

**September 2009**

CONTACT INFORMATION

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## TECHNOS HOT TIP #12

### Fan Laws

The Fan Laws can be used to calculate the performance and horsepower requirements as the fan RPM or airstream density is changed. The most commonly used fan laws are: CFM varies Directly with RPM, SP varies with the SQUARE of the RPM, and HP varies with the CUBE of the RPM.



### *Our Technos Corporation Facility in Alabama to Serve You*

The Technos facility in Bessemer, Alabama, is conveniently located off of Highway 150, just 20 miles southwest of Birmingham. Shop equipment includes multiple welding stations, lathe and milling equipment, fan positioners, metal saw, and other tools necessary for fan equipment fabrication and repair.

The Technos welding department has experienced fan welders with quality control procedures for all welding work. Our welders can provide all welding required using MIG, TIG, and sub arc procedures.

Technos has fully trained supervisors and fan technicians with welding, mechanic, and millwright knowledge and experience. Our full-time technicians are MSHA and OSHA trained and have the ability to travel nationwide at a moment's notice. Our fleet of heavy-duty service trucks is fully equipped and ready for your equipment emergencies.

Technos Corporation in Alabama has the facilities, equipment, and personnel to manufacture your fans and perform quality repairs to your equipment.



## No "Surprises" with Technos Field Labor Rates

Our labor charges are stated right on the rate sheet. We do not have hidden charges for standard tools or extra fees for working weekends or holidays. What you see is what you get! All Technos employees are employed full time and we never hire or furnish temporary laborers.

### ENGINEERING SUPPORT

Our Engineering Department has the expertise to perform the most thorough analysis using cutting-edge computer technology.

- Natural Frequency Testing
- Finite Element Analysis (FEA)
- Shaft Critical Prediction
- Wear Control Improvements
- Metallurgical Analysis

### FIELD SERVICE DEPARTMENT

- Emergency Repairs
- Laser Alignment
- Field Balancing
- Wheel Replacement
- Bearing Repairs
- Epoxy Grouting
- Liner Installation

### PRODUCTS AVAILABLE

- Complete Custom Fan Assemblies
- Chrome Carbide Liners
- Dampers
- Expansion Joints
- OEM Projects
- Fan Housings
- Spare Wheels
- Screw Conveyors
- Coal Hoppers
- Shaft Seals
- Separators
- Shafts
- Classifiers
- Ducting

7016 FM 3009  
Schertz, TX 78154



Phone (210) 651-9393  
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### 2009 FIELD LABOR RATES

Effective July 1 through December 31, 2009

• Field Supervisor	\$75 per man hour (4 hour minimum)
• Fan Technician or Millwright	\$59 per man hour (4 hour minimum)
• Engineer	\$105 per man hour (4 hour minimum)
• Vibration Analysis or Alignment	\$85 per man hour (4 hour minimum)
• Field Balance	\$85 per man hour (4 hour minimum)
• Field Personnel Travel	\$49 per man hour portal to portal
• Per diem	\$80 per day per employee
• Travel expenses	Cost i.e. rental car, flights, etc.
• Field Truck expenses including tools	\$ .85 per mile
*Special Price Reduction: One way mileage only, decreased from portal to portal mileage*	
• Rental equipment	Cost plus standard markup
• All Safety Training, MSHA Part 46 Certified or Supervisor Meetings	Technos 2009 Labor Rates

Special price reduction:  
One way mileage only  
for all service trucks!

For extended outages, Technos may require a multi-purpose Tool Crib on-site. If so, shipment of Tool Crib billed at cost.

Balance, Vibration Analysis & Alignment rates will apply to all labor hours when these services are exclusive and/or primary. When the scope of work includes these services as well as a variety of other services, i.e. on a shutdown, the Field Supervisor rate and standard Fan Technician or Millwright rate will apply to all labor hours.

Shipping is FOB Schertz, Texas. Our terms are net 30, due and payable in Comal County, Schertz, Texas. We appreciate the opportunity to offer our Labor Rates and hope to be of service to you soon.

**"As in most plant outages, we come in to the jobsite prepared to work 7 - 12 hour days and/or nights. These published rates remain constant day or night 365 days per year. Technos does not charge a premium or overtime rate under any circumstances."**

*Phillip Neal, Technos President*

The President says:  
No extra charges,  
ever!

At your service,  
*Derrick N. Dowden*  
Derrick N. Dowden  
Field Service Manager

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### From the **TECHNOS** tailgate: *Cow Camp Chili Dip*

Spread 8-oz cream cheese on bottom of regular pie pan, then add 1 bundle of chopped green onions, one 16-oz chili (Wolf brand chili without beans is good), and finally cover with your choice of shredded cheese. Heat pan to 350 until warm, no cooking required.

**Now enjoy with your favorite corn chips or tortilla chips!**