

## We Saved a Major Crank Manufacturer Over £10,000!

A major crank manufacturer, a customer of Glaston's for over 12 years is saving over £10,000 per year thanks to Glaston Compressor Services.

We installed their first 90kw energy efficient compressor in 1996 and then added another HPC compressor in 1999. Over the past 12 years we have made regular site visits, recording all the running data allowing us to produce energy reports for the site.

Through our energy reports we identified that by installing a VACON NXS variable speed drive to one of the HPC compressors we could save the company in excess of £10,000 per annum. This will be saved through the finite control of the site pressure coupled with the elimination of wasteful off-load compressor running costs.



Glaston Compressor Services has been an OEM of VACON Speed Drivers for over 7 years, retrofitting standard fixed speed compressors from as small as 7.5kW's up to 250kW's.

Our customer is reaping the rewards of retrofitting a speed drive to a standard compressor and saving thousands, of pounds, so could you!

- No need to buy a new specialist compressor to save money, simply retrofit the standard existing compressor.
- Accurate energy savings can be guaranteed before the variable drive is fitted.
- No special parts required.
- All work is undertaken by Glaston's fully trained service engineers.

If you would like more information on our retrofitted speed drives or would like to see how much money Glaston could save you, please contact us today on 01695 51010.

## Under the Spotlight

So that our customers can get to know us a little better and find out what makes us tick, we will be grilling a few members of our team over the next few months. This month it is our longest serving team member, Tom Jones, who is under the spotlight!

Q1. You joined Glaston in 1979. What have you enjoyed most in your working life during the last 29 years?

A1. Everything, I enjoy the job. There were just two of us when I started with Glaston and we were working 18 hour days, it was hard work, it still is, but you get a lot of job satisfaction. Today there are a lot more of us so it is a bit easier, it is still hard work and I still enjoy it.

I enjoy the variety you get, no two days are ever the same, you don't know where you may be from one day to the next. "Variety is the spice of life!"

Q2. How have things changed for you in work in the last 29 years?

A2. Life has got a little easier as there are more staff, the company has grown but they are the same hard working, customer focused, caring employer they have always been.

Q3. What made you decide to become a Service Engineer all those years ago?

A3. I went from being a van salesmen to a bus driver and wasn't happy. I didn't enjoy what I did. I noticed an advertisement for a 6 month mechanical training course, liked the sound of it and decided to give it a go. I found it really interesting and was very lucky to be offered an engineering job 2 weeks before I had finished training!

Q4. What words of wisdom would you pass on to someone new starting out in this job now?

A4. It's not an easy job, it can be heavy work and hard work, and you will either like it or you won't. All I can say to anyone starting out is get your head down and get stuck in. You are never on your own with Glaston, if you are out on a job there is always someone on the end of the phone who will be able to help you if you have a problem.

Q5. You must have encountered lots of different people and problems over the years - who and what comes to mind?

A5. I haven't had any problems; I am fairly easy going and let things go over my head. I go to a company to do a job and I get on with it, if the manager is not particularly happy I don't let it effect me. I work hard and he soon has a change of heart when he sees what a good job I have done and how hard I have worked.

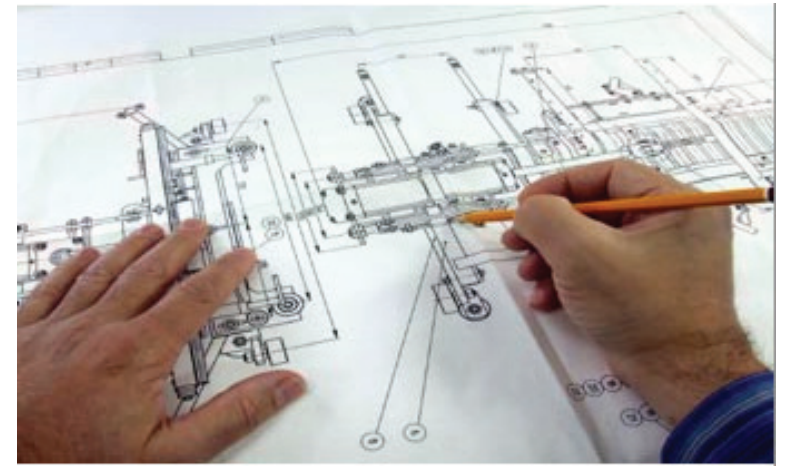
Q6. What about Glaston as a company? How would you sum up working for the company?

A6. Glaston is a very good company to work for and I haven't had any complaints in all the time I have worked there. I would like to say that there may be a little bit of favouritism towards me but I don't think so, everyone is treated the same. They have a great workforce and where other companies have new people in and out all the time, at Glaston, they have the same faces year in and year out which makes the customers happy as they get to know you. We also have good long term relationships with our customers which makes the job more enjoyable. We go to see a customer, knowing the team and the equipment and just get left to it.

Q7. What is a typical day like for you at Glaston?

A7. Busy. I go to a job, crack on with it and then on to the next. I start around 8.30 a.m. but I'm usually in the office before 8.00 to get ready for the day ahead. Some mornings I will go straight to a customer site before going into the office where I will have picked up the job sheet and loaded up the evening before. Each day varies greatly, our customers are not just local and some jobs are over 150 miles away, so I could be working away for a few days. However, usually the most customers I would visit in a day would be about 3.

## WE HAVE A PNEU-TUBE



Glaston is now a distributor and installer for Legris Transair lightweight aluminium and stainless steel tube for up to 100mm diameter compressed air, vacuum and cooling water systems.

The Transair pipe has a higher flow performance than galvanised steel and is also a fraction of the weight.

It is quicker, easier and cleaner to install and allows easy modification or extension afterwards.

It is highly resistant to corrosion, aggressive environments and mechanical shocks

It has a maximum working pressure of 16 bar and a maximum vacuum level of 98.7% (13 mbar abs).

For more information about our Pneu-tube please contact us on 01695 51010.

