



INSIDE

2

Osprey's Drafting Department: Who's Behind That CAD Drawing?

3

Preventive Maintenance

3

Trade Show News

4

What's New?

4

The Plural of "Y'all" is "All Y'all"

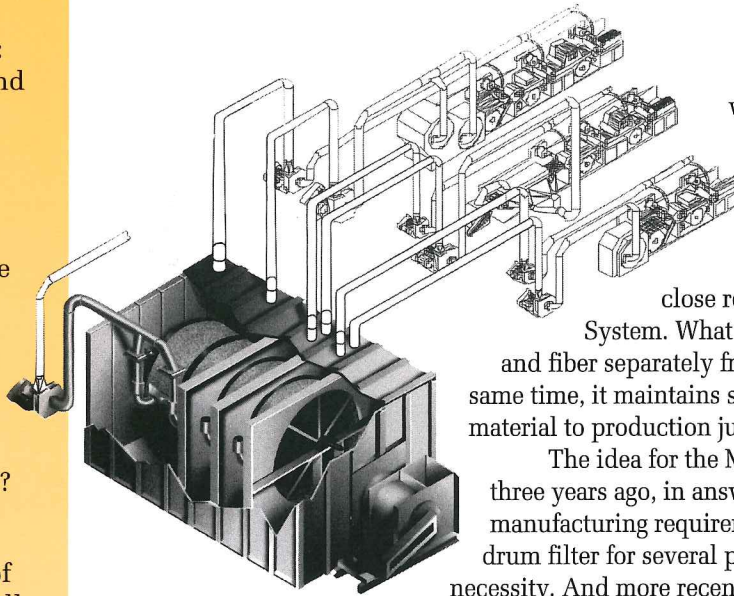
4

Through the Grapevine

Patent Number 5,474,598 Has Our Name On It

The Multi-line Design Permits a Single Drum Filter to Serve Several Production Lines


by Steve Smith



The U.S. Patent Office has finally recognized what we suspected all along—the Osprey Multi-line design is a real breakthrough.

This design means significant savings for you, in both equipment cost and factory floor space.

The Multi-line Drum Filter System is a close relative of the standard Osprey Drum Filter System. What makes it different is its ability to handle dust and fiber separately from more than one production line. At the same time, it maintains stable air volume and static pressure, returning material to production just as the standard drum filter does.

The idea for the Multi-line design was born in South America three years ago, in answer to particular circumstances. A customer's manufacturing requirements restricted us absolutely to a single rotary drum filter for several production lines: thus arose an invention of necessity. And more recently, the Multi-line has been combined with our new Phoenix Rotary Drum Filter. The resulting system has both Multi-line filtration and minimal dust accumulation. 

For a brochure on our Multi-line Drum Filter System, or our recent bulletin on the Multi-line/Phoenix System, call us or send a fax to request a copy.

Product Innovation

A Systematic Approach Makes Introducing New Products a Low-Risk Business

Every year Osprey comes out with dozens of product innovations and modifications. Some merit a patent; some do not. But because we focus on current process needs, not on speculations about future systems, we accomplish much of it with minimal risk.

Our experience is not uncommon. According to Peter Drucker, author of *Innovation and Entrepreneurship*, realistic opportunities for innovation are always available for those who know how to look. In his book, he describes seven kinds of innovation opportunities. In order of reliability, they are:

1. The Unexpected

The unexpected success (or failure) is the surest innovation opportunity. One example in

the United States is the mini steel mill, which came about around 1970. Management in U.S. steel companies knew that their major steelworks were becoming obsolete and needed billions of dollars to modernize. But the unexpected success of an obscure "mini-mill" was largely ignored and dismissed as a fad, despite its unmistakably greater flexibility of location and lower initial investment requirements. Needless to say, ten years later the only parts of the steel industry that were still healthy and growing were the mini-mills.

2. Incongruities

The difference between perceived reality and reality as it is often makes way for innova-

Please see "Product Innovation," page 2



The Butcher, the Baker, the Candlestick Maker....

