



# OSPREY NEWSLETTER



## OSPREYCONNECT

OspreyCONNECT is one of our latest developments that will enhance the Osprey ownership experience.

OspreyCONNECT connects the Osprey filter to the internet. This provides customers with real-time information needed to make better decisions in critical business areas such as reducing operating costs, boosting productivity, and improving equipment reli-

ability. OspreyCONNECT provides customers with secure remote analysis and repair services. This saves our customers time waiting on technicians, associated expenses, and most importantly machine downtime. We also provide customers with the option of utilizing data monitoring features, receiving e-mail updates on critical machine alarms, health reports, and maintenance recommendations based on historical trends. Easy to access technical information such as manuals, replacement part information, and instruction videos are available through OspreyCONNECT.

### Osprey Airflow Training

Osprey offers Airflow Training to give engineers, facility managers, and maintenance staff a solid foundation in the science and technology of air system design, operation, and trouble shooting of process air systems specific to the industries we serve. Air is a critical resource for manufacturers and air quality has health, safety, and environmental implications.

In our comprehensive, three-day training program,

participants will learn first-hand important fundamentals of air systems

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This year's preeminent event for nonwovens & engineered fabrics will be held in the newly renovated Miami Beach Convention Center Miami Beach, Florida March 25-28, 2019

Osprey representatives will be attending this year's IDEA19.

Please email us at [contact@ospreyfilters.com](mailto:contact@ospreyfilters.com) to schedule a meeting during the show.



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# Osprey Fire Protection

For many years Osprey has been committed to offering its customers basic fire protection using threaded black pipe and sprinkler heads. Our new system featuring the latest Victaulic™ grooved fire protection components includes:

- An installation method that is 10X faster than threaded black pipe.
- Victaulic™ - VicFlex™ sprinkler connections that eliminate installation positioning issues are 100% kink resistant.
- Fully engineered Victaulic™ grooved pipe header.
- Featuring easy-to-install brackets, hoses, fittings and sprinklers.
- Globally recognized & approved by Factory Mutual, VdS, UL & others:



## Airflow Training continued from cover

and how to improve the air quality in their plant. The training begins with learning basic laws of air physics, system design guidelines, and the types of equipment used to manage and handle air. Industry skilled engineers discuss the dangers associated with poor process air system design and the risk they expose to workers and the environment. Hands-on demonstrations will help participants learn how to recognize air handling problems and what remedy options are available. Click the link below to register.

<https://www.ospreyfilters.com/news-events/airflow-training-registration-2/>

## Upcoming dates:

**Château-Arnoux France | April 9-11, 2019**

**Atlanta, GA, USA | October 14-17, 2019**



Osprey – Atlanta 2018 Airflow Training participants

## Survey

One of our primary goals at Osprey is to provide the best products at a great value. In order to help achieve this goal, we have developed a customer survey.

Please take a few minutes to let us know how we are doing. Feedback will be shared with the management of Osprey. If you would like to participate, simply click the button below. We want to hear from you.

<https://www.ospreyfilters.com/survey/>



## INTRODUCTION

### Stephen Kasik

Beginning in April 2019, Stephen Kasik will become part of Osprey's Sales Team. Stephen has been a project engineer with Osprey since 2014.

Stephen is from Marietta, Georgia and attended elementary and high school there.

He initially pursued a degree in music, specifically piano performance, before transferring to Southern Polytechnic State University. He became interested in engineering because of the many challenges it presents and the opportunities for problem solving. As he moves into his sales role, he is eager to share his engineering perspective while learning from the vast experience of Osprey's sales team.

Outside of Osprey, Stephen enjoys working out, restoring cars, and spending time with family including his three dogs. Stephen also enjoys listening to many types of music from classical to rap. He and his wife Laura enjoy dining at The Local which he claims has the best wings in town.

Stephen has done extensive travel as a project engineer, including visits to Bahrain, Mexico City, and the Netherlands. He particularly enjoys work involving condensers, along with any innovative designs on legacy products.

As Osprey Corporation continues to grow in the industry, we are proud to have employees who strive for the best. We congratulate Stephen as he joins the sales team.





## DANNY SMITH RETIRES

At Osprey's annual company luncheon, we celebrated Danny Smith's retirement from Osprey Corporation.

Danny was with Barron-Osprey for over 32 years. Danny was Osprey's Assistant Production Manager. He was foremost responsible for our finish coatings. Danny transformed our equipment paint finish from a very basic wet enamel air-dry finish to a high gloss baked power coating process. The transformation is profound. Over the decades, Danny worked with some of the original founders of Osprey.

Danny and his wife Kathy plan on staying in the Atlanta area while enjoying more time for travel and leisure. His brother, Steve Smith, is an Area and Key Account Sales Manager with Osprey.

