



FilterTalk

FRESH NEWS AND INFORMATION FROM FILTERCORP INTERNATIONAL LTD • WINTER 2008



Not Just Clean Water But Clean Air Too.



Watercare Services Limited is New Zealand's largest company in the water and wastewater industry.

The company supplies bulk water to the Auckland region, an area of approximately 340 square kilometers, through a regional water network. They also provide wastewater services.

Watercare Services are committed to environmentally sound and socially responsible practices, so when they were experiencing a serious dust nuisance problem, they contacted Filtercorp for a solution. A large lime silo was creating the problem every time it was being filled, discharging a lot of dust on everything below. Filtercorp provided some testing to prove that the original silo vent was not the best type of dust collector for this particular application.

Filtercorp was able to provide a SSV 19. This is a 19 bag Sonic Silo Vent, which was customised for the current system. This has provided an effective solution for this dust problem. *Please see advert for SSV 19.*

Sowing the Seeds of Innovation

PGG Wrightson Seeds has been a part of the landscape of NZ's agricultural history for over 160 years. Today, PGG Wrightson Seeds is a market leader in NZ and also has businesses in Australia and South America. They are plant seed breeders who produce a variety of seed cultivars for various uses including seasonal, landscape and farm systems.

The Mount Stewart Plant recently made modifications including four new seed mixers, which are used to blend seeds. The process creates dust and materials which may be hazardous if inhaled. PGG Wrightson Seeds looked to Filtercorp for a solution.

Ken Skinner from Filtercorp went to visit Roger Clark at Mount Stewart and put together a project plan. Filtercorp supplied the new hopper design, the dust collector was designed and constructed by Filtercorp and installed by PGG Wrightson Seeds. Tony Lynch, Technical Sales Representative from Filtercorp, was on hand to commission the finished product. Roger's verdict - "The dust collector is performing and doing everything we want it to do."



Forres' Feedback



These are interesting and challenging times to be in business but we at Filtercorp are up to the challenge. There is not a day goes by without notification from some company that they are rising prices. Some are justified and some are doubtful. Sea freight and internal transport costs are on the up which we have no control over. Fortunately for you our customer, we run our own treasury which helps balance out the currency swings and with the judicious use of forward exchange contracts we can offer a relatively stable price structure.

As I write this Feedback item I am sitting in an apartment overlooking the Brisbane River and city. Runa and I have come over to Queensland for a bit of R & R but it is as if we have not crossed the Tasman. During this last week the headlines have been "Twin Babies Starved To Death", "Fisherman Going Out Of Business Through Fuel Prices", "Food Prices Soar To Record levels". Should we move here?

No, we will just enjoy the golf, eat the prawns and return to good old New Zealand and get on with it.

Filtercorp Incorporates the 20 Keys to Work Place Improvement

Filtercorp was selected along with 7 other companies, by New Zealand Trade & Enterprise (NZTE) to be involved with the Aichi Program. The Aichi program is based on the principles of Lean Manufacturing, more specifically Filtercorp undertook the 20 Keys to workplace improvement.

The consultancy company that has been working with Kevin McPheat, one of the Filtercorp Directors and Operations Manager, is John Clements at CBI Ltd, whose knowledge and expertise in the field have been a valuable resource in the ongoing implementation of the program.

Filtercorp has now been involved in the program for eight months and has made some significant changes already, looking for improvements in productivity, such as the factory layout, waste reduction and monitoring systems.

Filtercorp is in the infancy stages of an ongoing process of continued improvement of workplace systems. We are expecting continued improvements in the future for all of our customers with more accurate production planning in regards to both delivery and feedback to concerned parties. We are currently working towards improvements in order quality, accuracy and timeliness.

Please Watch This Space As We Will Update You On Our Progress

Forres Out Selling

with a smile on his dial

Although Forres has many tasks as Founder and Managing Director of Filtercorp, he still gets very excited about going out selling and visiting his long standing customers, friends and some new clients too.



