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## Customer Success Story: Saving Space, Money and Time Innovative Triac Drive Welds Fabrics Vertically & Horizontally John Wesselon: Technical Specialist, Passionate Storyteller STANMECH Sponsors IFAI Show Demand Growing for Plastics Welding Course At Your Service in Either Language

### Customer Success Story:

## Saving Space, Money and Time



### The Achievement

Because of STANMECH, Delta M of Milton, Ont. is realizing a huge savings in time, an increase in productivity and reduced costs.

### The Challenge

Equipment upgrades to a new facility for Delta M, a filter manufacturer, meant that the company was running out of room. The problem was that their production line needed thousands of square feet for drying rooms. As well as this creating a space shortage, the company was facing major capital expenses for building interior walls and installing dehumidifiers and other air movement equipment.

### Why STANMECH

When technical sales representative Rocco Trentadue contacted Delta M, Frank Sisco, a consultant for the company, had already read about STANMECH.

"STANMECH is a leader in air heating, drying and movement systems," Frank recognizes.

### The Details

In late August 2007, STANMECH started testing and experimenting with Delta M's filters. By late September, newly designed custom drying equipment was being installed, a 36-inch JetAir Air Knife with a 20-hp blower.

"STANMECH also provided excellent professional technical support, at no additional cost," Frank emphasizes. "In March of 2008 full production capacity will be reached. A second machine and production line will be required. STANMECH Technologies is already engineering a drying system to meet our needs and conditions for the new machine."

### The Results

"Delta M has benefited from STANMECH's solution and has become the leading exporter and manufacturer of new and recycled electronic switching filters," says Frank.

As for Delta M's new machine and line, Frank continues "We are confident their air system will make our production line achieve even higher levels of efficiency."

## STANMECH Sponsors IFAI Show



STANMECH Technologies Inc. is a proud supporter of the IFAI Canada Expo, being held this year in Montreal from **March 6 to 8** at the Hilton Montreal Bonaventure Hotel.

"We are pleased to be sponsoring the Welcome Reception on the opening evening, Thursday, March 6 from 5:30 to 7:00 pm," says Paul Subject, president of STANMECH.

At the trade show, STANMECH will exhibit the full range of products for the industrial fabric business, including the Unimat V, Uniplan and Triac Drive.

"We will introduce visitors to Leister technology that will not only improve the quality of their products, but will provide measurable cost savings and efficiency improvements," declares Paul. Meet the STANMECH team at **Booth 57**.

## Innovative Triac Drive Welds Fabrics Vertically & Horizontally

Leister has developed a hand-held, overlap semi-automatic welding machine that bridges the gap between hand-held tools and fully automatic welding machines for overlap welding of PVC, PP, ECB, EPDM, TPO and other industrial fabrics and membranes. Called the Triac Drive, this innovation fills the gap in overlap welding of industrial fabrics for both vertical and horizontal applications.

The Triac Drive is particularly useful for roofing, tarp and geomembrane applications.

Its small, compact construction is especially well suited for overhead welding and applications in restricted spaces. Examples of its uses are for roofing membranes in a light dome, for welding joining tape in tunnel construction or for joining geomembrane liners prior to extrusion welding.

The heart of this innovative design is the combination of Leister's field-proven, industry-standard Triac S hot air hand tool and a compact variable speed drive unit. The Triac S provides a continuously regulated hot air source for the plastic welding process, providing temperatures up to 600°C. Its built-in electronics provide superior temperature control and integrated heating element protection.

For more precise control, the Triac PID can be used as the heat source which will provide a digital display of set and actual temperatures. The steplessly adjustable variable speed drive unit features a high torque motor that provides welding speeds from 0.5 to 3 metres per minute for precision welding speed control. The welding seam width can be varied between 30 and 40 mm with a simple change of the welding nozzle.

With the regulated temperature and speed features of the Triac Drive, the user applies continuous welding pressure to complete the welding process. This feature results in consistently higher weld quality when compared with manual welding.



STANMECH is happy to let you try out this innovative product for your industrial fabric application. Give us a call at

905 631 6161.

## John Wesselon: Technical Specialist, Passionate Storyteller



"Solving a difficult repair problem gives me job satisfaction," says **John Wesselon**, Technical Service, Support & Repair Specialist.

