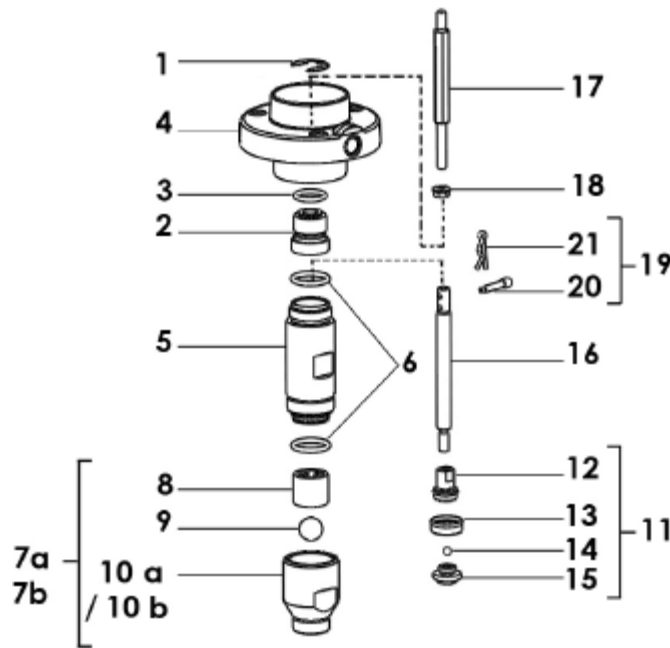
3 – Comparison with 10.14 Pump EOS 10-C18 Airmix®



Hydraulic section

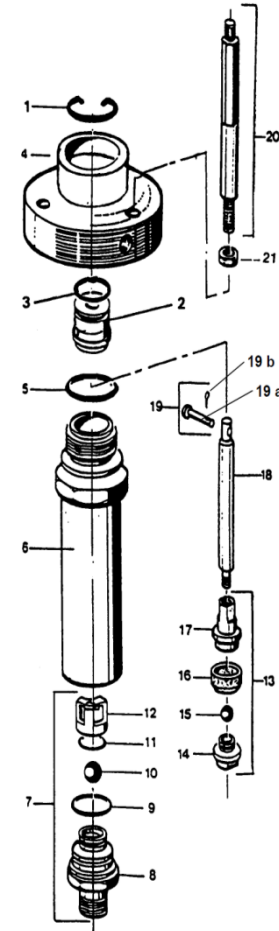
Comparison with 10.14 Pump

Hydraulic C18



Hydraulic Sect. = 18 parts
With tie rods and coupling kit

Hydraulic 14



Hydraulic Sect. = 20 parts
With tie rods and coupling kit

- 1. Hydraulic C18 is more simple**
- 2. Pump foot valve is redesigned to be easy to disassemble without tools**
- 3. Pump foot valve is now built with only 3 parts.**
- 4. Fluid Cylinder is shorter to eliminate the dead volume.**
- 5. Cartridge, fluid piston, exhaust valve are identical preserving the proven reliability of the 10.14 pump**
- 6. Most servicing parts are compatible.**

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4 – Versus Competition (Graco) EOS 10-C18 Airmix®



 **Graco Merkur™ ES 15/1**



Versus competition

Strength

- Strong sales Network
- Communication
- New Product
- Compact
- Hand tight Suction rod fitting

Opportunities

- Complete Solutions with G15 Spray Guns
- Competitive Pricing
- Strengthen even more Name Recognition

- External Air Motor Distributor
- Complicated servicing
- Very low volume hydraulic section (only 6cc)
- High cycle speed
- Hydraulic sec. with dead volumes

- Growing Market Shares in our targeted markets (wood)
- Approach of our best distributors

Weaknesses

Threats

www.kremlinrexson-sames.com

4 – Versus Competition (Graco) EOS 10-C18 Airmix®



EOS 10-C18

Versus competition



Strength

- Based on proven reliable components
- Simple construction
- Selling price very competitive
- Comes complete in 2 Plug and Spray Outfits, including the Spray tip!

Opportunities

- Complete Solutions with Xcite Spray Gun
- Easy to sell through distribution
- No need of training for sales force

- Less innovative than EOS 15 & 30-C25
- Evolution based on 10.14 pump (Not a revolution!)
- Old style 26x125 suction rod fitting.

- Growing Market Shares in our targeted markets; wood and metal
- Approach of new distributors in emerging countries.

Weaknesses



Threats

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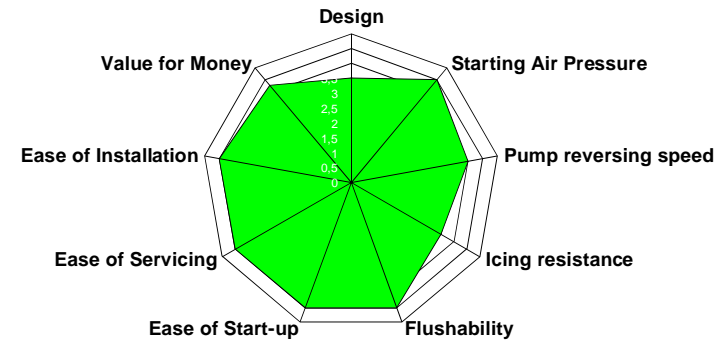
4 – Versus Competition (Graco) EOS 10-C18 Airmix®



