

New General Manager of Halifax-Fan UK



Ian Crum, formerly Operations Director, has been promoted to General Manager of Halifax Fan UK. This is a well-deserved step up for Ian who has been with the company for 19 years.

Ian will take over day-to-day running of the Brighthouse operation which serves the UK and international markets outside of S E Asia. This will leave Managing Director Malcolm Staff free to focus on the growth of the business in the burgeoning S E Asia market. As Malcolm explained "the UK operation is well established, but as you might expect, is experiencing slow growth in these difficult times. S E Asia and China in particular is however a hotbed of activity and our Shenzhen factories are working at capacity. We have had to institute double shift working and one of my urgent tasks is to seek premises which will allow us to expand. Another of my

priorities is to institute UK working standards in the Chinese plant, particularly with regard to staff welfare and health and safety issues. Our western customers visiting the plant here rightly like to see the workers well cared for. We have been very successful in this as our staff turnover is only 5% per annum compared to a typical 20% for foreign employers. As we've moved over to cloud computing, Ian and I can share all the company's documentation easily and are in regular contact; the world is a very much smaller place than it used to be and I'm confident in Ian's abilities to look after the UK while I run the Shenzhen operation"



Halifax-Fan the 'go-to' company in China

Halifax Fan is fast developing a reputation in China as the 'go-to' company for advice on quality manufacture and how to set-up and succeed in S E Asia. Consequently, Halifax is now supplying high quality steel fabrications, other than fans, to other western companies trying to establish their reputation for quality and reliability in the Chinese market. Last month Halifax M.D. Malcolm Staff was invited to address the Foreign Manufacturers Association of the British Chamber of Commerce in Guangdong. Malcolm's address, to an audience of businessmen trying to develop businesses in China, covered the topic of 'Optimising Costs in a developing Chinese manufacturing WOFE'. Even in China these are difficult times for manufacturing businesses, with rising labour costs, taxation and currency issues challenging companies' abilities to hold down prices to export customers also struggling in an atmosphere of looming global recession. Earlier this year, Halifax played host to a group of mature MBA students from Washington (state) university who were visiting SE Asian companies including SAB, NIKE and Huawei as well as Halifax, to learn more about the business environment, culture and investment opportunities in S E Asia. They toured the Halifax plant and Malcolm made a presentation covering the establishment of Halifax Fan in China and the challenges and opportunities of doing business in S E Asia.

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Bespoke Halifax fans help pet-food manufacturer reduce its carbon footprint

Whether it's to reduce their energy bill or their carbon emissions, it's imperative that manufacturers should give deep consideration to the energy efficiency and total cost of ownership of every new piece of plant they buy.



A major pet-food manufacturer has selected 6 high-efficiency bespoke engineered Halifax Fan 'Beaufort' high volume, low speed fans to extract and filter half-a-million cubic metres of process fumes and air per hour as part of a substantial expansion project. Despite the recession, the pet-food industry seems bomb-proof and Golden Acres Petfoods (GA) is in the process of expanding production of dry extruded pet-foods, from 1,500 tonnes per week, to 2,500 tonnes. Half of the multi-million cost of the expansion is being incurred in sustainable environmental aspects of the project, meeting and exceeding rigorous DEFRA regulations and ensuring the comfort of GA's close neighbours in the nearby town.

ood ootprint

Overhead view showing the bio-scrubbers below and the new fan house under construction, top left

GA, based on a 2500 acre site near Bretherton, Lancashire, is Europe's largest manufacturer of premium dried pet-foods and is the largest pet-food manufacturer you've never heard of. This is because some 5,000 product lines are all branded under others' names, many of them instantly recognisable. The company was founded as a farming diversification enterprise and maintains a strong environmental ethos.

Pet-food manufacture can be a smelly process and GA is going to incredible lengths to ensure that the cooking smells don't trouble their neighbours and this means installing a powerful ventilation system with multi-stage scrubbing and filtering of the process fumes and factory air. The factory air will be changed 10 times per hour, and along with the process fumes will be passed through filters and wet scrubbers to remove particulates and then to a huge bio-filter to cleanse the air of any odours before exhausting it to the environment.

Pushing 500,000 m³ of air per hour takes an immense amount of power and GA has purchased 6 new Beaufort fans from Halifax Fan of Brighthouse for the job. The two process gas extraction fans are rated at 250kW and 185kW and have been constructed with stainless steel impellers. These push the process gases through an air filter before the cleaned gases merge with the building ventilation air, powered by a 250kW FD fan. This air passes through wet scrubbers, pulled by the three 110kW boost fans, which then push the air through the bio filters, to be finally exhausted to the environment, smelling sweetly.

