



A L P H A I R
VENTILATING SYSTEMS INC.

Summer Newsletter

The Evolution of Alphaair...

- 1933... Alpha Fans was created
- 1960 Canadian Division of Joy purchased Alpha Fans
- 1985 – Company was sold and renamed Alphaair Ventilating Systems. A new division was created with Ultraspan Technologies.
- 1997 ... Long and successful relationship with Joy was ended with the sale of the Joy Axial fan line. The Alphaair Ventilating Systems line of Jetstream™ fans was launched
- 2001... Alphaair Ventilating Systems purchased the exclusive rights to the International Industrial Fan line of commercial centrifugal fans.

Alphaair capabilities...

- 55,000 sq.ft plant
- 125 employees
- ISO 9001-2000 Certified Quality System
- Representative of Association of American Railroads
- CE Marking under review

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All about Vibration.....

Displacement

A value representing the distance and direction that a body moves away from a stationary or neutral position

Peak

A peak displacement, velocity or acceleration reading refers to the value occurring at the maximum deviation from zero or the stationary value

Peak to Peak Displacement

Peak to Peak amplitudes refers to the total range traveled in on cycle. Peak to peak readings applies to displacement readings only.

Frequency

In cyclical motion, the number of cycles that occurs per sec (Hz) or cycles occurring per minute (cpm).

Fan Vibration Level

The fan vibration level refers to the vibration amplitude at the fan bearings expressed in units of displacement or velocity.

Residual Unbalance

Unbalance of any kind that remains after balancing.

Filter In - Sharp

Vibration measured only at a frequency of interest

Filter Out – Broad

Vibration measured in a wide frequency range. This is called “overall” vibration.

Mils – unit of displacement

One mil equals one thousandth of an inch (1 mil = 0.0001)

Velocity

In cyclic motion, the time rate change in displacement

... courtesy of Rudi Engel, Alphaair Service Representative

Codelco Chile - El Teniente

In 2002, Alphair Ventilating Systems participated on the Codelco – El Teniente mine in Chile in conjunction with Alphair’s Chilean representative, Ziebttec Ltda and Senior Sales Industrial Representative, Fernando Ruiz.

El Teniente is one of the major mining divisions and the largest underground mine in the world with 1500 km of underground galleries and 50 km developed each year.

The mine is located 2100 metres above sea level, 80 km south of Santiago and 44 km from Rancagua. There are four elevators or ‘cages’ in the mine connecting the 14 working levels in which you would find their offices, warehouses, electrical sub-stations, workers mess-hall as well as maintenance shops and complex ventilation systems.

As part of the \$330-million dollar upgrade to El Teniente, ventilation to the galleries was supplied and is now controlled centrally by 60” – 66” VAX 2700 fans. Alphair supplied over 100 axial tunnel ventilation fans to the underground galleries in one year, specifically Pipa Norte, Reservas Norte and Esmeralda. The majority of the axials supplied are 45” Arrangement 4 VAX 1800’s with 30 hp motors.

- For more information on the Codelco mines, please visit their website...<http://www.codelco.cl>

Representative Profile—Ziebttec, Ltda

- Ziebttec was formed in Santiago, Chile in 1999
- The two principals are Ivan Abulias and Konrad Ziebold, both reside in Santiago.
- Ivan is an engineering graduate of Los Lasereña University and has a long history in mine ventilation.
- Konrad is an engineering graduate of the University of Santiago and has experience in industrial process engineering
- Ziebttec joined the Alphair team in 2000 bringing their wealth of knowledge in mining and process ventilation.
- Ziebttec also represents the Dampex Group of dampers and Aliva

Chilean wines are arguably South America's best.

A *pisco sour* is a popular drink which easily gets you piscoed - it's a grape brandy served with lime juice, egg white and powdered sugar.