Osprey's Drafting Department: Who's Behind that CAD Drawing?

Sailor

Before **Gerry Benusa** began his career as a draftsman, the Navy gave him six years of traveling the world's oceans. The most exciting moment of his duty came during the Iran-Iraq War on the Persian Gulf, when the ship's radar detected the approach of unidentified vessels. "We heard the call to 'Man your battleships!' It was pretty tense," Gerry says. "Then we got a better look at the enemy, and it turned out to be just a couple of fishing boats."

Gerry has been with Osprey five years. A wife of three years, a baby on the way, and courses in computer science at Georgia State make him a busy man.

Play Ball! Play Ball! Play...

A draftsman for eight years, **Rocky McCoy** has a hobby that matches the sporting legacy of his name: he plays softball—a lot. Since 1990 he has started and coached nine teams, playing a remarkable 1200-1300 games in his career. "My favorite days," he says, "are make-up days for rain. Sometimes on a weekend, we play eight games straight."

Married a year and a half, Rocky met his wife through softball, of course. Fortunately, she plays.

Head in the Clouds

He may seem to have his feet on the ground, but **Brook Restall** has had a lasting love for airplanes since he was young. What started as a few afternoons watching airplanes became a full-time hobby with hours and hours of flying instruction and flight time.

Brook has lived in Atlanta for eight years, and has been married just over a year. Currently he does not own an airplane—but he is biding his time.

Travelin' Music Man

From the time he was a toddler, **Dan Schrader** has had the inclinations of a roamer. Always running away from home as a child, he

was the kind of kid who would (and did) end up in the sheriff's office eating ice cream, waiting for his mother to pick him up.

Now all of his running is confined to Sunday soccer games. A father of two and a draftsman with Osprey for eight years, Dan has an outlet in music, performing with several bands over the last ten years. Today, a home recording studio gives him freedom to explore without having to run away.

Artist

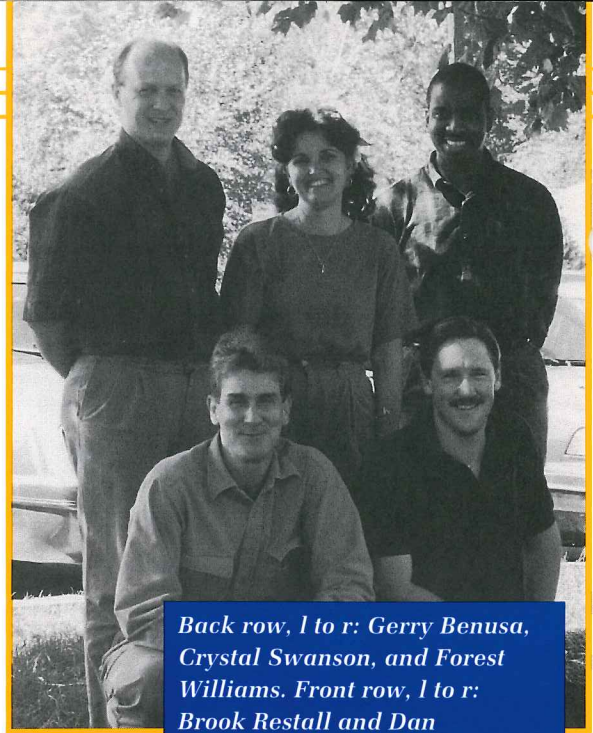
Our Quality Control Liaison, **Crystal Swanson**, has engineering in her blood—relatives on both sides of the family have been draftsmen or engineers. Crystal says her own attraction to drafting endures because it continually asks her to learn something new. This attitude has led her to many other disciplines, including her current practice of pottery and ceramics.

Crystal's drive for perfection may be best illustrated by an incident from her childhood. Following a TV instructor, she and her mother set about learning the proper way to paint a chicken, in the art of Japanese sumi brush painting. So enthusiastic were they that they literally covered the floor of their house with rice paper and drying chickens. This is a person who belongs in quality control.

