

BECKETT  AIR™

*EXPERTS IN MOVING AIR*





## Beckett Air: An Air-moving Journey

Chuck Visocky – President and CEO, Beckett Air

The seeds that grew to become Beckett Air were planted in 1980 when John and Wendy Beckett visited the Fergas AB factory in Linköping, Sweden.

Fergas, then a 30 year-old family business that produced highly engineered blower wheels, possessed air-moving technology that would soon become critically important to Beckett as it developed its AFG burner in the mid-1980s. Fergas founder, Lennart Wallman, had invented an air guide — the “kona” — that, when matched with their patented blower wheel, provided significant performance advantages for the new burner. The Beckett's visit to Sweden was the beginning of a warm personal and business relationship with the Wallman family — people whom we've found have aspirations and values very similar to our own.



*Burner housing with  
pressure-enhancing air guide*

A few years later, Bob Cook, always looking for opportunities for Beckett to grow, began discussions with Lennart's son, Bo Wallman, then CEO of Fergas, with the idea of producing Fergas' products in the US. At the same time, Ventra, Beckett's US blower wheel supplier, indicated an interest in divesting its product line. Beckett and Fergas saw the acquisition as the perfect opportunity to launch a new business. On June 28, 1988, Beckett Air became a reality when Ventra's business was acquired and moved to a 20,000 square-foot rental facility just a mile from R.W. Beckett's plant. The new BAI team included several Beckett employees who helped provide a cultural foundation for the start-up. Dan Mober, previously the controller at R.W. Beckett, became BAI's first president.

In the early '90s, new regulations mandated that furnace producers dramatically improve energy efficiency — requirements that were best met with a powered draft inducer system. Fergas had exactly the right product for this application, with superior

performance yet competitive pricing, and BAI quickly became the supplier of choice for its customers.

By 1993, BAI broke ground on a new plant — the first in Beckett's Technology Park. The 65,000 square-foot facility was dedicated in 1994.

*Beckett Air groundbreaking with local and statewide dignitaries*



# FAN THE FLAMES



*Beckett Air Board. Seated: Rikard Wallman, Chuck Visocky  
Standing: John Beckett, Kevin Beckett, Scott Sorensen, Bob Balfantz*

Demand remained strong for Beckett Air products into the late '90s, and in 2001 the footprint of the company's manufacturing space was increased by 70,000 square feet, bringing total space to 135,000 square feet. Scott Sorensen, who had helped BAI with market studies, joined the board in 2003. A year later, blower wheel production reached its all-time peak of 6.5 million units.

Soon, though, Beckett Air faced new challenges: a significant loss of market share to Asian wheel manufacturers who were willing to compete at drastically lower prices, followed by a severe housing market downturn in the US. Several BAI as well as Fergas customers were relocating manufacturing to China, which opened an opportunity for a joint venture between the two companies in southern China. The new company, Fergas Asia Pacific, opened for production in 2005 in a new 65,000 square-foot plant, office and dormitory facilities.

In early 2007, Chuck Visocky, who had worked a decade earlier at R.W. Beckett, became Beckett Air's president/CEO. The following year, the company acquired a Chicago-based manufacturer, PM Motors, a producer of axial and radial fans, and moved it to Ohio. And in 2010, the company began producing tangential wheels for the commercial HVAC market, a product line that now accounts for 30 percent of total revenue. In the same year, Bob Balfantz joined BAI's board.

Beckett Air has achieved much in its 25 years, not the least of which is the total production of more than 100 million blower wheels. Throughout, the company's leadership has been intentional about integrating the well-established Enduring Values of the Beckett companies. Now, Rikard Wallman, Bo's son, is the third generation CEO of Fergas in Sweden and a board member of BAI. He and the Beckett Air team sustain what has been a remarkable family and business relationship. Today, that bond results in a powerful presence in North America, Europe and Asia, providing global solutions for the tightly knit companies' ever-growing offerings of air-moving products. ■



# FOR A BRIGHT FUTURE

**Beckett Air is a premier high volume supplier to the HVAC and Appliance industries.**



**Beckett Air produces a full range of air moving components for HVAC and Appliance markets.**

**Beckett Air** has successfully served the HVAC and Appliance industries for over two decades. Through cost effective design, manufacturing efficiencies, on-time deliveries and superior quality; Beckett Air stands ready to fulfill OEM requirements for airflow components.

Beckett Air™ components are found in leading brands of:

Furnaces

Convection Ovens

Range Hoods

Retail Case Coolers

Commercial Appliances

Ventilators

Air Conditioners

Electronic Cooling Units

Commercial Fan Coils

Water Heaters

Refrigerators

Humidifiers



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