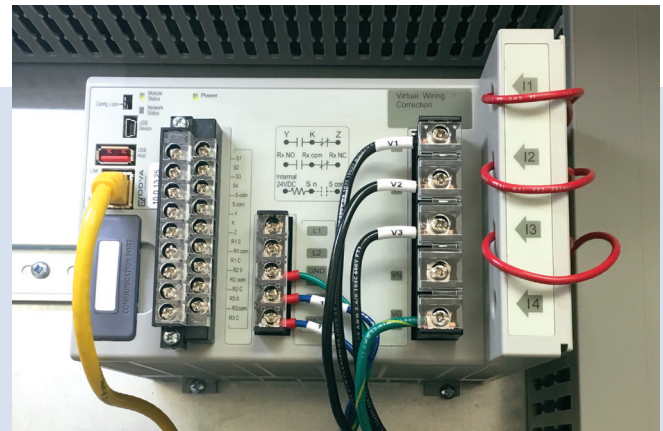
"We all here stand on the shoulders of the others like Danny that came before us. Everyone at Osprey owes him a debt of gratitude for his hard work, loyalty, and perseverance. We wish Danny and his family the best. He will surely be missed." stated Kirk Harpole at the meeting.



Left to right: Kirk Harpole, Kathy Smith, Danny Smith, and David Ankenbrandt

## New Filter Media Holding Bands

Osprey's patented new filter media holding bands provide customers many benefits including quick installation, ease of handling and storage. Its low-profile design helps prevent damage to the vacuum nozzles if contact is made. The new bands cost less than the previous metal holding bands. If you need more information on installation or ordering, please contact [parts@ospreyfilters.com](mailto:parts@ospreyfilters.com). Also head to our website Technical Services page to find videos and other information on the media holding bands. You can find this page at: <https://www.ospreyfilters.com/technical-services/>.



## POWER MONITORING

As energy consumption becomes more important, Osprey is looking for ways to lower energy costs by monitoring major parameters of our equipment. With the addition of power monitoring to our controls, Osprey can now provide reliable data of consumed energy and provide alarms and statistics for monthly and yearly operation reports. Filter media and passive filter life cycles have historically been based on differential pressure readings, regardless of fan speeds, or on standard maintenance settings. Customers will now be able to use line power statistics to determine if a decrease in energy consumption is a more acceptable approach to filter maintenance and operations.



THE DOWNLOAD

# JANA RITTER

Jana Ritter is one of the latest additions to our EMEA sales group. Based in Chateau-Arnoux, France, she shares what it's like working in her new role.

**What did you think you would be doing 5 years ago?**  
Working in an R&D laboratory for a pharmaceutical company.

**Best class you took that helped you in your new role?**  
All classes that taught logical thinking: always rely on data before jumping into conclusions.

**Best advise starting out?**  
Keep learning from everybody you meet. Listen to people.

**First app you check in the morning?**



**Favorite podcast?**  
I don't listen to podcasts so much. I prefer music.

**I am listening to what the most right now?**  
Eddy de Pretto.

**Best part about traveling?**  
Meeting new people & seeing new places.

**Cities listed in your weather app?**  
Les Mees/France (where I live), Atlanta, Paris, Berlin.



**When traveling I wish I had more time to?**  
Exercise and to sightsee.

**I found it best not to travel with this?**

Safety shoes! They take so much space, but unfortunately I have to carry them around most times.



**How many languages do you speak?**

Three, I speak German, French & English.

**Favorite food you cannot get back home?**



Thai Food.

**Best way to contact customers: text or email?**

E-mail and phone calls but not text.

**When visiting a customer, I like to what?**

Listen to their experience. See their production lines and try to help them solve any kind of issues.

**I prefer taxis or Uber?**

Uber is much more convenient to me.

**The airport I try and stay away from?**

I do not like Paris Charles-De-Gaulle at all. I try to avoid it.

**What's an outdated piece of tech you're not willing to give up yet?**

My MP3 player, so I don't have to take my phone when I go for a run and want to listen to music.



**Favorite sales tool?**

A face-to-face meeting with the customer.

**Easy place to travel?**

France, Germany, or any country where people speak good English. Otherwise, it can become difficult to get around.

**I get my industry news from?**

Nonwovens-Industry Magazine – the E-mail newsletter.

**I wish the soft disposables industry had more?**

Women in the engineering teams.

**Favorite place you have visited so far?**

India was definitely the most interesting one.

**I don't leave home without this?**

My favorite pair of Levis Jeans.



**What Osprey product do wish customers would buy more?**

Air System Diagnostics Kits. It would help them troubleshoot & solve their airflow-related issues.



**Best part about my job?**

Every day at work is different and never boring.

**Best part about working with Osprey?**

The team, and the confidence and responsibilities I am given. I did not think I would be doing so much.