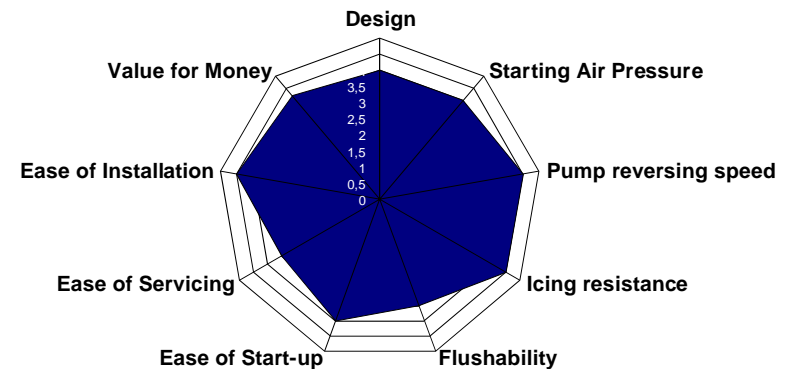
Versus competition

<u>Pumps tested in our Technical Laboratory</u>		
	EOS 10-C18	Merkur™ ES 15/1
Pump Pressure Ratio, Manufacturer	10/1	15/1
Pump Pressure Ratio, Real value	10/1	13,5/1
Wetted Parts	Stainless Steel	Stainless steel
Max. Air Pressure, Manufacturer	6,0 bar	7 bar
Max Fluid discharge Pressure	60 bar	103 bar
Fluid discharge Pressure @ 6 bar	59,5 bar	82 bar
Fluid Capacity per cycle, Manufac.	18 cc	06 cc
Fluid Capacity per cycle, real value	18 cc	06 cc
Fluid Flow @ 60 Cycles per min	1,08 litres	0,36 litres
Fluid Flow @ Maximum working speed recommended by Manufacturer	0,54 litres @ 30 cycles per mn	1,45 litres @ 240 cycles per mn
Sound Level, Manufacturer	79,4 dB	76,2 dB
Air Consumption @ 4 bar	1,9 m3/h	5,3 m3/h
Priming time @ 1 bar	7 sec	9 sec
Dimensions (H / W / D) in mm	400	560
	290	220
	180	250
Weight, bare pump	5,3 kg	6,9kg
Air Motor stroke	45 mm	10 mm
Ø of Suction Fluid Passage	9,9 mm	10 mm
Ø of Suction Ball	16 mm	13 mm
Ø of Exhaust Fluid passage	?? mm	?? mm
Ø of Exhaust ball	5 mm	8 mm

