



PPS Pennine Pneumatic Services Ltd

Compressed Air Specialists

Welcome to our September newsletter

Bringing you news and advice from one of the leading providers of compressed air solutions in the UK.

On course for a good day out

Every year since 2005, I've been organising a golf day for our customers.



L to R: Ian Harrison, Paul Clark, Jon-Paul Tighe, Chris Turner, Gary Whitaker

The annual event attracts anything up to 36 customers, bringing together people from different organisations, allowing them to network and enjoy a day out on the golf course. It's also a good way for us to say thank you for their custom.

This year our golf day was held on Friday 5 September at Crow Nest Park Golf Club in Hove Edge, Brighouse. We played 18 holes, twice round the nine-hole course, which was established in 1995 on 70 acres of grounds once owned by the entrepreneur Sir Titus Salt.

After gathering at 8.30am for a bacon sandwich and a cup of tea, players were given a goody bag with Pennine branded goods, including ball markers, golf



Contact us

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News & offers

UNIVERSAL AIR TOOLS OFFER

Our Universal Air Tools offer has been so popular we thought we'd extend it as an autumn treat for our loyal customers.

We have a wide range of air tools in stock at our Trade Counter, ideal for a variety of professions,

balls, divot repair tools and tees.

Our Sales Manager Peter Odell led the first team of four out on the course and I followed up with the final team. After all the teams had finished their rounds, we met back at the clubhouse for soup, sandwiches and presentations.

As well as our usual prizes for Best Team, Best Individual Player, Longest Drive and Nearest the Pin (sponsored by Atlas Copco), we awarded an additional trophy in memory of Dave Deakin from Atlas Copco, who passed away earlier this year.



*Keith Barron of Atlas Copco is presented with the inaugural Dave Deakin Memorial Trophy.
L to R: Steve Robinson, Keith Barron, Paul Clark, Gary Whitaker*

Our customers who took part enjoyed a good day's golf as well as the chance to chat to others in a variety of businesses. Although they are invited as our guests, each made a donation to our current charity, Overgate Hospice.

All in all, a great day out – and we're already looking forward to next year.

Meanwhile, I hope you enjoy our latest newsletter - please give us a call on 01422 321772 if you'd like any more information on our energy saving offers.

Gary Whitaker

Managing Director

Everything you need to know about...

Air Dryers

Are you having condensate problems in your airline and equipment?

Are your air cylinders, Solenoid valves and air tools failing prematurely?

Do you carry out car body repainting or shot blasting?

If the answer to any of the above is yes, then you should install a dryer.

including automotive, windows, building or woodworking trade and other manufacturers.

Choose from our three special offers:



**UT 5825K 3/8\"
Reversible Drill:
£35.00 each**



**UT 8853 1/2\"
Heavy Duty
Reversible Drill: £90.00 each**



**UT 2211 1/2\"
Light Duty
Impact Wrench:
£39.00 each**

Just give us a call or pop down to the stores and Stewart and his team will help you out.

Please note: this offer will run to 31 October 2014 (inclusive).

NEWS IN BRIEF

LIKE FATHER LIKE SON

Around 25 years ago, MD Gary Whitaker installed a Fluidair rotary vane compressor for wire goods supplier Bethel Rhodes, which he then replaced with a fixed speed Atlas Copco compressor in 1998.

This year, Bethel Rhodes were looking to upgrade again... but this time it was Gary's son Ashley who was on the installation team. The company's new Variable Speed Atlas Copco GA15VSD+FF is expected to lead to savings of around £3,500 a year.

"Installing the new variable speed Atlas Copco compressor was definitely a good move for us," says Tony Trowers, MD of Bethel Rhodes. "We have been associated with PPS for many years and wouldn't consider

What do air dryers do?

The function of a compressed air dryer is to remove enough condensate from your compressed air to prevent further condensate forming in your airlines and associated equipment. (Line filters are recommended to be installed with all dryers.)

What are the most common compressed air dryer technologies?

Refrigerant dryer

Refrigeration dryers employ heat exchangers, one for air-to-air and one for air-to-refrigeration. The refrigerant compressors used in this type of dryer are usually of the hermetic type.

The goal of having two heat exchangers is that the cold outgoing air cools down the hot incoming air, which makes this type of dryer more efficient. At the same time the increase in the temperature of outgoing air prevents condensation forming on the outside of pipework.

Deliquescent dryer (not widely used now)

Consists of a pressure vessel filled with a hygroscopic media that absorbs water vapour.

The media gradually dissolves – or deliquesces – to form a solution at the base of the pressure vessel. The liquid must be regularly drained from the vessel and new media must be added. The media is usually in tablet or briquette form.

Desiccant dryer

Other terms commonly used are regenerative dryer and twin tower dryer – and, to a lesser extent, adsorption dryer. Air is passed through a vessel with two “towers” filled with a desiccant media. This desiccant media attracts the water from the compressed air.

When the desiccant becomes saturated, the dryer switches towers; once this cycle completes, some compressed air from the system is used to “purge” the saturated desiccant bed, simply by drying the wet desiccant.

Membrane dryer

The water vapour-laden air passes through the centre bore of hollow fibres in the membrane bundle. At the same time, a small portion of the dry air product is redirected along the outside surface of the fibres to sweep out the water vapour that has permeated the membrane.

The moisture-laden sweep gas is then vented to the atmosphere; dry air is supplied to the application (line filters must be used before this type of dryer).

If you are unsure of the correct dryer for your application, contact PPS to discuss your needs. If required we will visit you to determine the correct technology for your application.

dealing with anyone else.”

PPS specialises in energy saving advice...

For advice on saving energy or to book a free energy audit

call: 01422 321772

email:

sales@pennine-pneumatic.co.uk

[Visit our website](#)



Staff profile

Name: Phil Keens

Job title: Area Sales Manager

Date started: July 2013

Background: Having worked in pneumatics since the mid-1990s, Phil has an in-depth knowledge of the industry, which he puts to good use helping customers find the best solutions.

Phil's strong commercial background includes working in internal and external sales for pneumatics companies in Lancashire and Yorkshire, before being promoted to a Senior Key Account Manager role, assisting the Sales Manager with organising successful representation across 10 branches in the north of England.

In July 2013, he joined PPS as Area Sales Manager, and today he works closely with new and existing customers to supply them with the best pneumatic products for use in compressors and compressed air systems, as well as spare parts and ancillary equipment.

Role: As Area Sales Manager, Phil's job is to ensure that customers are aware of the full range of pneumatic products on offer from PPS - and the benefits that they bring.

With such a wide-ranging experience of compressed air products, he is able to spot when a system isn't working as well as it could - and come up with recommendations to improve it.

"I'm always available to make an appointment to visit customers to see how we can help them save energy, improve efficiencies and reduce costs," Phil says. "Whether they order a simple replacement part or a complete pneumatic system to be fitted by our engineers, they will receive the same excellent customer service."

Although used to working on his own initiative, Phil feels very much part of the wider PPS team and is committed to both providing customers with the best solutions and seeing the company thrive and progress.

Most rewarding part of the job: "Being a people person, I enjoy visiting customers, getting to know a company and building long-term relationships."

When not at work you'll find him: Reading thrillers, going to movies, wrestling with his grandsons, visiting historical places and painting his large collection of toy soldiers.

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