



# OSPREY



## Newsletter

News and Information to help manufacturers who use process air systems

Winter 2002

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## Osprey Corporation, Barron, Inc. Merge

Osprey Corporation and Barron, Inc. officially announced the merger of the two companies on Sept. 26, 2001.

Osprey Corporation would like to share with you our perspective on this important step and offer some insight into what this merger would mean to you, our most valued customers.

Established in 1963 as a general sheet metal fabricator, Barron, Inc. now offers a full line of scrap reclaim systems to the plastic and nonwovens industries. Products include trim pick-up systems, size reduction equipment, specialty storage hoppers, and refeed systems. Barron also offers its compact repelletizing system, which can turn plastic or nonwoven trim into a reusable pellet. All of these products provide our customers with a complete range of solutions to serve their waste handling needs.

Our new organization will be called Osprey Corporation. This merger will enable Osprey to offer our valued customers an even wider range of engineered systems and services.

Our combined staff of sales, engineering, field service technicians, spare parts associates, and first class R&D and manufacturing facilities will be among the best in the industry, reflecting our ongoing commitment to providing you the highest caliber of customer service.

We implemented our merger Nov. 1, 2001. This means there will be no immediate change to your accounts or day-to-day services. Please continue to do business as usual. Rest assured that any changes or enhancements we make in the future will be carefully considered with your needs in mind.

Osprey Corporation wants you to know that while we are excited about the possibilities the merger will bring, your satisfaction continues to be our main concern and top priority. If you have any questions, or if there is anything we can do to assist you, please let us know.

We value your business and appreciate the trust and confidence you have placed in Osprey Corporation in the past. We hope you will give Osprey Corporation the opportunity to serve you in the future. ●

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**BARRON**  
INCORPORATED

**OSPREY**





## Product Development Center Has Expanded

Recently we have added a converting line to the equipment we have at our Product Development Center. This product line will help demonstrate how 100 percent reclaim of both fluff and SAP can be used. With an increasing demand from our customers, Osprey has come up with a better way of demonstrating how to use 100 percent reclaim fluff and SAP.

One of the major requests of our customers has been to run the reclaim system and produce a product that can be taken back to their plants for testing and review. By having this equipment, customers can send us reclaimable products and we can run a complete trial on reclaiming the fluff and SAP. Then we can make a product for our customer to review.

Our goal is to prove to customers that a quality product can be made using 100 percent Fluff and SAP extracted from off specs diapers and/or sanitary napkins.

We now have ways to reuse all of the production waste found in diapers/sanitary napkins. Come visit the growing Product Development Center to see what these systems can do for your business. Call us for an appointment, or find out more about what Osprey has to offer by visiting our new web site, [www.ospreyfilters.com](http://www.ospreyfilters.com). 🌐



## Osprey Global Services

Osprey Corporation offers full services for your process air equipment. From system design and installation to maintenance and repair, we provide a complete range of electrical and mechanical services.

We can support you at every step in the process of implementing and operating your production facility. Our engineering team can provide turnkey design and project management for all of your offline systems.

As your needs change, we modify the program, working in partnership with your facility personnel. It is our experience and flexible approach that gives a competitive manufacturing edge in providing you with the most reliable offline process air system. Our experience has demonstrated that comprehensive maintenance can prevent the need for most repairs as well as minimize downtime and reduce operating expenses. We understand the value of the equipment in your factory. Our experienced staff knows the importance of reliable offline equipment as it pertains to the manufacturing of your product. We can help you ensure maximum output.

### Osprey Services

- Turnkey System Design
- Project Management
- Installation
- Start-up
- Term Maintenance Agreements
- Air Surveys
- Complete Fan Balancing & Analysis
- Troubleshooting
- Training
- Equipment Relocation
- Complete Fabrication and Machine Shop

### Osprey to Present Suntool Hotmelt Application Systems

Osprey has announced a new role in North America for Suntool Hotmelt Applications Systems. Suntool is a Japanese company that makes a Hotmelt Application System the industry acknowledges as state-of-the-art. The Hotmelt system gives you the highest level of performance: faster operation, more applications, better safety, and better reliability.

Suntool was introduced IDEA01 in Miami.

For more information on this product, call us at 404-321-7776. 🌐

**Update:****Customer Service Program on Hold, Yukon Drum Filter Media No Longer Available**

The Customer Service Program recently launched by Osprey's Parts department to visit customers has been temporarily put on hold. Steve Southern has left Osprey Corporation to pursue other employment opportunities. We are currently evaluating current employees for possible placement in this vacant position. The program will resume when a qualified employee is found. Please continue to contact Bill Smith and Jo Anne Waldner with all spare parts issues and needs.

Yukon drum filter media will no longer be available. The manufacturer has ceased production of the fiber used to produce the Yukon material. Osprey is currently testing several alternative filter media to replace the Yukon media. We currently have a limited supply of finished Yukon drum filters and raw Yukon materials on hand. Once this material is depleted no more will be available. Once testing is completed Yukon replacements will be made available. 🌐

**New Birds in the Flock**

It is our pleasure to inform you that Christoph Ritter and Rich S. Yamaguchi have elected to become the Sales Managers for Osprey Corporation in the European and Asian areas.

Mr. Ritter has become Sales Manager for Europe and Mr. Yamaguchi has become Sales Manager for Asia.

Mr. Ritter and Mr. Yamaguchi are very qualified to exercise these positions and have the full backing of the Osprey Corporation staff.

As part of Mr. Ritter's and Mr. Yamaguchi's work, they will sell and negotiate contracts for Osprey equipment and services. They will also manage and assist in the sales effort of all the representatives in the European and Asian markets.

Mr. Ritter and Mr. Yamaguchi will have the full support from Osprey Corporation's engineering, accounting, production, field service, parts, and sales departments.

Osprey also welcomes Don Dodelin to our Engineering Department. Don is a professional engineer with over 14 years experience working in the soft disposables manufacturing industry. Don came to Osprey in June of this year and is working as a Project Engineer. His experience and skills have really helped to round out our Engineering Department! 🌐



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