Kremlin Rexson EOS 10-C18



Graco Merkur™ ES 15/1

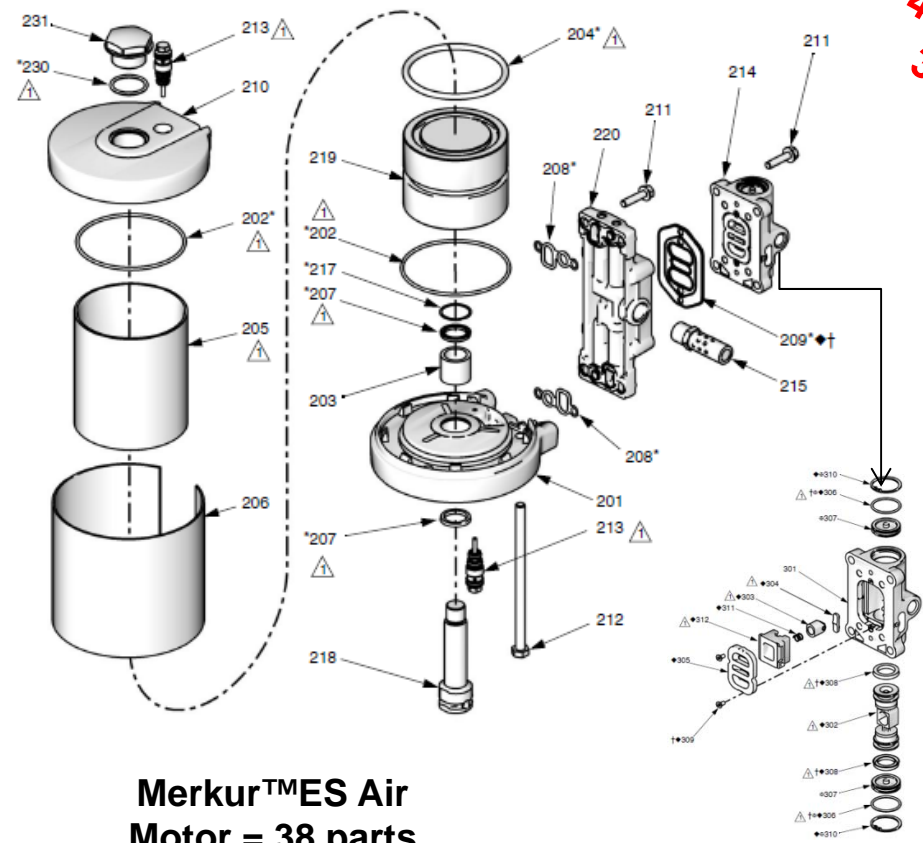


4 – Versus Competition (Graco) EOS 10-C18 Airmix®



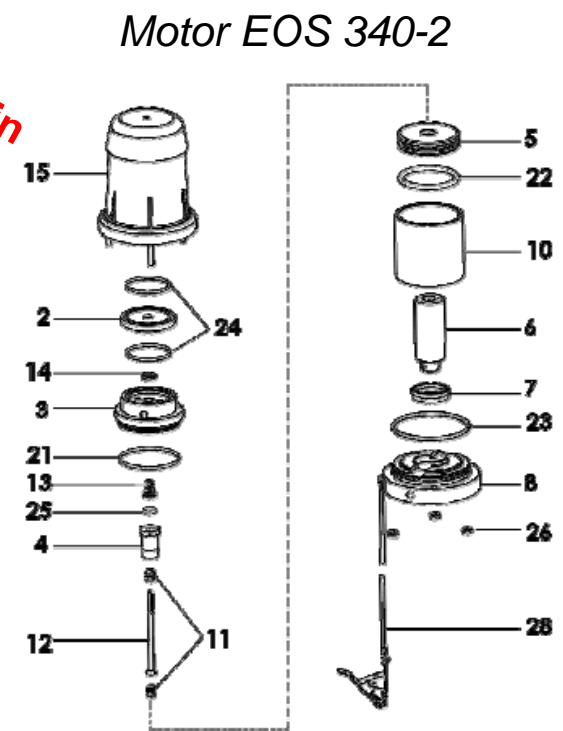
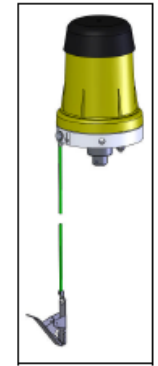
- Lots of parts in Merkur™ ES Air Motor, more complex design because of external air distributor. More Parts = **Time consuming and costly servicing.**

Versus competition



Merkur™ ES Air Motor = 38 parts

48% less parts in 340-2 EOS Air Motor!



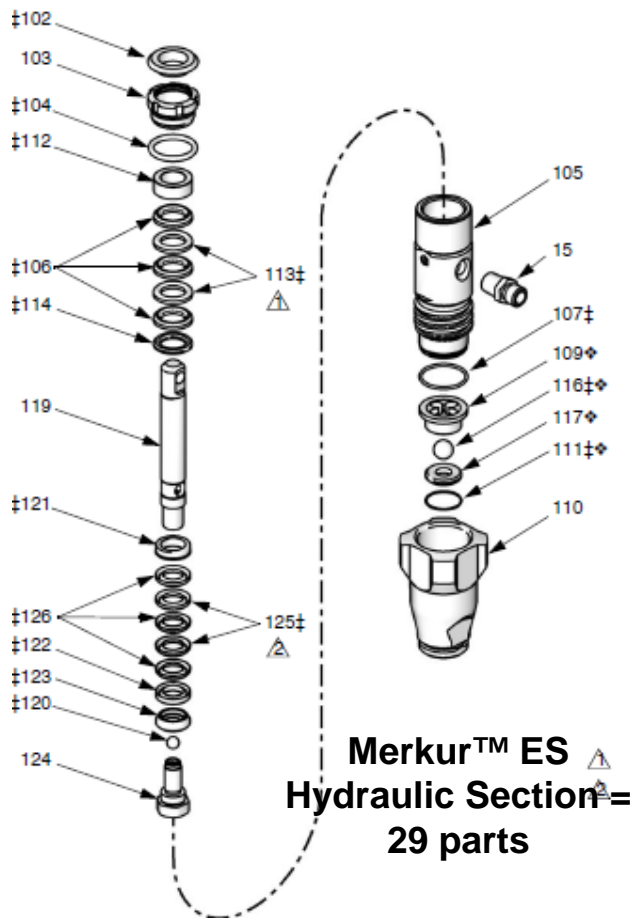
Air Motor = 22 parts

4 – Versus Competition (Graco) EOS 10-C18 Airmix®

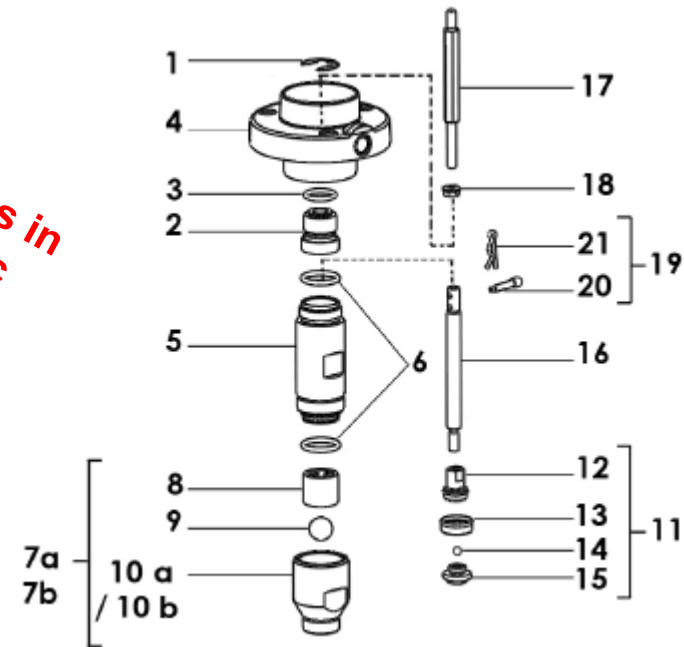


- Lots of parts in Merkur™ ES Hydraulic Section. More complex design, more seals
= Time consuming and costly servicing.

Versus competition



50% less parts in C18 hydraulic section!



