

VOYAGER

Quarterly Newsletter

Newsletter Date:
July 2007



Inside this Issue:

P-700 Introduced 1

R150 Regulus Control Panel 2

2007 Hanover Exhibition 3

Distribution Corner 4

Bob Knapp Celebrates 40 Years 5

Advertisements 5

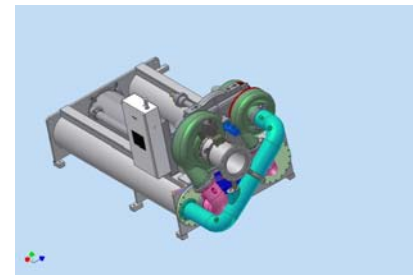
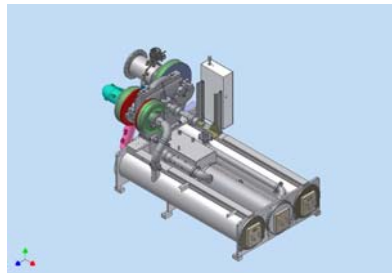
Polaris P-700

The P700 compressor is the newest addition to the ever popular Polaris product line. The P700 is available in two (2) and (3) stage packages covering a pressure range of 60 to 150 psig (4 to 10.5 barG) and 7,000 to 12,000 cfm (12,000 to 20,000 m³/hr).

This unit features ease of maintenance, transportation and installation, while maintaining world class efficiencies. Simply put, the P-700 is the best compressor in its class. The compact design allows the P700 to be shipped in a standard ISO container and makes effective use of the factory floor. The P-700 utilizes FS-Elliott's advanced Regulus Control System. Sound wraps and low noise motors are available to meet special application requirements.

This compressor utilizes our time proven and extremely efficient aerodynamic hardware, with some enhancements to facilitate cost effective packaging techniques. We also incorporated internal oil passages, to reduce oil connections and added our double lipped bull gear and split-line; "O" ring seal to eliminate the opportunity for oil seepage from these areas.

As with all Polaris compressors the P700 can be handled through our online product configurator. Drawings and technical documents can be downloaded immediately after order placement. Major components are stocked to ensure competitive lead-times. FS-Elliott offers the best in machinery and service with a competitive price.



VOYAGER

Quarterly Newsletter

R150 Regulus Control Panel

FS-Elliott is pleased to announce our latest addition to the Regulus control system product line, the R150. The R150 represents a value priced control system, packed with convenient features not commonly offered as standard equipment in this price range. With the addition of the R150 panel, FS-Elliott now carries the most expansive range of control systems offered by any centrifugal compressor OEM.

The R150 is based on a Siemens PLC with DIN mounted I/O and communication modules. The R150 standard features include:

- NEMA 4 Rated Enclosure
- 4 Line x 20 Character LCD Display
- Dual Language Display Capability
- Auto-Dual (Combination Control) Mode
- Horn, Alarm and Trip Panel Lights
- UL, CE or JIS compliance
- Flash Card Memory Storage
- Remote Start, Stop and Unload Contacts
- Remote Alarm and Trip Contacts
- MODBUS

Optional Features Include:

- 10" Graphical TFT Touch-screen HMI
- Inter-stage Pressure and Temperature Monitoring
- Motor Temperature Monitoring
- Ethernet Communications
- CSA Compliance
- Heater
- Vortec Cooler

When supplied with our Polaris compressor sets a harness and cabling system with unique source point connectors is pre engineered to facilitate service.

With four different unit control systems and two master/sequencing systems, FS-Elliott has a control solution to match any customer's requirement. To learn more about our Regulus control systems please visit our website at

<http://www.fs-elliott.com/template.aspx?page=products>



VOYAGER

Quarterly Newsletter

2007 HANNOVER MESSE (The Hannover Fair)



Three (3) newly developed oil-injected screw compressor packages from FuSheng..

The Hannover Fair more than lived up to the reputation as the world's leading technology event once again this year. Representatives from major industrial sectors were in attendance. Some of the core themes included energy technologies; industrial automation; power transmission; and cutting-edge Research and Development. Energy efficiency was well represented in many areas of the show. The exhibitors incorporated the efficient use of energy into their displays. In addition, special energy efficiency displays were put on view throughout the show.

TectoYouth was a new education and information program that was designed to get young people eager to learn about technology. In the very first year, this joint initiative proved to be very successful. Many school children throughout



The Polaris P300 Centrifugal Air Compressor Package display received attention from many visitors from all around the world.

Germany were given the opportunity to see first hand the latest in technology and also help them discover future careers in engineering and related fields.

Total attendance figures were over 230,000 visitors which were up by more than 10 percent from 2005. Attendance from Germany was up 12%, while visitors from abroad were around 30%. The largest increase in foreign participation was from the Americas and Eastern Europe.



The P300 Air Compressor Package and the P300 cutaway airend model.



The P300 Cut-away airend model was one of our products on display at the show.