Having such a strong environmental stance, GA placed a high priority on the efficiency of the whole fan system. "We chose Halifax Fan for a number of reasons", explained Ian Barnes, GA's Project Manager. "We recognised Halifax as a reliable global player in the business and the fact that it was based more or less locally was a bonus. It was decisive that the fans were correctly sized for our application and bespoke engineered for optimum efficiency, which helped reduce motor ratings in one instance and will



save a great deal of energy and carbon emissions in the long run. The point-of-sale consultancy the Halifax team provided was invaluable and they worked closely with us to engineer a complete solution that included monitoring airflows and duct pressures and ensured selection of the right materials for the fan impellers and casings"

The fans will be speed controlled by inverter drives and Halifax supplied 6 ABB IE3 cage induction motors. These high efficiency motors are of a much higher build quality than standard machines, with non-conducting bearings and insulation properties which will ensure longer service life when inverter driven. GA accepted there was a premium price for the six motors but their enhanced efficiency will save an

estimated £26,000 per year, paying back the price premium within 3 years and will help to reduce Golden Acre's carbon footprint.

The fan and motor assemblies were fully tested in-house at Halifax Fan's factory in Brighthouse before despatch to site where the three extract fans will be housed in a purpose built fan room which is being built around them. Halifax Fan will also provide engineering assistance during final installation and commissioning.

Ian Barnes again "Halifax Fan stood out from its competitors. The sales and engineering team's expertise from the outset has enabled us to obtain a custom designed, efficient and reliable fan solution, at the right price, and we're confident we can rely on their local back-up as and when we need it."



Cloud computing for Halifax Fan

As part of a continuous process of upgrading and innovation, Halifax Fan has moved its computing facilities to the 'cloud' and upgraded its design software, Autodesk Inventor, with the addition of I Logic software.



These major improvements to Halifax's IT systems will enable a seamless interface between the Brighouse and Shenzhen plants and will slash design times for 70% of the bespoke fans they offer, making it faster to provide quotations and making

Halifax more competitive in international markets. "Our existing quote-to-order process requires many labour-intensive manual steps," said Ian Crum, General Manager of Halifax Fan. "It takes about two days to generate a quote and that's

too long. Our customers expect an almost instantaneous response, certainly within 24 hours." There are quality benefits too. With all the fan design 'rules' loaded into I Logic, any change to a fan specification is immediately reflected right through the complete set of drawings for the new fan. No longer is it required to manually change, print and issue every drawing in the set individually, instead, the complete instructions to build the fan are issued at the press of a button. This will eliminate mistakes throughout the manufacturing process and speed delivery to the customer. Having the system on the 'cloud' means that both Brighouse and Shenzhen have immediate access to the up-to-date information and can work in close partnership, bringing the benefits of UK manufacturing practices to the SE Asian market.

Getting face to face with buyers at show in Jakarta



Following its presence at an engineering exhibition in Ho Chi Min City recently, Halifax is continuing its aggressive policy of getting face to face with potential buyers at the Manufacturing Indonesia exhibition in Jakarta, on Nov 30th to Dec 3rd. Exhibitions are well attended in S E Asia with buyers actively seeking reputable suppliers, so trade shows are a crucial part of building a presence in the region. Not just with fan users, but also with foreign engineering OEMs active in the region. It's important to make these potential buyers aware that there is a company, Halifax Fan, which has a manufacturing facility in the region that builds high quality fans to western engineering standards. As Malcolm Staff explained "much of the indigenous Chinese product of the past

has been of poor aerodynamic performance and thus highly inefficient; also unreliable and in some cases, potentially dangerous. The stresses on a fan impeller rotating at full speed, especially in a high temperature environment, are enormous and fans must be constructed from the correct grades of steel and the welds must be to the highest standard. There's no room for a cut-price approach." Halifax now has a good installed base in Indonesia across a wide range of industries. One Indonesian customer even has a Halifax Fan that has been in continuous operation on a biscuit line for 10 years. "That's the kind of local recommendation that wins us more business" said Staff.

Monster fan wins a million dollars

Halifax has announced the winning of a \$1,000,000 order for a single fan. The monster fan, with an 82" diameter high efficiency Mistral backward curve impeller made of high strength carbon steel, will be driven by a 4.16kVA 1.58MW ExN motor of special design with limited starting current. The fan will be supplied complete with inlet guide vanes for air control, hydrodynamic bearings, a dedicated oil lubrication system for both fan and motor bearings, a Bentley Nevada machine monitoring system and an acoustic enclosure. Ordered by an American contractor, the fan will be built and tested in the Brighouse factory and is destined for a chemical facility in Saudi Arabia.



For further information on the articles published in this issue or any other subject of interest please contact us at Halifax Fan or visit our website.

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