Only 15 parts in the C18 hydraulic Section!
(Tie rods and coupling excepted)

4 – Versus Competition (Graco)

EOS 10-C18 Airmix®

- The hydraulic Section of pump Merkur™ ES is built with **29 parts**
- The hydraulic sec. C18 of EOS 10-C18 is built with **15 parts Only**
= 50% less parts!!!
- The Air Motor of pump Merkur™ ES is built with **38 parts**
- The Air Motor 340-2 of EOS 10-C18 is built with **21 parts Only**
= 48% less parts!!
- Time comparisons to disassemble and replace the serviceable parts are:

Versus competition

	Disassembling Air Motor from Hydraulic Sect..	Disassembling Hydraulic sec.	Disassembling of Foot valve	Disassembling of Exhaust valve	Replacement of Exhaust Packing.	Number of tools needed
Merkur	1 min 15	3 min 30	0 min 30	1 min 20	1 min	9
EOS	1 min	2 min 30	0 min 30	1 min	0 min 30	10

4 – Versus Competition (Binks) EOS 10-C18 Airmix®



Binks MX 4-12



Versus competition

Strength

Available on Stand

- Innovation (anti stalling device in the Air distributor)
- Low Starting Air Motor pressure

Opportunities

- Complete Solutions with AA 1600 Spray Guns
- Attractive pricing

- External Air Distributor
- Air Motor Icing
- Complicated servicing
- Non Balanced Air Motor
- Hydraulic sec. with high dead volumes
- Sales Network

Weaknesses

- Growing Market Shares in our targeted markets (wood)
- Approach of our best distributors

Threats

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4 – Versus Competition (Binks) EOS 10-C18 Airmix®



 EOS 10-C18

Versus competition



Strength

- Based on proven reliable components
- Simple construction
- Selling price very competitive
- Comes complete in 2 Plug and Spray Outfits, including the Spray tip!

Opportunities

- Complete Solutions with Xcite Spray Gun
- Easy to sell through distribution
- No need of training for sales force

- Less innovative than EOS 15 & 30-C25
- Evolution based on 10.14 pump (Not a revolution!)
- Old style 26x125 suction rod fitting.

- Growing Market Shares in our targeted markets; wood and metal
- Approach of new distributors in emerging countries.

Weaknesses



Threats

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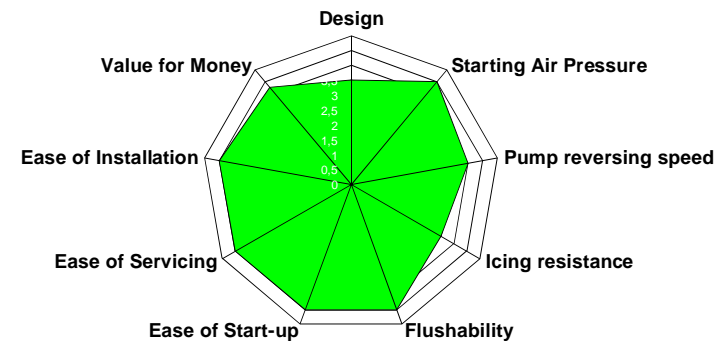
4 – Versus Competition (Binks) EOS 10-C18 Airmix®



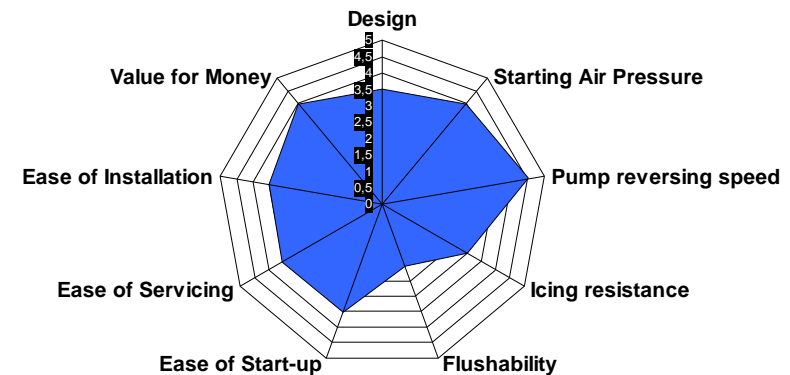
Versus competition

<u>Pumps tested in our Technical Laboratory</u>		
	EOS 10-C18	MX4-12
Pump Pressure Ratio, Manufacturer	10/1	12/1
Pump Pressure Ratio, Real value	10/1	12/1
Wetted Parts	Stainless Steel	Stainless steel
Max. Air Pressure, Manufacturer	6,0 bar	8 bar
Max Fluid discharge Pressure	60 bar	96 bar
Fluid discharge Pressure @ 6 bar	59,5 bar	72 bar
Fluid Capacity per cycle, Manufac.	18 cc	24 cc
Fluid Capacity per cycle, real value	18 cc	22 cc
Fluid Flow @ 60 Cycles per min	1,08 litres	1, 3 litres
Fluid Flow @ Maximum working speed recommended by Manufacturer	0,54 litres @ 30 cycles per mn	0,44 litres @ 20 cycles per mn
Sound Level, Manufacturer	79,4 dB	87,1 dB
Air Consumption @ 4 bar	1,9 m3/h	3,75 m3/h
Priming time @ 1 bar	7 sec	8,75 sec
Dimensions (H / W / D) in mm	400	715
	290	230
	180	330
Weight, bare pump	5,3 kg	7,2 kg
Air Motor stroke	45 mm	75 mm
Ø of Suction Fluid Passage	9,9 mm	12,5 mm
Ø of Suction Ball	16 mm	15 mm
Ø of Exhaust Fluid passage	?? mm	5 mm
Ø of Exhaust ball	5 mm	6 mm

