VENTILEX USA INC.
SPECIALISTS IN DRYING AND COOLING

Sand Gravel and Slag Drying and Cooling

Inside this issue:

Special points of interest:

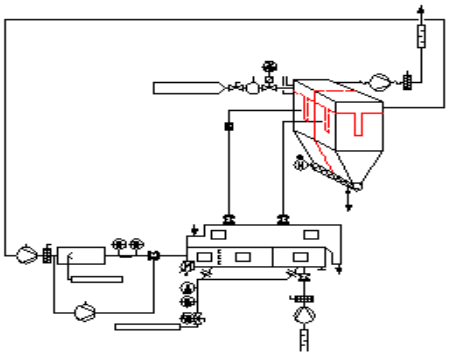
- Save 40% of your drying cost or more!
- Lower your maintenance expenses!
- Reduce the number of personnel needed to operate your plant
- Call Ventilex Toll Free to discuss the specifics at (866) 265-6823

Saving Energy Cost … How we do it!

Drying Sand, Gravel, Slag or really — anything demands a large amount of energy. Ventilex has perfected a drying system that can save you up to 40% or more on your gas bill.

The way we do it is simple: Sand, Gravel, or Slag when dried with our Fluid Bed Dryer normally has to be cooled before you send it to the silo or bag it. The dried sand or slag has a large amount of residual "heat" capacity, and by passing ambient air over it during cooling, and then recycling this warm air to the burner inlet section, large amounts of energy are conserved and the amount of energy required to raise the air temperature for drying is lowered.

The real "trick" is in the design and engineering of all the components, and especially the controls. Ventilex has perfected the control system to accurately control the product temperature after cooling—even with varying inlet moistures. Product throughput is adjusted to optimize and reduce energy consumption. Ventilex has over



Ventilex Fluid Bed Dryer Heat Recovery System

100 systems on sand, gravel, and slag and 1,000's on all types of products.

Why not give us a call today and discuss your needs? We'll give you a free no obligation quote! We are sure we can save you money!

Ventilex to Exhibit in Chicago at P&BS 2002

The 2002 Powder and Bulk Solids Show and Exhibition will take place May 7-9 at the Rosemont Conference and Exhibition Center , very close to the O'Hare airport in Chicago.

Ventilex will be exhibiting on the Main Floor in booth #836. We will have on display an actual working Fluid Bed Dryer/Cooler. The demonstration will show how the unique "shaking" transport action that transports the sand, gravel, or slag material in "plug flow" form works.

Call Ventilex if you would like to receive free tickets to attend and to receive information about the show. Toll Free at 866 265-6823.

Maxit in Chicago Realizes Huge Savings

Maxit, formerly known as Silo Mix in Antioch, Illinois decided they needed a dryer replacement. Their old Rotary Drum Dryer leaked badly, required a lot of maintenance and operation attention, and they suspected that it wasn't very efficient.

Maxit President Arnold German found the perfect solution: The Ventilex Fluid Bed Dryer and Cooler.

Ventilex showed Mr. German that he could save a lot of money in operating cost with a Heat Recovery System with fully automated controls. Since installing the Ventilex System, Maxit has doubled their production, and their gas bill has remained the same.

Maxit Depends on Ventilex for Drying

Maxit continues to save about 50% of their gas costs because they replaced their old Rotary Drum Dryer with a Ventilex Fluid Bed Dryer with Heat Recovery System.

Call Ventilex today and ask to see the numbers. Provide us with a few figures and we will show you the savings! It's that simple!

Slag, Sand, Gravel … we dry them all!

1000 degrees F [550 C]. These numbers represent another area of savings for you—a smaller piece of equipment.

By being able to heat the air to a higher temperature, we can reduce the "footprint" of the equipment substantially.

Other manufactures cannot reach this high of temperature in a vibrating Fluid Bed Dryer. The reason? They need to use thicker plate and heavier welds in order to keep their dryers from "vibrating and cracking apart".

The ability to use a higher temperature with a certain airflow, translates directly to the amount of evaporation that can take place in a certain area. The higher the temperature, the more moisture the air can hold, and more evaporation can take place in the same square foot [or square meter] area.

This directly translates into a smaller less expensive dryer!

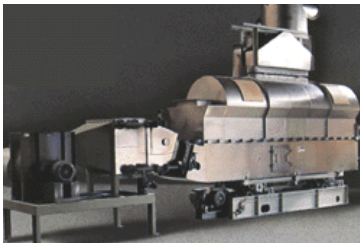
> " By being able to heat the air to a higher temperature, we can reduce the footprint of the equipment substantially"

Most High Temperature Fluid Bed Dryers are 50% the size of a Rotary!

