



OSPREY

News and information for the employees and clients of Osprey Corporation.

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Osprey Relocates All Departments to Atlanta

Osprey has consolidated all its operations in its Atlanta facility. All fabrication, assembly, and R&D capabilities have been moved from its Conyers, Ga. location. The move from Conyers back to Atlanta completes a restructuring plan starting in 2002 with Osprey's merger with its sister company Barron, Inc.

David Ankenbrandt Osprey's vice president of operations was responsible for the move. "We had been in Conyers for over 18 years and have grown with the area. However, we made the decision that we were going to be an assembly focused manufacturing operation. We are going to outsource fabrication and machining capabilities where it makes sense. This cleared the space required to allow all our operations to be back in the central Atlanta location," said Ankenbrandt.



This is a big change for Osprey that started back in 1974. Officials have decided to focus on innovation, product design, sales, and marketing. Osprey will continue to do its own specialty fabrication in the Atlanta plant. Ankenbrandt said cutting costs was not the only motivation for the restructuring. "It was also about flexibility and focus. Our customers have high expectations of our products and services. We need to concentrate on meeting those expectations with every sale," he said.

Osprey remains dedicated to the soft disposable and plastic industries. "Osprey – the brand, the company, the people, the products, and the customers – is about the industries we serve. It is critical for us to be focused, so we are still serving these same industries for another 32 years," said Ankenbrandt. ☺

Your Savings With The Osprey Film Recycling System

Trying to determine the payback or return on investment from an Osprey Film Fluff Recycling System is individual and usually specific for each application. However, one way is to look at the number of pounds per hour of scrap that you are generating but could be reusing yourself. Then determine what using that scrap would be worth to you as compared with purchasing resin from the outside to fill this need. This method gives you the financial gain that can be realized by investing in scrap recycling.

Try this formula to calculate the savings in resin cost you would realize from the Fluff Scrap Recycling System. You will need to substitute your own figures (in blanks) as they apply.

Example:

- (60) Pounds per hour scrap rate (trim or roll scrap).
- (50) Cents a pound new resin value.

- (60) Pounds per hour scrap rate x (50) cents a pound new resin value = (\$30.00) per hour new resin purchasing savings.

- Cost to run system at (19) kW typical load for system x (10) cents per kilowatt-hour for utilities = (\$1.90) power cost to run system per hour.

- (\$30.00) per hour of new resin purchasing savings less (\$1.90) hour for utilities to run the grinder and surge stopper = (\$28.10) profit from each hour of running the Osprey system.



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IDEA07

International Engineered Fabrics Conference & Expo

index08

WORLD'S LEADING **nonwovens** EXHIBITION

Osprey Representatives On Hand at IDEA07

Osprey will have representatives on hand at the International Engineered Fabrics Conference & Expo in Miami Beach, Florida April 24-26, 2007. This will be the first time Osprey will not have a display booth at the show. Osprey's director of marketing Ken Best states that in recent years the show has become less of an international show and more of a regional event. "We have decided to redirect the funds budgeted for the show to other marketing methods that will impact more of our customers and

not just the ones attending the IDEA show. We plan to create a new interactive Web site this year and improve our customer contact methods," said Best. Osprey's attention this year will be to plan for INDEX08. "However, we do understand that trade shows provide an opportunity for customers and suppliers to come together in a central location to discuss problems and solutions. For this reason, we will always have some form of presence at the shows that matter in the markets that we serve." ☺

New Developments in Filter Media

We now are offering two new styles of filter media. Both of these media feature a denser outer surface intended to slow the penetration of fine particulate. The new model 834-205 is a thicker version of our "Poodle" media. This new media is recommend for customers with newer filters that include our updated cleaning systems. Customers currently using the two "Poodle" style media, 837-11 and 833-11, may find this new media longer lasting and more efficient.

The second new media is model 810-8. This new media is a specialty media that is designed for our Composite Disk filter. This media is an alternative to our Gray model 810-736. According

to Marty Price, the new 810-8 performed well on our R&D test filter for over three years.

In addition to two new media styles, we now offer a zipper style closure for most drum filter media sizes. The new zipper closure greatly reduces the time it takes to change the media. In some instances, customers report half the down-time associated with changing the media.

For more information or questions concerning these new developments, please contact Jeff Orwig or Isacque Nixon in spare parts. ☺



Your Savings With The Osprey Film Recycling System

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- Run time of (50) weeks at (150) hours per week is (7,500) hours per year.
- (7,500) hours per year x (\$28.10) savings per hour = **(\$210,750) total savings per year.**

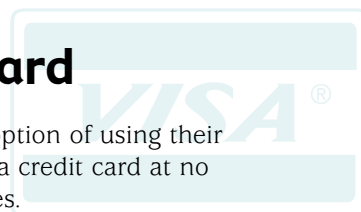
For those selling their scrap, think of the difference of the sales price versus its true value as your scrap value gap. You can determine whether the gap is large enough to justify mak-

ing the investment to recover the value yourself rather than giving those value gap dollars, which can be substantial, to someone else like a scarp dealer.

Once you have done your numbers, we stand ready to make your proposal. In our experience, the payback on a Fluff Scrap Recycling System is among the easiest and best in the industry. ☺

Osprey Accepts Visa and MasterCard

In an effort to make ordering easier, customers now have the option of using their Visa and MasterCard. Urgent orders can now be expedited using a credit card at no additional charge. Orders are processed over the phone in minutes.



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You Can Now Order Osprey Spare Parts Online

To make it easy for you to purchase Osprey parts when it's most convenient for you, Osprey now accepts online orders for equipment spare parts.

You can also take advantage of this convenient new option to review and confirm the items on our Web site before placing an order the same way that you have in the past. For more information, please visit our Web site at www.ospreyfilters.com. 