

April 2006

Published by Stanmech Technologies Inc.
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Customer Success Story Leister's Advances in LHS Hot Air Tools Rick Chomiak: Sales Rep & Plastics Welding Trainer IFAI Definitely Worth While Testimonials

Success Story:

Swift Solution for Christmas Customer

The Achievement

STANMECH was able to meet the needs of a manufacturer who wanted a specialized solution within a tight timeframe during a challenging time of year: Christmas. The company contacted STANMECH on Dec. 15, 2004. On Jan. 21, 2005, STANMECH shipped the equipment to a completely satisfied customer.

The Details

A manufacturer of industrial fabrics wanted to replicate an existing Leister set up at one of their plants. STANMECH was able to redesign the original Leister equipment to provide updated control technology.

"We took off-the-shelf equipment and modified it to provide precise temperature levels," explains Walt Spence, a Technical Sales Representative for STANMECH. "This gave the operator local control of the two heaters needed for the production line."

STANMECH's Bryan Sharpe designed, engineered and constructed the control package. Specifically, a Leister hot-air blower was used, and the proportional-integral-derivative (PID) control system gives plus-or-minus-one degree temperature control, which is very precise.

The Results

This better, more accurate temperature control resulted in improved process control, a reduced reject rate and improved productivity. The customer was very pleased with the product and how it performed.

"This demonstrates to us that our Leister brand and our service support together can make a package that any customer can be satisfied with," says Walt.



Our compact control panel and Vulcan Hot Air Blower was the perfect answer for our customer's needs.



The LHS tools are easily integrated into most industrial processes.

Leister's Advances in LHS Hot Air Tools

By Paul Subject

Leister has revolutionized their advances in delivering precise amounts of heat for industrial processes by developing and releasing the new series of LHS hot air tools. The new series features three different ranges called the LHS Classic, LHS Premium and the LHS System. These hot air tools come in three different diameters of 20, 40 and 60 mm and two different lengths. The overall design



New slimmed-down design

of the new tools features a slimmed-down profile with an integrated plug and play modular approach to industrial applications and equipment.

LHS Classics

The new product range begins with the lineup of basic hot air tools, the LHS Classics. The Classics tool program includes hot air tools from 120 volts & 2 kW up to 3 phase 480 volts & 16 kW. The tools are designed to provide constant heating power with limited external control by either a solid-state relay or a contactor. This line of products will replace our previous non-electronic LE hot air tool line.

The big difference is the innovative built-in overheating protection system that not only protects the element but also the complete tool. This built-in feature eliminates overheating and reduces premature element failure. As well, all Classic tools feature a contact output that can be used to monitor the heating element and the tool itself. The tools are compatible with our complete range of Leister blowers, nozzles and accessories. The LHS line is available now.

New Premium tools

The LHS Premium line features a continuously variable rotary temperature control to provide a range of temperature operation from 0 to 650°C from 120 Volts & 2 kW up to 3 phase 480 volts & 16 kW. The control system for temperature control is integrated directly into the body of the hot air tool. This line of tools compares to our earlier LE line of hot air tools with built-in electronics. The significant improvement to the old line is the innovative built-in overheating protection system that not only protects the element but also the complete tool. This built-in feature eliminates overheating and reduces premature element failure. As part of the overheating feature, all Premium tools feature an alarm that can be used to monitor both the heating element and the tool. The tools in the Premium line can be upgraded to System tools at any time by changing one component. All of the tools in the Premium line are compatible with our complete range of Leister blowers, nozzles and accessories. These innovative tools will be available during the summer of 2006.

New System line

The most technologically advanced product in the new LHS series is the LHS System of hot air tools. Just like the LHS Premium, the LHS System line features a continuously variable rotary temperature control to provide a range of temperature operation from 0 to 650°C from 120 Volts & 2 kW up to 3 phase 480 volts & 16 kW. The System can be controlled with a remote rotary temperature control. The line can also be controlled via a 4 to 20 mA signal,

which is galvanically separated from the rest of the control board. This control signal can come from a temperature controller or a PLC. When connected to our CSS temperature controller with a thermocouple, the LHS System can provide precise temperature control as well as a display of the set and actual temperature. All of the connections for each of these different functions are plug and play, which means faster installation with fewer wiring headaches. Of course, the System product line features our innovative

Rick Chomiak: Sales Rep and Plastics Welding Trainer



Our plastic welding course includes both classroom theory and hands-on equipment use.