FS-EUROPE had on display the Polaris P300 Centrifugal Air Compressor package and the P300 Airend cut-away. In addition to these products, there were three (3) new developed oil-injected screw compressor packages on display representing FuSheng. All of the products represented received much attention from visitors all around the world.

Ron Stewart (CEO of FS-Elliott Co., LLC) and his team along with L.C. Lee (President of Fu Sheng Machinery Division) and his team attended and supported FS-EUROPE's activities. Hosting FS-EUROPE's booth were Karl and Helga Gilfert and Susanne Eichner.

VOYAGER

Quarterly Newsletter

Distribution Corner



HTE Technologies located in St. Louis, Missouri became an FS-Elliott distributor in January, 2005 responsible for the Southern half of Illinois, and Missouri.

HTE has been in business over forty years. During that period of time, the business has evolved into a unique multi-division distributor operating as a single company, but composed of multiple sales and service business units.

Divisionalization provides HTE the structure and capacity to focus within each business unit on key industry segments. HTE Technologies is composed of four sales divisions and six service groups. The charter of each sales division is to field a team of "Productivity Specialists" that are capable of assisting customers with the proper application of the products represented, assist in cost saving initiatives, help find ways to improve productivity and facilitate safety improvements.

Each division is composed of a sales manager, field sales team, product managers, application engineering team, value added services group for design / assembly / fabrication / repair and a large customer service team.

There are four divisions, Motion & Control Division, Industrial Division, Compressed Air Solutions Group, and Metal Finishing Division.

HTE Technologies moved into their new 52,000 sq. ft. headquarters facility located in St. Louis about a year ago. Included in the facility are a 1,200 sq. ft. state-of-the-art multi-media training room, an 800 sq. ft. product demonstration room and 3,000 sq. ft. repair bays and test center for compressors, dryers and other pneumatic products. HTE has the capability to run air compressors up to 500 horsepower.

Shortly after moving into their new headquarters facility, THE held an "Open House" that included a mini-trade show. Each product line was represented by a display or booth staffed by vendor factory person-

nel. FS-Elliott was represented with a P-300 and a booth that displayed our compressor products. The show generated numerous sales leads for all of HTE's product lines.

The HTE Compressed Air Solutions Group is headed by Dave Alexander, Business Unit Manager, with Scott Orth, Product and Sales Manager, three (3) sales personnel, and eight (8) service techs composing the balance of the division. Products offered by the division include: FS-Elliott centrifugal compressors, Sullair rotary screw compressors, dryers and filtration, blowers, vacuum equipment and chillers and cooling towers.

HTE has been very successful in promoting FS-Elliott compressors to Ameren Energy. Five (5) P-300 units have been sold to date with more orders expected.



HTE Technologies new 52,000 sq. ft. headquarters facility is located in St. Louis, Missouri. This new facility is equipped with a state of the art multi-media training room, a product demonstration room, and 3,000 sq. ft. Repair bays and test center for compressor, dryer, and other pneumatic products. HTE can run air compressors up to 500 horsepower.

VOYAGER

Quarterly Newsletter

Bob Knapp Celebrates 40 Years!

While it seems impossible that someone, with such a youthful appearance, could have worked anywhere for 40 years, it is true, Bob Knapp has dedicated 40 years of service to the FS-Elliott Company.

On Tuesday, June 26, 2007, Bob celebrated this milestone of service with the FS-Elliott Company. Many of Bob's coworkers gathered to show their gratitude and appreciation for all of Bob's years of dedication. Ray Hill put together some memorabilia which he had gathered over the years. As everyone knows Bob to be the "AERO" expert, Ray gave Bob some hand calculations for data reduction and job site for just one point that were 15 pages long. Ray also had one of the original calculators (Texas Instrument SR 50 from 1973) and a circular slide rule that were used to aid in problem solving.

It was very interesting to hear the stories that were being shared and to see how many of the older employees remembered the stories and able to contribute. All of us here at FS-Elliott would like to take this time to thank Bob and congratulate him for all of his dedication and very long hours for which he gives to FS-Elliott.



Ray Hill (left) and Bob Knapp (right) were explaining what a Circular Slide Rule is and how both of them remembered using them a long time ago.



Available Literature and Upcoming Brochures

* **API 672 Brochure**—available now

* **Updated Regulus Brochure**—available August 2007

FS-Elliott Co., LLC.

5710 Mellon Road
Export, PA USA 15632-8948

Phone: 724.387.3200
Fax: 724.387.3270
E-mail: info@fs-elliott.com

Upcoming Exhibitions

* **36th Annual Turbomachinery Symposium**—Houston, TX—
September 10 through 13, 2007

* **Middle East Mechanical Expo (MEMEC)** - Bahrain—November
4 through 7, 2007

Meeting Reminder

* **North American Sales and Distributor Meeting**—
* September 26 through
29—Pittsburgh, PA

We're on the WEB!
www.fs-elliott.com



Be sure to mark
your calendars!