Body Man

Forest Williams may look like a draftsman, but outside the office he turns into a fitness buff. Forest has recently uncovered an interest in personal training and sports medicine, and has been reading about and studying it independently.

Forest has worked at Osprey for four years. Married for ten years, he and his wife met at a former workplace. Not being a couple to rush anything, they recently went to Jamaica for their first official honeymoon. 🌐



Back row, l to r: Gerry Benusa, Crystal Swanson, and Forest Williams. Front row, l to r: Brook Restall and Dan Schrader. Not pictured: Rocky McCoy and Bruce Rogers.

Product Innovation

tion: witness the development of Scott & Company's fertilizer spreader. Someone finally noticed that fertilizer customers had no means of spreading fertilizer on their lawns at the rates recommended on the back of every fertilizer bag in America.

3. Process Need

Osprey's Multi-Line Drum Filter is a good example.

4. Industry and Market Structures

These entities go through inevitable cycles, creating windows of opportunity for innovations.

5. Demographics

Population changes make opportunities for new products.

6. Changes in Perception

Whenever customer perceptions change, an innovation has room to emerge.



Preventive Maintenance

A Small Investment Can Head Off a Major Problem

by Dave Colburn

We all know that preventive maintenance pays great dividends, but we don't always make the commitment to invest in it.

Osprey equipment is no different from anyone else's—the better it's maintained, the fewer problems it causes, and the better it does its job. We'd like to make maintenance easier for you. Here are two ways we can do that:

1) Maintenance Seminars

We can train your people on site or here at the Product Development Center. We'll show you how to keep your Osprey equipment in top form, and what to look for when problems occur.

2) Maintenance Contracts

We can schedule a regular maintenance service for your Osprey equipment as often as you would like it. We'll keep everything operating correctly and efficiently, and make sure you are up-to-date on the latest industry improvements.

Call me for more information on these options.

How to Avoid Headaches Between Service Visits

Maintenance procedures vary from one piece of equipment to the next. However, some principles are universal.

- Operate equipment at capacity ranges and under the conditions specified by the manufacturer.
- Assign the most qualified personnel available to operate and monitor the equipment.
- Schedule daily or even hourly visual inspections of all structures, systems, moving components, pressure gauges, etc.
- Be conscious of gradual decreases or changes in output.
- Keep equipment as clean as possible, and keep power units and their immediate surroundings clean and sufficiently ventilated.
- Change oils and other fluids, and lubricate all hinges, moving parts, and grease points.
- Maintain a stock of spare parts, including small items such as switches, clamps, filters, etc. (See summer issue of *Osprey Newsletter*.)

continue from page 1

7. New Knowledge

Although scientific breakthroughs get all the good publicity, the average cycle from scientific discovery to incorporation in a new product is thirty years. New knowledge is the most difficult place to start with a product innovation.

Drucker tells you how to implement a disciplined approach to innovation and entrepreneurship within your own company. He makes a convincing argument for the idea that all successful businesses must be oriented toward innovation and entrepreneurship to be competitive: the days of resting on the laurels of a successful product are over. 🌐

Entrepreneurship and Entrepreneurship is published by HarperCollins Publishers, Inc., 10 East 53rd Street, New York, NY, USA, 10022.

Trade Show News

by Kirk Harpole

Because of different audiences and varying business climates, each new trade show puts Osprey systems in a different light from the one before. This gives us a unique insight into what's valuable and to whom. Here's a quick review:

CMM: August 28-31, 1995

Firefly Fire Prevention Systems and Osprey's Scrap and Trim Collection Systems Receive a Warm Welcome

CMM gave the converting world a better look at our **Scrap and Trim Collection System**. The system filters your process air (if necessary), collects any scrap material remaining from the converting process, and bales, pelletizes, shreds, or otherwise processes the material for storage or return to the production line—it's your choice. Firefly Systems for smart and complete fire protection also made a good showing.