His goal in his position is to ensure 100 per cent customer satisfaction. A part of STANMECH since October 2006, John is responsible for providing service and repair of all products marketed by STANMECH. That's a lot of products, as the Web site shows.

The most challenging problem that John has solved so far, was a roof membrane welder that would sometimes stop moving. In an initial thorough check of all systems, John noticed that the heater nozzle moved too much from side to side.

"In running it on the floor with the blower down, I confirmed that from time to time the tool holder allowed the blower to move outside the sensor range, stopping the machine," John explains. "This problem could not be corrected by calibration of the sensor position. The problem was traced to worn bushings on the guide shaft holding the blower, allowing too much play. After the bushings were replaced, the welder operated properly."

This is one instance in a long list of John's responsibilities. He works extensively with the sales team, customers and suppliers. He builds control systems, provides applications engineering support through problem analysis and sample evaluation, and works to improve product design and service capability. He provides accurate quotes and follow-up information. He maintains and recommends part inventory levels.

"I'm working toward designing control systems, providing the sales team with engineering support through product solution development and providing technical seminars to customers," John says.

He is proud of having benefited from training in product service and maintenance at Leister Process Technologies in Switzerland.

John is the youngest of five children. "The other professions in my family are teacher, dairy farmer and customer relations and automotive plant maintenance personnel," he notes.

In his spare time, John enjoys telling stories to adults. He's a member of the Baden Storyteller's Guild.

"Storytelling is a passion of mine," he says. "A storyteller, using no props but only voice and gesture, takes listeners places and brings them back safely, as Mark Twain put it. I love to take a well-written story and bring it to life. When a story is told rather than read, the teller brings himself into the story. He is the narrator, observer and characters in the story. The teller shifts between the three continuously and the story is created from that in the listeners' minds."

John soon discovered that the STANMECH corporate philosophy includes a belief in the value of balance in a person's life.

"I'm encouraged to develop an interest that is outside of my employment function," says John.

## Demand Growing for Plastics Welding Course

There has been such demand for the popular one-day plastics welding course, that a second course had to be held recently. Companies are sending two employees at a time to the training. Interest in the Dec. 4 course led to the scheduling of another course for Jan. 18.

"We are running our welding schools more frequently as the demand grows," says Paul Subject. "I can see us eventually offering the courses six times per year."

Participants at the latest courses valued the hands-on experience, although one person wanted even more time with the tools. A couple of participants wanted the course to be longer, up to three days.

"For a one-day entrance-level course it was excellent," declared Mario Swinkels of East Antigonish Academy.

"How to use the equipment, everything in this course was useful for me," noted Arthur Varep of Hamber Mechanical.

"I found knowing what temperatures to set the welding guns at very useful," Mark Snow of Organic Resource Management Inc. commented.

His colleague, Francisco Campos, named "Learning where to begin weld and using the right clamping methods" to be most useful.

Mark Bullard of Hudson Bay Mining & Smelting appreciated "determining what plastics are what," while his coworker Rod Asmundson learned "different ways of looking at different plastics." Other benefits of the course were identified.

"It'll speed up production, minimize defects in production," predicted Dan Neicke of Hamber Mechanical.

Arthur felt that the "boss will be happy to see his workers with more skills," while Francisco hoped that it "might get me the highest paying job class in my company."

The next course will be **Friday, March 7**. No more than five people at a time can get the training, which allows hands-on time and individual attention. The course costs \$199 plus GST and includes a light lunch. Register through [info@stanmech.com](mailto:info@stanmech.com) or **905 631 6161**.

## At Your Service in Either Language



**Judith Steward** has been a new voice on the phone since last fall when she joined STANMECH as a bilingual Customer Service Representative.

"I make sure that customers always get the best service for their needs," she says, "and I offer their information in the language of their choice. Some of the positive comments I get from Québec customers are rewarding and funny."

Originally from Montreal, Judith worked for Bell Canada for 15 years before coming to STANMECH. She says she was eager to work here, adding that "Learning a totally new job and being able to speak French while located in Ontario is challenging and exciting at the same time."

Paul Subject says "We chose Judith because of her energy, customer commitment, appetite for learning and excellent command of verbal and written French."



See you at Booth 57 at the IFAI Canada Expo in March!