Employee Profile—Senior Sales Representative—Industrial Products —Fernando Ruiz

- Fernando joined the Alphair Sales Team in 2002
- He is a native of Mexico City, Mexico and emigrated with his wife Denora and two daughters
- He obtained his Masters in Business Administration and his degree in Industrial and Systems Engineering from the Technical Institute in Monterrey.
- His last position was the Technical Director of Equipos Electromecanicos in Mexico.
- Alphair welcomes his knowledge and expertise in both mining and industrial applications.
- For industrial sales applications, please feel free to contact Fernando by email at fernando.ruiz@alphair.mb.ca or by phone at 204-694-6666, ext 232



Flag of Mexico



Commitment to Quality ...

New Developments

- Catalogues available by June 2003.
- New Fan Selection Program ... available by September 2003.
- New Website ... available by June 2003

New People ...

- Ken Legge – Project Co-ordinator – Red River College graduate of Mechanical Engineering Technology
- Elizabeth Malthaner – Inside Sales / Marketing – 10 years with industrial fan sales and customer service

Also...

- Improved lead times.....based on approval for manufacturing, most standard IIF fans are now available in 4-5 weeks.
- General Sales Meeting ... held on September 25-27, 2003 in Winnipeg, Manitoba



International Industrial Fan—
Model IND AH

Alphair People in the news....

Please join us in

Welcoming new staff...

- Tim Letkemann - Sales Manager
- Jason McNish – Planner
- Brent Riguidel – Intermediate Draftsperson / Technologist

Congratulations in Promotions to...

- Craig Hillier as Drafting Manager

Well Wishes to Retirees ...

- Murray Jordan – Planner
- Rudi Engel—Service (working part-time)

The significant problems we face cannot be solved at the same level of thinking we were at when we created them

~ Albert Einstein~

Our Newest Employee.... Tim Letkemann—Sales Manager

- Joined the Alphair Team on May 12, 2003 as Sales Manager
- Graduated in 1991 from University of Manitoba in Mechanical Engineering. Professional Engineer in 1993
- 12 years experience in sales and senior management in the noise control industry. The last 6 years in charge of sales and marketing.
- Experienced in acoustical engineering, project management, working with agents and OEM's.
- Tim will be reporting to Ron Prevost-Derbecker, the Sales General Manager





A New Standard of Performance

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MARK YOUR CALENDARS....

Alphair Ventilating Systems invites all sales representatives to take part in this year's **General Meeting** to be held in Winnipeg from September 25 to September 27, 2003 at the Radisson Suite Hotel near the Airport.

The event begins Thursday evening with a reception. There will be a meeting / information session for all day Friday. Dinner and entertainment will be at the Club Regent Casino. Saturday morning will consist of a short meeting, plant tour, lunch and an afternoon golf tournament at the Rat River Golf Course

All meals and accommodations at the Radisson Hotel will be courtesy of Alphair Ventilating Systems.

Please contact Elizabeth Malthaner at 204-694-6666, ext 250 or email to elizabeth.malthaner@alphair.mb.ca for more information.

Who to Contact

Quality Assurance Issues.....
Ted Shorten, ext 252

Production Planning, Shipping,
Scheduling for Alphair.....
Trevor McDougall, ext 239

Production Planning, Scheduling for
International Industrial Fan
Ken Legge, ext 226

International Industrial Fan Sales and
Service
Elizabeth Malthaner, ext 250

Mining Fan Applications
Bart Gilbert, ext 228

Industrial Fan Applications
Fernando Ruiz, ext 232

Fan Parts, Repairs and Service
Brian Bowker, ext 253
Rudi Engel, ext 237

Drawing Requirements
Craig Hillier, ext 268

Sales Representative Issues
Tim Letkemann, ext 251



The official flag of the Province of Manitoba is the Red Ensign, bearing the provincial coat of arms. This flag was given royal approval by Her Majesty Queen Elizabeth II in October 1965, and officially proclaimed on May 12, 1966.