Kremlin Rexson EOS 10-C18



Binks MX 4-12

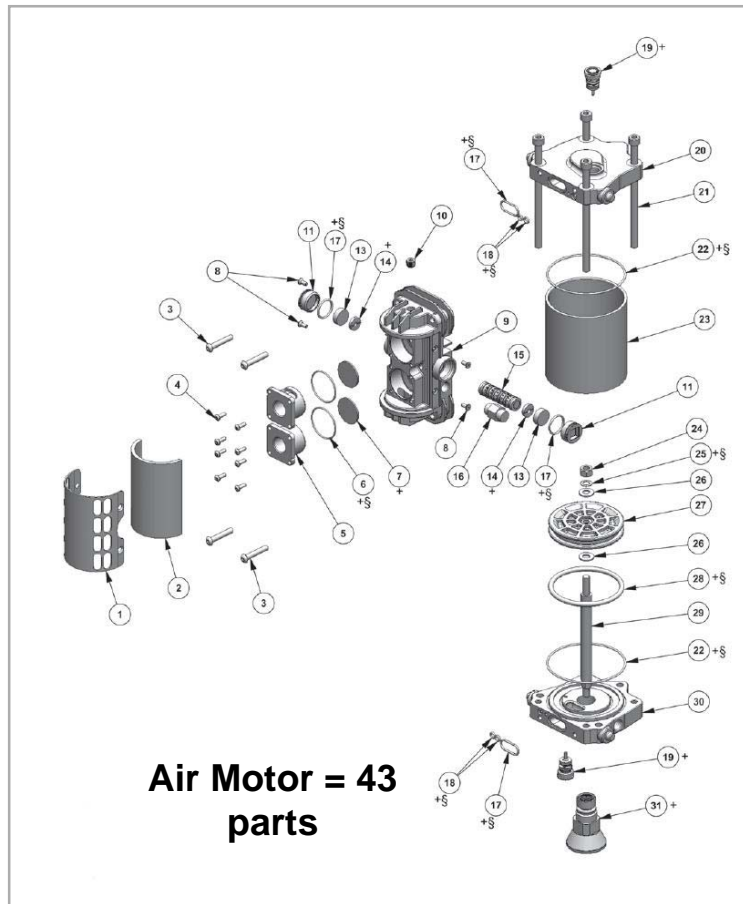


4 – Versus Competition (Binks)

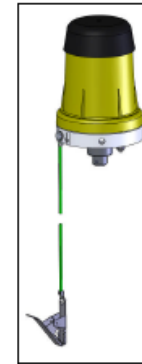
EOS 10-C18 Airmix®

- Complex design Air Motor with external Air distributor. **More parts to disassemble = Time consuming and costly servicing.**

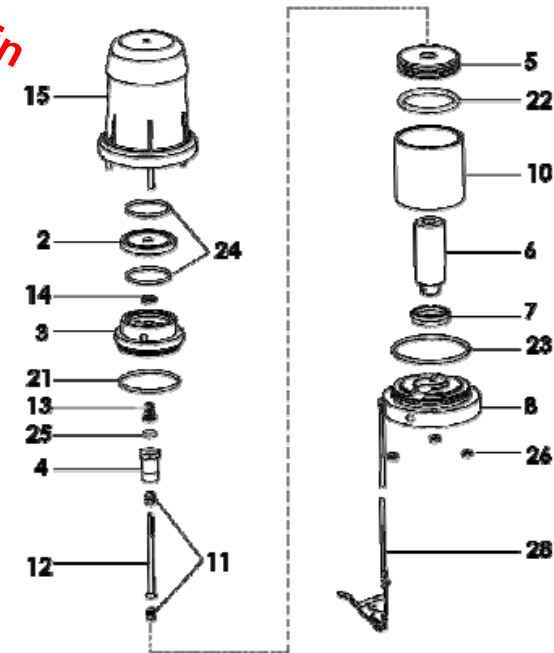
Versus competition



50% less parts in 340-2 EOS Air Motor!



Motor EOS 340-2



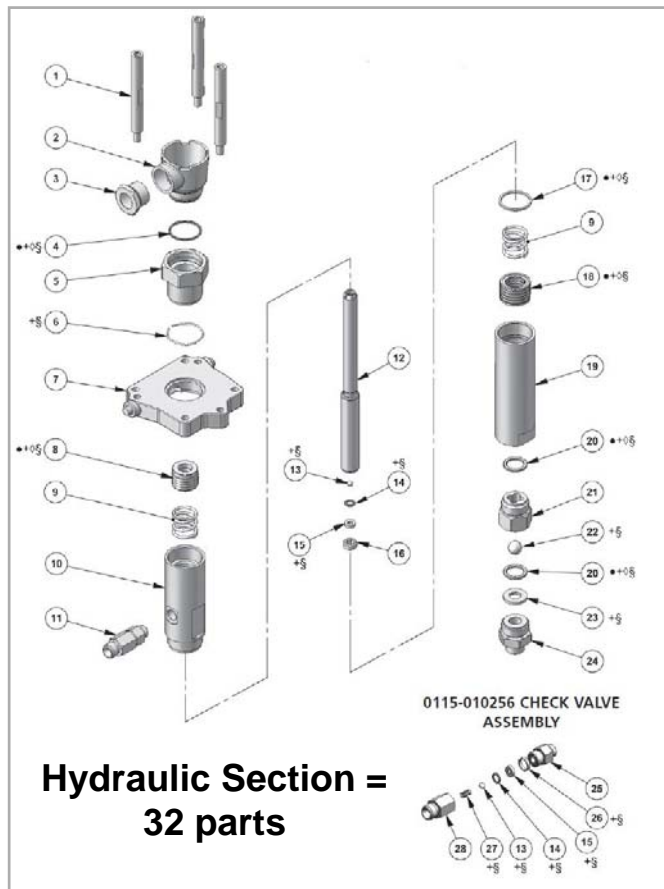
Air Motor = 22 parts

4 – Versus Competition (Binks)

