STANMECH TECHNOLOGIES INC. Newsletter

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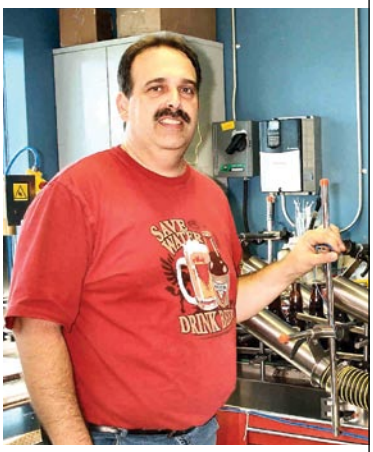
Customer Success Story:

Air Knives Let Company Stand Out

The Achievement

"Thanks to the professional team at STANMECH, we are saving time, money and raising the quality of our product," says Sylvain Plourde, president of Les Trois Mousquetaires, a beer manufacturer in Brossard, Quebec.



The Challenge

The company needed a fast, efficient and economical system for drying beer bottles before they were labelled during the production process.

Why STANMECH

Sylvain chose to work with STANMECH because "they had prompt local technical representation and good descriptive examples from their literature and professional Web site," he declares.

The Details

Les Trois Mousquetaires had a real nightmare with their bottle washing and drying.

"We used to wash, rinse, label and leave our bottles to dry in cold storage for three days before the filling process," explains Sylvain. "After filling, some of the bottles would stay humid and the labels didn't always stick well. Some would wrinkle, peel and slide off completely. It resulted in numerous bottle rejects and decreased production. We had to increase our manpower, drying time and resources to produce only limited results."

They contacted STANMECH in July 2007, and STANMECH staff began studying the company's production process. They surveyed and recorded the environmental and production parameters, photographed equipment and drew the production layout. STANMECH then took bottles for a simulation of the production conditions to test various drying solutions.

"They didn't try to sell us a system on the spot," says Sylvain. "They wanted to work with us to solve our problem. That impressed us."

Solution Specifics

STANMECH recommended an economical and energy-efficient air knife bottle-drying system that would save energy, eliminate bottle moisture and reduce production time. The system was made up of a jet 2 high-speed motor and blower 550 VAC 3-phase, a variable frequency drive 20HP 400-480 VAC with a human interface module, four 22-inch jet blast air knives and mounts, and eight nozzles.

"STANMECH presented an investment analysis that showed a payback for us in less than one year," notes Sylvain. "The system came as a turn-key package with preprogrammed settings customized for our production drying goals. It was very easy to assemble and hook up out of the box. We just had to plug and play!"

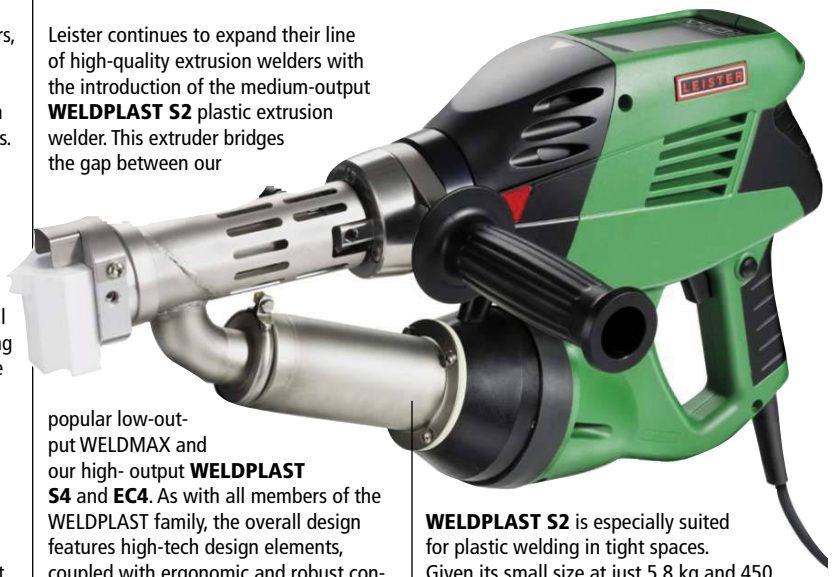
The Results

"It helped us get the weekends off!" jokes Sylvain of the STANMECH air-knife system. More seriously, he adds that the solution has tripled their production. There have been other benefits as well.