NO MORE HOSECLAMPS

DIFFICULT TO FIT



Original Hoseclamp

- Product build-up
- Screwdrivers can cause damage to both connector and installer

EASY TO FIT



- Tool free connector changing, simply snap in with your hands
- Seals tighter under high pressure
- Fits in exactly the correct place everytime

New Zealand Supplier of the BFM® Fitting

Auckland

Ph: 09 481 9999
akld@filtercorp.biz

Christchurch

Ph: 03 377 9200
chch@filtercorp.biz

FILTER PEOPLE

Richard Redfearn

Sales Representative - Auckland



Filtercorp is thrilled to welcome back Richard Redfearn as a Sales Representative after a 9 year absence. Richard started with Filtercorp back in 1997, working in manufacturing, purchasing and then sales. A very promising future in both Hockey and Baseball saw Richard leave in 1999 to pursue his sporting ambitions.

During his absence, he has achieved success in hockey and baseball, representing New Zealand at both. Richard spent 7 years in Europe playing Hockey for a variety of teams and spent time coaching mens and womens hockey. Richards travels have also taken him to Australia, India, Europe and the UK for both work and, of course, to play hockey.

Richard maintained close ties with Filtercorps personnel and is grateful for the opportunity to return in a Technical Sales Representative role. He is still involved in the hockey scene and has recently been named as the NHL Auckland Mens Coach. He also works in youth age group development, encouraging high performance in both girls and boys.

Dave Josland

Production/Factory Supervisor

A born and bred Cantabrian, Dave has spent his whole life in Christchurch. A year ago, he joined the team at Filtercorp as a Production/Factory Supervisor. Dave enjoys the variety of work within his role and says the team he works with are second to none!

His background includes an apprenticeship in Men's clothing, followed by a stint in the canvas trade. Dave is a proud Dad to five children and enjoys music - he is still very active with a number of bands. Dave is a member of the Sumner volunteer fire brigade.



Angela Hogan

Sales Support and Customer Service - Auckland

Angela spent her first two years at Filtercorp in reception where she show-cased her exceptional phone manner and displayed a wide range of skills. Filtercorp soon realised they were not utilising Angela's skills to their full potential.



With Filtercorp continuing to expand it's operations and services there was a need to boost the sales team and provide extra service and assistance to customers, the Technical Sales Representatives and customer services. Angela was the perfect choice. Next time you call, you will know when you have reached Angela by the friendly voice and helpful manner.

19 Bag SSV

COMPACT, ROBUST, EASY TO INSTALL AND MINIMAL MAINTNANCE



Filtercorp have developed a unique silo vent, one that is not only economic in price and size, but also that maintenance people enjoy to service.

The Filtercorp SSV 19 services all silos from pneumatic conveying to vacuum loading, where high dust loading and batching occurs. The SSV 19 provides high efficiency continuous filtration in the harshest environments.

Newly designed SSV that incorporates the successful components of earlier models but upgrades the surface area and capacity to a massive 25m².



Rodney proudly discusses the completed installation while they admire the work.

Climatech Collaborates with Filtercorp on Portable Filterbank Installation Components.

When Steve Miller, at Climatech Albany, needed help with the design of a filterbank for installation on their customers site, he turned to Filtercorp for assistance.

Filtercorp Sales Representative, Richard Redfearn met with John from Climatech on site. Richard recommended Filtercorp Aerovane PW F45V/G4 filters, mounted in a filterbank unit that was completely constructed on site.

All items required were effortlessly carried up a range of stairwells, including a final spiral staircase for installation on location.

Filtercorp's Service Engineer went to site to help with putting the holding frame installation together and to share his working knowledge with John and Chris from Climatech while on site.

End of Season Holding Frame Clearance

Prices reduced while stocks last or until the end of September.

Quality German Engineered clip style 2 Stage Holding frames.

All prices exclude freight and GST.



Holding Frames Stainless Steel

Size	Part #	Clearance Price
To suit a 595 x 595 filter	18271	41.70
To suit a 595 x 295 filter	18273	34.90

Holding Frames Galvanised Steel

Size	Part #	Clearance Price
To suit a 595 x 595 filter	18272	26.90
To suit a 595 x 295 filter	18274	25.60

Service Division



Servicing of all types of filtration nationwide.

- Installation and replacement of filters.
- Fluorotracer testing and leak trace.
- Inspect and provide condition reports.

North

Rodney MacDonald
021 445 837

Central

Tony Lynch
021 244 5155

South

David Campbell
021 773 785

Thought for the season

“Opportunity is missed by most people, because it's dressed in overalls and looks like work.”

Thomas Edison



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