

To complete the chain....

Our first suppliers' information day was aimed at presenting our firm's long-term strategy to our A suppliers.

Apart from a short review of the measures, which have been introduced and already implemented, the emphasis was on our future mutual co-operation and the aims associated with it. Only when everyone is aware of where the journey is going to, one is also prepared to make joint efforts.

In order to consistently improve our Elektror Logistics System, known in short as ELS, i.e. to continue to shorten delivery times and constantly to enhance product quality, we rely on partnership collaboration with efficient suppliers. In the end that is exactly what our customers expect from us: highest quality, shortest delivery times and permanent innovations. Nowadays constant communication with customers is a basic prerequisite for a successful cooperation. From our point of view, however, constant dialogue with our suppliers is just as important for achieving mutual goals.

In a globally networked world efficient medium-sized industry is specifically required to stand up to the competition, with intelligent systems and products. For a long time German production locations have been too expensive for low priced strategies, unless a major part of the production has been moved to abroad years before. We place our bets on the location Germany. This however requires a closer cooperation from all parties involved. Thus we complete the Supply Chain with the positive assessment of the so-called SCM (Supply Chain Management) of all participants.

With best wishes,
Yours,
Ulrich W. Kreher (Managing Director)

The first Elektror suppliers' information day

The first Elektror suppliers' information day took place on July 14th 2004 at the Waghäusel production facility.



The invited A suppliers were introduced to the new Elektror Logistics System (ELS). ELS guarantees Elektror's customers delivery within fixed, defined time units.

In order to be able to put this into practice effectively for both the suppliers and the producers an exact, constant synchronisation of the complete logistic and technical manufacturing processes is required. All this should now be realised in the "SCM source" project.

The development and implementation of a networked, flexible supply chain, which integrates all partners seamlessly, is an important step towards fulfilling increasing customer demands and maintaining decisive competitive advantages.

Put into practice, this means that the articles have to be sorted accordingly to value, product- and production specific as well as demand oriented criteria and then allocated to a specific supply classification (Just in time, stock parts, Kanban, C-parts Management). In this way a standardised supply- and material availability process is determined.

The supply classification is therefore a prominent factor affecting the following areas (i.a.):

- delivery location
- delivery cycles
- type of delivery
- data transfer / integration
- type of storage
- container dimensioning

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“An active participation by everybody involved in the realization process is a great challenge. We would like to invite you sincerely to solve these tasks together with us”.

In fact during the day and in the feedback session at the end of the day it was possible to ascertain that, without exception, all the suppliers welcomed the concept put forward.

At present detailed conversion plans are already being worked out with the A suppliers. By the middle of next year, according to the “SCM source” project plan, all suppliers should already have been tied up in the scheme.

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The main aim of a smooth-running supply chain is a win-win situation along the whole line.

In the final analysis all those involved in the process (supplier-producer-customer) benefit to a considerable extent from a clearly defined supply chain.

In his opening address Elektror’s Managing Director, Ulrich W. Kreher, printed out the importance of the project for the whole company.

During the subsequent presentation Elektror’s new Head of Purchasing, Björn Schmidt, emphasised:



ATEX – blowers for use in areas subject to explosion risk



The term ATEX (french: Atmosphères Explosibles) represents the EC Directive 94/9/EC. The intention of the latter is that the member states of the European Community standardise their

legal regulations concerning equipment and protective systems for use in areas subject to explosion risk. ATEX is an overall directive and lays down basic health and safety requirements. Details are regulated through individual harmonised norms.

The blower as a whole can be divided for instance into electrical parts (motor, frequency converter (if necessary) and/or switch) and mechanical parts (blower, housing, impeller, belt-drive) for which different harmonized norms then apply.

For the mechanical parts of the blower a new norm draft prEN 14986 applies, as referred to in the heading of this article. This norm will replace the Directive VDMA 24169 – parts 1 and 2,

which since July 1st 2003 is not valid any more and before that date only has been applied in Germany.

The operator of a plant must carry out an assessment as to whether and where an area subject to explosion risk is located on his premises and what are the probabilities and risks (EC Directive 99/92/EC). The operator must classify his plant area as being in a specified zone (DIN EN 1127-1). On the other hand the manufacturer of “ex-proof” equipment and components must categorise these. These categories reflect the demands of the different zones. A piece of equipment with a specific categorisation is suitable or obligatory for use in a corresponding zone.

An explosive atmosphere consists of a mixture of air and combustible gases, fumes, smoke or dust. Because of a different danger of ignition and protective measures, different zones are defined for gases and for dust.

The table shows the different zones and the corresponding categories according to ATEX.

For example, equipment in category 3 is designated for use in areas, in which the risk that the atmosphere may be capable of explosion is rarely encountered and only for a short period of time.