"We are currently one of the only micro breweries in Quebec that uses self-adhering labels on our beer bottles because of the very efficient job from STANMECH's Airknife system," says Sylvain. "We no longer are limited to standardized labels. Now we can create versatile and creative label designs. This makes us stand out from the rest."

WELDPLAST S2 – Leister's Medium-Output Extruder a Masterpiece

By Paul Subject



Leister continues to expand their line of high-quality extrusion welders with the introduction of the medium-output **WELDPLAST S2** plastic extrusion welder. This extruder bridges the gap between our popular low-output WELDMAX and our high- output **WELDPLAST S4** and **EC4**. As with all members of the WELDPLAST family, the overall design features high-tech design elements, coupled with ergonomic and robust construction principles. Because of this self-contained, integrated design, WELDPLAST extruders do not require such additional equipment as separate air supplies or power conversion boxes.

WELDPLAST S2 is a real masterpiece in terms of design and function. It has been designed with features that experienced professionals require.

WELDPLAST S2 uses either 3- or 4-mm welding rod, which is conveniently fed into the extrusion section of the welder at one of two points around the barrel. It provides output of up to 2.5 kg/hour. The exclusive rod feed design minimizes excessive twisting of the welding rod during feeding, which reduces "bird nesting" and stoppages. **WELDPLAST S2** has been built to last with its low-noise drive mechanism, high-performance gearbox and its maintenance-free blower. As a result of its compact ergonomic design strategy, **WELDPLAST S2** is especially suited for plastic welding in tight spaces. Given its small size at just 5.8 kg and 450 mm in length, and its robust construction, the easy-to-use **WELDPLAST S2** is ideal for use in the field, at construction sites or in the factory.

WELDPLAST S2 features integrated digital electronics for precise adjustment and control of preheat air temperature, extrudate temperature and the output rate. Its built-in protection circuit prevents the extruder drive from cold starting. Standard on each **WELDPLAST S2** is the 360-degree rotatable welding shoe and a rotatable handle. We have many different profiles of welding shoes available for **WELDPLAST S2** and each shoe is interchangeable without the need for preheating the extruder.

We welcome you to try **WELDPLAST S2** as well as our complete line of Leister plastic extrusion welders. Come in and try one today.

Please turn over

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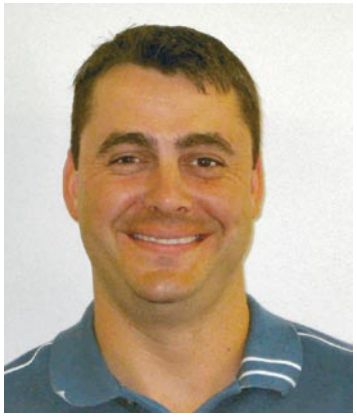
Technical Sales Representative Added to Staff

Rocco Trentadue joined STANMECH in June as a technical sales representative for southwestern Ontario and other parts of Canada. A certified metal welding specialist, Rocco has 10 years of experience selling engineered industrial equipment. He is based in his Cambridge, Ont. home office, and will be responsible for all the product lines for the automotive, manufacturing, OEM and industrial reseller markets.



Saying he appreciates "the wide range of products that STANMECH supplies to solve our customers' application problems," Rocco adds "I really like the team-oriented atmosphere and the customer-service attitude of everyone at STANMECH."

"Rocco is working on new business development in his territory," says Paul Subject, president of STANMECH. "We expect that over the next five years, he can grow the territory to $1 million in sales revenue."

Reach Rocco through his cell phone, **519 654 8302**, or through the STANMECH office at **905 631 6161** or email him at **rtrentadue@stanmech.com**.

Charity Begins at Work

In early October, STANMECH donated 110 pounds of groceries and a cash donation of $800 to the food bank in Burlington, called Partnership West. The staff of nine people gathered 80 food items in less than five days, and the food filled the back seat of a car. The most commonly donated items were cans of vegetables, tuna, salmon, pasta, soup, stew, pasta sauce and dried pasta.

"We read in the paper that the local food bank was struggling to meet their Thanksgiving targets," says Paul Subject, president of STANMECH. "With our ongoing interest in giving back to the community, we believed we could make a small difference."

