



# BLOWER BRIEFS



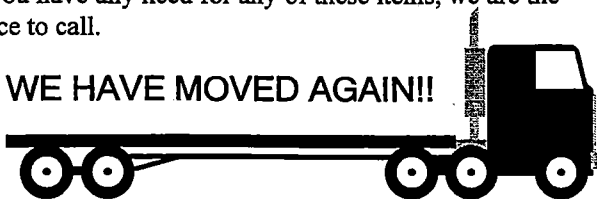
Rotating Engineered Products, Inc. - Volume I No. 3 February 1993

Hello Friends, we have started the fabulous BLOWER BRIEFS again, and we certainly hope these will be helpful to your company. There have been a number of changes in the last year at Rotating Engineered Products, Inc. Now lets take a look inside at REP.

## INVENTORY

REP has approximately \$100,000 worth of stock in the Atlanta warehouse. The inventory consist of Sutorbilt Blowers and Parts and Gardner-Denver Blowers and Parts. In the filter inventory, Universal, Solberg, and Stoddard filters and accessories are stocked for your convenience. We also stock Universal Silencers for a faster delivery time to the customers. The Ashcroft gauges and temperature switches are a big hit with some of our customers; so the inventory has a wide range to choose from. Finally, the relief valve section is loaded with Kunkle valves and the Techno valves are located in our check valves section. If you have any need for any of these items, we are the place to call.

## WE HAVE MOVED AGAIN!!



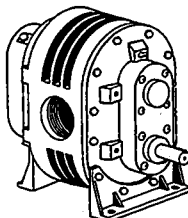
REP has had to move again and all because of our faithful customers. Due to the increased volume of business and the need for more warehouse space, we were forced to relocate to a larger facility. Our office is now at 3206 Oakcliff Industrial Street, Atlanta, GA 30340. Our new building is approximately 7800 sq. ft. with three loading docks which are easily accessible.

We would like to invite you to come see our new office space and to thank you for your continued support for Rotating Engineered Products, Inc.



## EQUIPMENT

REP has not only grown in number but in equipment as well. Now available in our shop, we have a plasma cutter and a mig welder which are used in our fabrication area. The Bead Blaster is used for cleaning the parts that are at REP for service attention. The 20 ton hydraulic press along with the 30 ton porta power handles all of REP's pressing and pulling jobs. We also have the capability of testing equipment.



The new Gardner-Denver Air Compressor is helpful for all of our air tools. And of course, we have many of the special tools needed for servicing the Sutorbilt, Gardner-Denver, and Roots Blowers. If you need some repairs done, let us do the work!

## NEW EMPLOYEES

We have had to add some people to keep up with the rapid growth of REP. These individuals combined, add up to a great amount of experience and knowledge.

### EQUIPMENT TECHNICIAN

Mr. Danny Kelley has 17 years experience dealing with pumps, blowers and packages. He is an expert at service and repair of Duroflow blowers. He also handles some of the rebuilds, which makes him the expert in our service and parts division.

### SALES REPRESENTATIVE

Mr. Len Hene is handling the sales in the Eastern part of Tennessee. His experience is an outstanding asset to REP. Mr. Hene was employed by Sutorbilt for 13 years, and from there he became a product manager for Roots. He retired after 35 years of blower service.

### SHOP TECHNICIAN

Mr. Mitch Gibbs has 2 years of experience in blower tear down and inspection. He has successfully completed the Sutorbuilt factory training program. His ability to rebuild blowers and build packages is an asset to REP.

### WELDER TECHNICIAN

Mr. Trevor Meek is responsible for all the fabrication of the bases for the packages. He is an expert at welding and is very efficient in using the plasma cutter and the mig welder.

### PART TIME HELP

Mr. Rob Ventura is a Mechanical Engineering student at Georgia Tech and has worked with REP for 16 months. His abilities include blower disassembly and repair, building packages, and CADD work.

Mr. Chris Huff is a Mechanical Engineering student at Georgia Tech. Although Chris has only been with REP for 5 months, his willingness to learn has made him knowledgeable in the blower repair and service area. Chris has also been useful in our layout drawings.



## ENGINEERING AND OUTSIDE SALES

Mr. Jim Hene is responsible for design and engineering. His special knowledge and ability to design, provide quality for REP's blower packages. Mr. Hene also handles the outside sales in the Georgia area.

## BUSINESS MANAGER

Mrs. Tanya Williamson has over 6 years experience in the small business accounting and bookkeeping area. Mrs. Williamson handles all of the administration duties including accounts payable, accounts receivable, and coordinating activity with the manufacturers. She also handles inside sales.



## SERVICE INFORMATION

### INSPECTION:

Rotating Engineered Products (REP) prides itself in the thoroughness of our inspections. Once the unit is received, data such as manufacturer, model, serial number and drive orientation is recorded. We then determine and record the clearances (impeller to impeller, drive end and gear end) if the unit can be rotated. The oil is examined to determine its condition. The unit is then completely disassembled and cleaned using both solvents and mechanical methods. The parts are then closely examined and measured. Impeller length and width, cylinder length, and bearing bores are measured and recorded. Gear backlash and shaft run-out are also determined. These findings are then compared to factory specifications. If the unit has been returned due to failure, the cause of failure is determined, if possible. The inspection report is then returned to the client for review to determine if repair or replacement is warranted.

### REPAIR TURNAROUND:

Normal turnaround time is typically one (1) week. Faster repair times are possible depending on the extent of repair and the availability of parts. Emergency repairs can be performed if required with turnaround times of 24 hours or less. Normal emergency fees are \$200 for California Series units and \$400 for the 4500 Series plus any additional charges for air freight or incidental expenses incurred for the quick turnaround.

### RETURN OF EQUIPMENT:

Equipment should be returned prepaid to REP. Ship equipment to:

**Rotating Engineered Products, Inc.**  
3206 Oakcliff Industrial Street  
Atlanta, Georgia 30340

Please attach an explanation of the work to be done or the nature of your problem. You may want to call us at 800-536-9933 before the unit is returned so that we may prepare to receive it.

The equipment should be returned as it was found when it was removed from service. This will enable us to better determine the cause of failure. If you have worked on the unit prior to sending it in, we will be happy to inspect it and complete the work.

It is REP's policy to replace the bearings, seals and gaskets on any unit that we repair. We will reuse bearings, seals and gaskets **only** under the direction of you, our client. We can not take responsibility for these parts.

Units that are used with hazardous materials must be decontaminated before they are returned. If material is present inside or on the unit, please indicate what it is and any hazards it may impose.