"Knowing that I provide the best customer service possible, gives me the most job satisfaction," declares Rick Chomiak, Certified Engineering Technologist and a technical sales representative with STANMECH. Rick handles products in the areas of plastic welding, geomembrane, flooring, roofing and tarps, signs and pools. Rick has had education and training in plastics engineering technology, advanced fibre-plastic composites and chemical analysis.

Rick has been with STANMECH for five and half years, and during the sales process, would provide free instruction on product use if the customer wanted it. "This free training was never more than one or two hours," he adds. In December 2002, Rick was asked to begin conducting a formal training course on plastic welding. The course has been so useful that it continues to be offered regularly ever since.

"This course is designed for individuals with no previous experience of manual plastic welding methods," explains Rick, "as well as maintenance staff who need to install and repair plastic fabrications, and anyone who wishes to understand the different plastic welding processes. The course is designed to give an appreciation of the different plastic welding methods. We hope that participants will learn about the basic techniques and equipment required to weld the three main types of plastic, PE, PP and PVC." Covering both hot air and extrusion welding, the training day includes theory and practical plastic welding training using STANMECH equipment. With a maximum of five people in each session, the training provides plenty of individual attention.

Specifically, Rick's course covers the principles of plastic welding, materials, plastic welding equipment, welding preparation, welding procedures, and welding quality.

built-in overheating protection system that not only protects the element but also the complete tool. This built-in feature eliminates overheating and reduces premature element failure. As part of the overheating feature, all System tools feature an alarm output that can be used to monitor both the heating element and the tool. The tools in the System line can be operated as Premium hot air tools at any time.

All of the tools in the System line are compatible with our complete range of Leister blowers, nozzles and accessories. These pioneering tools will be available during the summer of 2006.

Participants practise tacking, pendulum welding and speed welding using hot air hand-welding methods, and X and V seam welds, fillet welds and corner welds using extrusion welding methods.

"The course is based on DVS guidelines," adds Rick. "DVS stands for the German Association for Welding Techniques. It is recognized worldwide and recommends technical guidelines to the thermoplastic welding industry. In North America we have the American Welding Society (AWS) and the Canadian Welding Bureau (CWB). Both are currently developing standards for their own country. All welding organizations look to the DVS for guidelines and standards."

The most recent course was held on March 10. The next course date is June 9.

Rick prefers to keep his life outside of work private, revealing only that he's married and has two kids, a 14-year-old son and a 12-year-old daughter.

Testimonials

Here are some comments we have received about our one-day training program

"I found the course very informative and well presented. It gave me a much better understanding of the different welding techniques."

Bob Blackie, Johnston Industrial Plastics

"The extrusion welding on Weldmax and other extruders was very helpful. This training is useful for us since we sell welding products and it gives us an idea of how to operate the tools. We can then answer various queries from our customers. We can also show customers how welding is done. Our customers benefit from our know-how. This is value-added training. I personally think it was fairly thorough."

Jaweed Siddiqui, Sales Manager, Johnston Industrial Plastics

"I learned tricks to help weld into corners. The course will also allow me to be a more experienced fabricator."

B. Hewitt, ACO Container Systems

"The theory class and workshop was the most useful. Knowing the principles of plastic welding will make a difference in my work."

D. Marsden, ACO Container Systems

"Learning how to weld plastic was the most useful. The course gave me a better understanding of what is required to weld tanks."

Warren Vance



IFAI Definitely Worth While

The IFAI Canada Show was very well attended.

The recent IFAI Canada Expo, organized by the Industrial Fabrics Association International, was a resounding success. Held February 24th and 25th at the Best Western Hotel & Convention Centre in Richmond, B.C., the show was attended by a wide range of industrial fabric users and suppliers from across Canada and the US.

We were proud to sponsor the Welcome Reception as well as exhibit at the trade show. We were pleased to show some of our latest equipment at the show, including the Unimat V, Leister's newest innovation in automatic hot welding technology.

Thank you to all of our customers and colleagues for making this show such a success. We want to give special congratulations to our customers Sollertia Inc. of Montreal and Canfab Products Ltd. of Edmonton for winning the IFAI Canada Honours Program competition. We have already begun planning for next year's IFAI Canada Expo to be held February 23 and 24 at the Sheraton Markham Toronto North in Toronto; we hope to see you there!