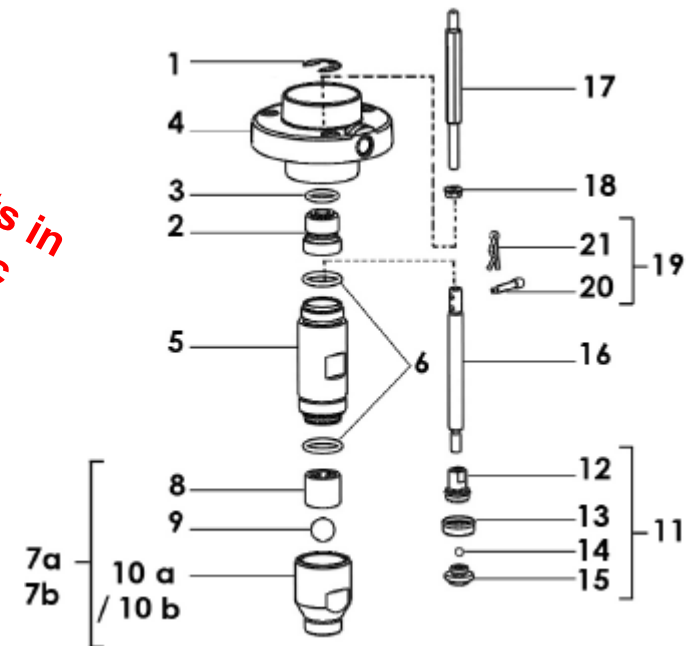
EOS 10-C18 Airmix®

- More Complex design with lots of parts and Tie rods used to assemble Air motor and Hydraulic section. **More parts to disassemble = Time consuming and costly servicing.**

Versus competition



50% less parts in C18 hydraulic section!



Only 15 parts in the C18 hydraulic Section!
(Tie rods and coupling excepted)

4 – Versus Competition (Binks)

EOS 10-C18 Airmix®

- The hydraulic Sec. 24 of pump MX™ is built with **32 parts**
- The hydraulic Sec. C18 of EOS 10-C18 is built with **15 parts = 50% less parts!!!**
- The Air Motor A55 of pump MX™ is built with **43 parts**
- The Air Motor 340-2 of EOS 10-C18 is built with **22 parts = 50% less parts!**
- Time comparisons to disassemble and reassemble the hydraulic sec. are:

Versus competition

	Disassembling Hydraulic sec.	Replacement of Foot valve	Replacement of Exhaust valve	Reassembling Hydraulic sec.	Number of tools needed
MX™	2 min	1 min 30	4 min 45	3 min 30	11
EOS	2 min 30	0 min 30	1 min	0 min 30	10

4 – Versus Competition (CAT) EOS 10-C18 Airmix®



 CA Technology 14/1



Versus competition

Strength

- Light and Easy to install
- Easy to Flush
- Low Starting Air Motor Pressure
- Easy Servicing

Opportunities

- Complete Solutions with BobCat Spray guns
- Attractive pricing on US market!

- Quick Icing of Air Motor
- No innovation
- Open construction between Air Motor and Hydraulic Sec.
- Old style design
- “Low Cost” Aspect
- High Noise level

Weaknesses

- Growing Market Shares in North America in our targeted markets (wood)
- Approach of our best distributors

Threats

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4 – Versus Competition (CAT) EOS 10-C18 Airmix®



EOS 10-C18



Versus competition

Strength

- Based on proven reliable components
- Simple construction
- Selling price very competitive
- Comes complete in 2 Plug and Spray Outfits, including the Spray tip!

Opportunities

- Complete Solutions with Xcite Spray Gun
- Easy to sell through distribution
- No need of training for sales force
- Worldwide sales network

- Lower Pressure Ratio
- Evolution based on 10.14 pump (Not a revolution!)
- Old style 26x125 suction rod fitting.

- Growing Market Shares in our targeted markets; wood and metal
- Approach of new distributors in emerging countries.