SINCE '95: December 4-6, 1995

A Young and Vigorous Market Creates Demand for the Osprey Standard Systems

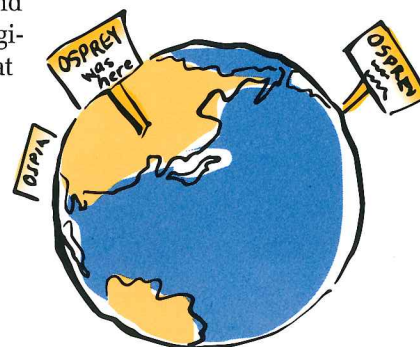
Show literature cites that China's nonwovens production has tripled since 1989, reaching over 110,000 tons in 1993. Osprey will be at SINCE with its industry standard equipment, including its centerpiece in nonwovens filtration, the **Rotary Drum Filter**. New Chinese translations of some of our literature will also be available.

Coming Soon...

INDEX: February 13-16, 1996

With Pulp Prices Sky-High, Fluff Separation and Fiber Reclaim Systems Merit a Closer Look

In some manufacturing facilities, the **Osprey Fluff Separation System** can pay for itself within a period as short as six months. We'll be giving you more details on this and other custom engineered systems at INDEX. Watch your mailbox for your Osprey Engineering Bulletin. 🌐





What's New?

by Marty Price

New Top Inlet Makes Phoenix Highly Adaptable to Limited Spaces

The relationship between the inlet and the structure of the drum filter enclosure is critical to the Phoenix design. That engineered relationship is one of the features that virtually eliminates dust accumulation in the Phoenix. Now we have reengineered the enclosure to allow for an inlet at the top, making the Phoenix adaptable to situations where space is extremely limited.

High Strength Enclosure Lifts Restrictions on Static Pressure Limits

Until now we have recommended that static pressure inside the drum filter enclosure be limited to -12" w.c. Our new high strength enclosure allows you to operate your drum filter at pressure up to -20" w.c.

New System Separates Very Dense Particles From Fiber

Previous systems have already enabled us to separate heavy particles from fiber, such as SAP from cellulosic fiber. Now the level of density we can handle in the heavier substance is much increased, allowing us to grind up and separate such materials as plastic spools from thread, or ground-up polypropylene from nylon fiber—the materials that make up the common garden hose. 🌐

Through the Grapevine

- Amanda Nicole, born September 12, is Jim Zinski's newest daughter. Jim, a Barron engineer, commented, "She looks like my wife Julie." Jim has another daughter, Emily, three years old.
- Phillis Lockeridge, who works with our sales force and generates sales quotations, is now Phyllis Loudermilk. She and Mike Loudermilk married this past April 15.
- Osprey engineer Troy Kenyon was just married to Madelaine McCrady on October 21.
- Paulo Borba and his wife Mariluce have a new baby boy, Paulo Gregorio, born on August 27. Paulo is our friend and representative in Brazil. 🌐

The Plural of "Y'all" is "All Y'all"*

And Other Information You Need to Travel in The South

by Jeff Orwig

We used to tell customers that our Product Development Center in Conyers was "'way out in the country." We still say that, but now it's next to the Georgia International Horse Park.

The new Park is the site of the 1996 Olympic Equestrian Events, Olympic Mountain Biking, and the final two events of the Olympic Modern Pentathlon. The Park happens to be just down the road from our Conyers facility.

The Park's 1200 acres contain a huge complex of facilities, including 800 permanent stalls, an outdoor stadium designed as a "natural setting" amphitheater, an indoor arena, a mountain biking course, riding and hiking trails, a restaurant and retail complex, a hotel, and an 18-hole golf course designed by Arnold Palmer.

If you'll be visiting, we'll be happy to arrange a tour for you, or you can call (404) 785-5042. 🌐

*Source: Marsha Vice, Marketing Department.



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