How Stainless Steel Construction Can Save In The Long Run

Normally, you look for the least costly method of manufacturing possible. It's only natural. Everyone wants to keep the costs down.

So most Dryer manufactures use carbon steel thinking they are doing their customer a service.



However, in the long run, stainless steel is better for the components in contact with moisture or moist air.

Ventilex will always give you a choice for materials of construction. We will show you the cost differences, and allow you to decide for yourself what makes sense for you.

In the long run, it is usually cheaper to use stainless over carbon steel. The price impact is usually small, but we let you decide!

Fluid Bed or Rotary Drum Drying?

Determining the type of Dryer and/or Cooler you need for your plant can be a difficult decision. For Sand Gravel, or Slag, the choices are usually Rotary Drum or Fluid Bed Drying.

Beamix Sand Plant in Holland

Initial acquisition costs are one consideration, along with operational costs. Maintenance can be a headache with Rotary Drum Dryers.

Ventilex can show you the actual cost of owning a Fluid Bed Dryer with our Heat Recovery System.

The cost to operate a Fluid Bed Dryer with a Heat Recovery System will save you up to 40% of your gas costs. This difference alone can pay for the entire equipment in just a few years over the cost of operating a Rotary Drum Dryer.

Call Ventilex today to receive a quotation for your needs. It's free without obligation!

"Shaking" versus "Vibrating" - the Real Story

Most Fluid Bed Dryer manufactures use off-set weighted motors to cause vibration. The further the weights are away from the point of rotation, the more vibration. Vibration is measured in "Frequency" and "Amplitude".

Frequency is directly related to the speed of the motor. Amplitude is related to the off-set distance from the center of rotation. In order to convey a product on a flat surface, you need to "excite" the surface in some manner. Using off-set weights causes enormous vibrations, and unfortunately, bad side effects — stress cracking; screws, nuts, bolts and rivets loosening; and failures.

"Shaking" in the Ventilex system is accomplished with a simple "cam" action. We increase the amplitude and greatly lower the frequency.

The results: No stress cracking; loosening of nuts, bolts, screws and rivets; and "***perfect***" product transportation.

Call us for the "shaking" details!

"In order to convey a product on a flat surface, you need to "excite" the surface in some manner."

Let's Talk Gas ...

How much gas savings can you expect using a Ventilex Fluid Bed Dryer over a Rotary Drum Dryer?

The answer is varied and hard to determine without knowing exactly your conditions.

A general rule of thumb is that a Fluid Bed Dryer will use about 185,000 BTU's per short ton of sand dried at an average inlet moisture of 5% , and a discharged moisture of near bone dry.

By recycling the air from the Cooling section, you can lower the BTU's needed to about 160,000 per ton. Right there is a 15% savings! Fluid Bed Dryers allow better heat transfer than Rotary Drum Dryers - typically 25% or more. This is due to fluidization.

The cost of Drying per ton is the real issue ...

This leads to better evaporation, and the real bottom line …

GA$ $AVING$ $$$$$!!!

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The finest Fluid Bed Dryers and Coolers in the World!

Visit us on-line at www.ventilex.net

Ventilex, with over 25 years of experience manufacturing "shaking" Fluid Bed Dryers can help you save money on your drying costs.

- Optimized for Low Energy Usage!
- Heat Recovery Systems!
- Higher Temperatures—Smaller Footprint!
- "Shaking" - not Vibrating!
- Less Maintenance!
- Costs Less!
- Low Noise Level!

Call, Fax or email us with your requirements. Check out our web site. Talk to an applications engineer. We are here to save you money on your drying needs!

Tell Us About Your Drying Needs ...

Company_____

Address: _____

City: _____

State: _____ Zip/Postal _____

Name: _____

Phone: _____

Fax: _____

Email: _____

Product: _____

Dry Rate: _____ #/hr or Kg/hr

Initial Moisture: _____ %

Final Moisture: _____ %

Average Particle Size: _____

Cost of Gas:

per Therm: _____

or per Ft^3: _____

Power: _____ V _____ ph _____hz

What Materials of construction do you prefer: _____

Comments:

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Fax this back page to:

(513) 870-5173

We will provide you with a free, no obligation quotation detailing all the equipment, a flow diagram, energy calculations, and in many cases, we can provide you with sample equipment general arrangement drawings.

Or call us!

Toll Free

866 265-6823