Weaknesses



Threats

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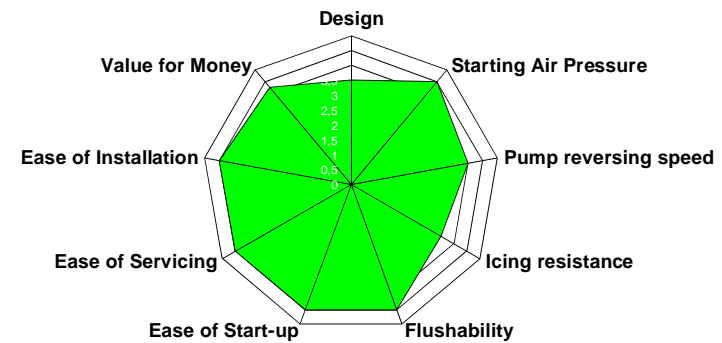
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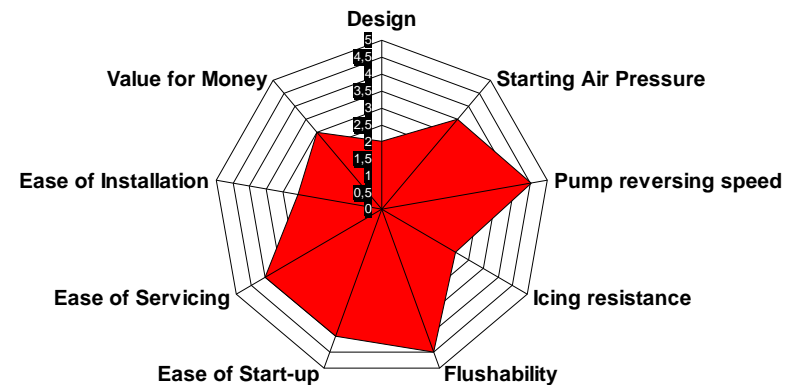
Versus competition

<u>Pumps tested in our Technical Laboratory</u>		
	EOS 10-C18	AAA 14 :1
Pump Pressure Ratio, Manufacturer	10/1	14/1
Pump Pressure Ratio, Real value	10/1	13/1
Wetted Parts	Stainless steel	Stainless steel
Max. Air Pressure, Manufacturer	6,0 bar	8,3 bar
Max Fluid discharge Pressure	60 bar	116 bar
Fluid discharge Pressure @ 6 bar	59,5 bar	78 bar
Fluid Capacity per cycle, Manufac.	18 cc	18 cc
Fluid Capacity per cycle, real value	18 cc	18,5 cc
Fluid Flow @ 60 Cycles per min	1,08 litres	1,1 litres
Fluid Flow @ Maximum working speed recommended by Manufacturer	0,54 litres @ 30 cycles per mn	No Advise
Sound Level, Manufacturer	79,4 dB	--
Sound Level, Real value @ 4,8 bar	79,4 dB	89,7 dB
Maximum Air Consumption	1,9 m3/h	-- m3/h
Dimensions (H / W / D) in mm	400 290 180	480 155 155
Weight, bare pump	5,3 kg	7,2 kg
Air Motor stroke	45 mm	50 mm
Ø of Suction Fluid Passage	9,9 mm	?? mm
Ø of Ball, Suction	16 mm	?? mm
Ø of Exhaust valve Fluid Passage	?? mm	5,05 mm
Ø of Exhaust valve Fluid passage	5 mm	5 mm

Kremlin Rexson EOS 10-C18



CATechnologies 14.18

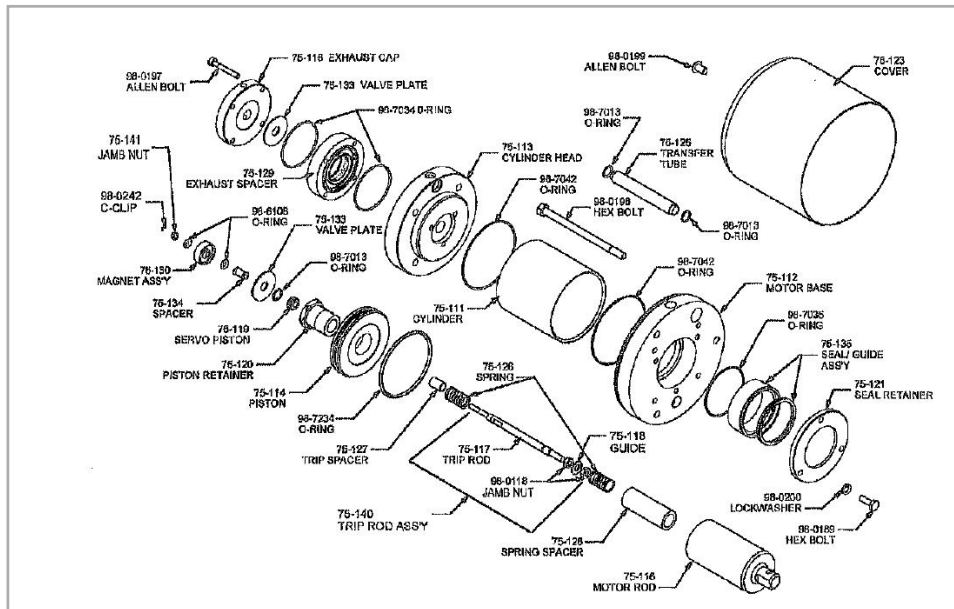


4 – Versus Competition (CAT) EOS 10-C18 Airmix®

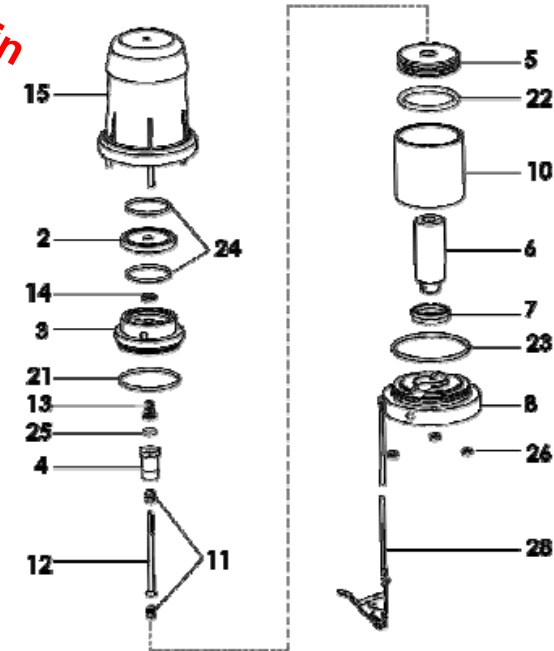
- CAT 14.18 is coming with a complex Air Motor. It is built with lots of parts
= **Time consuming and costly servicing!**