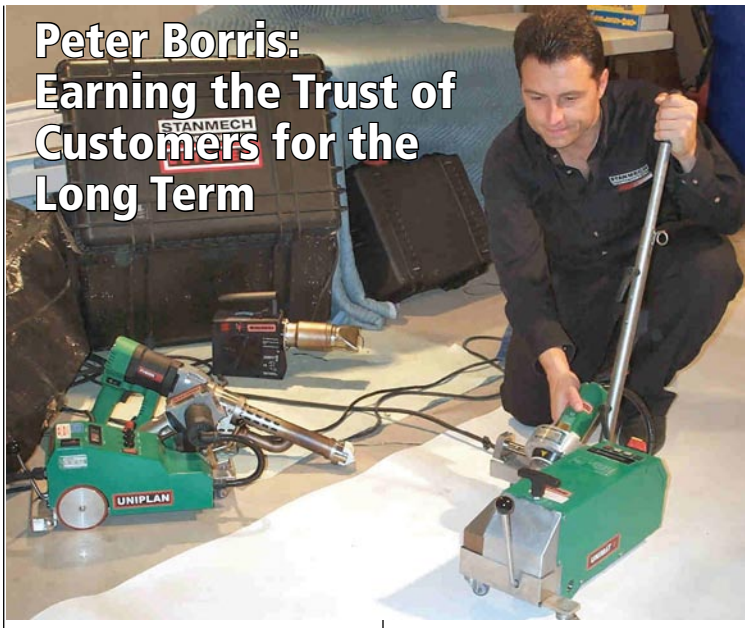
From left: John Wesselson, Mayor Cam Jackson, Paul Subject and Jennifer Tuck

Paul challenged his staff to donate specific kinds of needed food, promising to make a cash donation of $10 for every item they brought.

On Friday, Oct. 5, Jennifer Tuck and John Wesselson joined Paul in presenting the food and cheque to Mayor Cam Jackson, chair of Burlington Food Share and Partnership West Support Network.

The mayor responded later through his executive assistant, who wrote "Your generosity speaks volumes. It is so inspiring to know that such a small company and group of dedicated and generous employees could offer such a big gift back to those less fortunate in our community. This donation was a result of a 'wee but mighty' generous company of individuals."

Peter Borris: Earning the Trust of Customers for the Long Term



Peter Borris joined STANMECH last year, and his appointment was announced in our November 2006 newsletter. With more than 15 years of experience, he is Technical Sales Manager for Quebec.

His responsibilities are managing new and existing customers in Quebec, assessing and implementing yearly and quarterly sales budget targets, and creating marketing strategies for new and existing customers. He gives product demonstrations at customers' locations and conducts in-the-field needs assessment analysis for industrial systems and equipment. As well, he takes part in various trade shows and association activities. Finally, he lists his other duties as distributor and reseller network product demonstrations, service, sales and relationship management.

He gets satisfaction from solving problems that existing and potential customers have with various applications.

"For me, success is not only focussing on the transactional sale for the short term," he says. "I aim to achieve a consultative result that earns the respect and trust of the existing and potential customer for the long term. Referrals will then follow."

Peter is proud of having provided consultative selling to some significant companies.

His biggest challenge so far has been having only two days to complete a needs assessment analysis, submit a quotation and replace more than $250,000 worth of competitors' equipment with more modernized equipment with PLC connectivity.

"I achieved the sale and gave the customer a quicker and more substantial payback for the long term," Peter adds.

Peter has been married to Isabel for 15 years. Their nine-year-old daughter Kayla can speak Portuguese, French and English. In his free time, he draws and reads with Kayla and goes travelling and antiquing with Isabel. He also likes to play his saxophone and keyboard and to go running.

Professional Development Offered in Dec.14 Plastics Course

Friday, December 14 is your next chance to learn the basics of welding plastics. A one-day course held at STANMECH's Burlington facility will let up to five people try out hot air and extrusion welding. For the participants of the course that was held on Sept. 7, the best part was the hands-on practice.

"Allowing us to actually work with tools was the most useful," said Troy Bogner, president of Valor Specialty Products Inc. "This training will allow us to apply new potential processes to improve fabrication methods."

Two other people felt they were now better able to identify different plastic materials. Mike Dill of Penn Refrigeration said that his new knowledge "will expand the services I can offer to my customers."

"The reference guide was a big help also," noted Savio Dsouza of Chemi Green.

Troy seems to have only sparked his interest, as he called for "more seminars to include other welding methods."

Register for the Dec. 14 course by calling **905 631 6161** or emailing **info@stanmech.com**. The fee is $199 plus GST, which includes a light lunch.