As a manufacturer of industrial blowers made from aluminium, the new norm will provide new opportuni-

ties for Elektror blower in hazardous areas. We are in the process of developing ATEX blowers and will keep our customers and colleagues up to date and inform them about the current state of the development.

Our Customer Support department will be happy to answer any questions on this issue.

Gas		Dust	
Operator	Manufacturer	Operator	Manufacturer
Zone 0	Category 1G	Zone 20*	Category 1D*
Zone 1	Category 2G	Zone 21	Category 2D
Zone 2	Category 3G	Zone 22	Category 3D

* According to prEN 14986, zone 20 or category 1D is not designated for blowers.

Adjustability of blowers

In recent years energy- and cost-consciousness have grown considerably. The economic efficiency of an air system is determined decisively by how well or badly the point of duty was established and consequently which blower was chosen. A further point is the adjusting of air flows to changing operational conditions.

The most simple method of adjustment is the on-off switch. The classical air flow adjustment with mains-operated blowers is control by means of a throttle valve. With this method the operating point moves on the blower's characteristic curve. In doing so the rpm remain constant, the throttle valve dissipates energy and the point of duty reaches an unfavourable level of efficiency. Noise and heat increase. This possibility should be selected only in exceptional circumstances.

Switching to lower rpm (pole-changing motors) would be another method, but, however, has the disadvantage that the blower's characteristic curve alters dramatically and small adjustments are no longer possible.

Since in most cases the required airflow is less than the one actually delivered, also more power and energy is required than really necessary. If the three-phase motor is used with a frequency converter the motor can be adjusted progressively from zero up to the maximum operating rpm. Using this method of altering the rpm the blower is adjusted in an optimum manner to the actual operating conditions and consequently saves electric energy. In terms of efficiency this provides the optimum solution for full- and partial loading of blower plus motor. The energy saving in the par-

tial loading range is considerable when compared to throttle valve control and a drive motor with constant rpm.

A positive side effect is that when the volume of air is reduced due to altered revolution, there is a decrease in heat and noise.

The maintenance intervals can be extended.

Switching on directly places a severe load on the mains causing pressure surges in the system and on the components. This effect no longer occurs through the gentle running up to speed.

Blowers with drive motors greater than 4 kW, must be switched on via Y-delta connection. By using frequency converters the running-up control can be omitted. Because of the lower starting current the electric installation can be designed to be less powerful and as a result simpler.

The use of blowers with frequency converters reduces operating- and installation costs and provides the operator/user with control and adjustment appropriate to the demand.

The energy thus saved benefits both the operator and the environment.

Elektror's side channel blowers guarantee readiness of fire extinguishers

For checking and cleaning the extinguishing powder in fire extinguishers must be regularly removed and re-filled. For this purpose – and also for the initial filling of extinguishing powder containers - the firm of Brandschutz Müller GmbH manufactures special powder-sucking machines for professional use. Our side-channel blowers with built-in automatic reversing units are being used in these powder-sucking machines.

For filling fire extinguishers with up to 12 kg filling weight are placed directly beneath the storage container of the powder-sucking machine. Larger containers can be processed next to the

machine using accessory equipment.

During the filling process the extinguishing powder is cleaned with special filter systems. By continuous switching from suction to pressure operation using our reversing unit the extinguishing powder is sucked in from the storage container and pressed through the filter system into the extinguisher. Powerful suction capacity on the part of the side channel blower as well as reliable and exact switching of the automatic reversing are of greatest importance for the results. Blowers made by Elektror are outstanding for this task.



Farewell of John Hoermann (DAS)

A wonderful partnership and cooperation began at the Hanover Fair in 1999.



John Hoermann (right) and his successor Bill Maier.

At the Hanover Fair in '99 John Hoermann was looking for products to complement the side channel blowers distributed by the Fuji Corporation of America (fecoa). On the first day of the fair, half an hour after it opened, he came past the Elektror stand and was immediately approached by sales assistant Susanne Reusch. To everyone's surprise John Hoermann replied in broadest Swabian. What, however, was even more decisive: on Elektror's stand he found exactly the products, which he wanted in America in order to increase his share of the market.

A friendship began, which still endures. With his sales' network John has contributed to making Elektror's blowers accessible to a greater circle of customers in the USA. Our success in the USA is also part of his activities. John Hoermann retired on June 30th 2004, not before introducing his successor, Bill Maier, as the new "National Sales Manager". May "the old Swabian" (Dem Alten Schwaben = DAS) be granted a peaceful and healthy retirement.

We wish his successor, Bill Maier, a good start and much success in continuing to build up business with our blowers in the USA.

Imprint

Elektror
We make air work.

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