**40% less parts in
340-2 EOS Air
Motor!**

**Air Motor =
36 parts**



Motor EOS 340-2



**Air Motor =
22 parts**

Versus competition

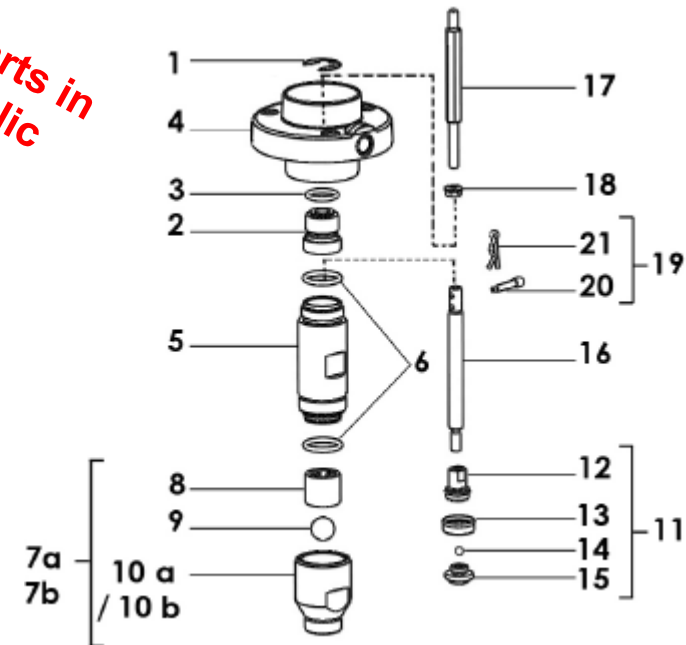
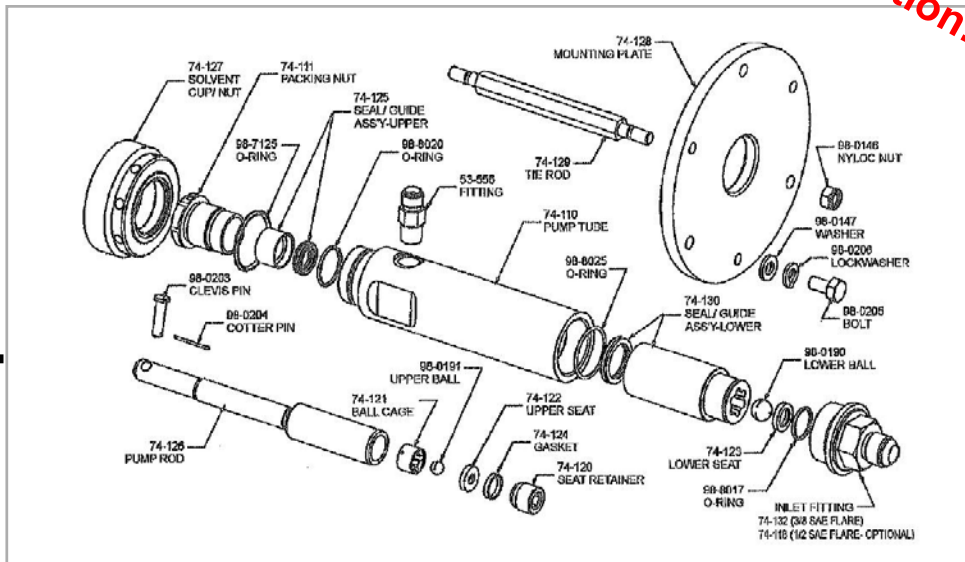
4 – Versus Competition (CAT) EOS 10-C18 Airmix®

- CAT 14.18 is coming with a complicated hydraulic section. It is built with lots of parts. = **Time consuming and costly servicing!**

Hydraulic sec. =
29 parts

**50% less parts in
C18 hydraulic
section!**

Versus competition



**Only 15 parts in the C18 hydraulic Section!
(Tie rods and coupling excepted)**

4 – Versus Competition (CAT)

EOS 10-C18 Airmix®

- The Hydraulic Sec. **18** of pump CAT is built with **29 parts**
- The Hydraulic Sec. **C 18** of pump EOS 10-C18 is built **15 parts**
= **50% less parts!!!**
- The Air Motor C14 of pump 14.18 is built with **36 parts**
- The Air Motor 340-2 of EOS 10-C18 is built with **22 parts**
= **40% less parts!!**
- Time comparisons to disassemble and reassemble the hydraulic sec. are:

Versus competition

	Disassembling Hydraulic sec.	Disassembling of Foot valve	Disassembling of Exhaust valve	Replacement of Exhaust Packing.	Number of tools needed
CAT	3 min 15	1 min 15	3 min 15	1 min 15	7
EOS	2 min 30	0 min 30	1 min	0 min 30	10