

JDN NEWSLETTER JULY 2006

J . D . N e u h a u s , L . P .

J.D. NEUHAUS, L.P. TEAM MEMBERS



J.D. NEUHAUS
powered by air!

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Back: Mark Hannibal (Production, Service), Canie Hollens (Production), Max Gallade (Operations), John McGarry (Sales), Jason Kahler (Sales)
Center: Carol White (Financials), Elisabeth Beare (Parts)
Front: Aaron Wright (Warehouse), Don Plettenberg (sales), Steve Marcin (Sales), Frank Endler (Management)



Max Neuhaus

PART SIX: MAX NEUHAUS

By age nineteen Max Neuhaus became the company secretary and began running the business. Building on the tradition of his parents he specialized in the trade of winches and lifting equipment. Max also found a need and created a division to provide quality repair and service of industrial products. With the increased income from this new division, JDN was able to expand its operations by acquiring powered transmission driven machine tools. The year 1925 was a very important one for Max Neuhaus and his company, because he won an order for 300 rail lifting winches in Berlin. This order was a starting point for further government contracts and enabled JDN to increase their work force. After WWII the underground coalmines continued to request Neuhaus equipment. This now gave JDN three major industries to target: railway winches, mining equipment, and repair. In 1952, the plant expanded and Max's eldest son J. Diederich Neuhaus began working for the company.

An Explosive Combination

EXCERPT FROM *April 2006 Hoist Magazine*

There are two main groups of hoists that may be suited to hazardous atmospheres: air-powered (pneumatic) or explosion-proof electric. Explosion-proof (electric) hoists have a complex architecture. The degree of explosion –protection has an obvious effect on cost. “Whenever possible an air hoist is the most cost-effective lifting solution for an explosion-proof environment,” says Lift-Tech product manager Greg Miskowiec. Manfred Mueller, marketing manager of air hoist manufacturer JD Neuhaus says that air hoists have no limit on total operational time or on the number of starts and stops per unit time, due to self-cooling action. Air hoists can therefore be particularly suited to ‘hot work’ industries such as foundries, steelmaking and cement making. In comparison, lower rated electric motors may be subject to limitations due to overheating, without special cooling facilities. Mueller also points out that the air motor halts without any consequent damage, and with no overheating due to high torque on stalling or jamming. No other special protection facilities are required. If electrical power is a preferred choice then factors such as the likely higher purchase cost of explosion-proof equipment, and regular maintenance by qualified personnel must be considered. Service requirements tend to be simpler with air hoists even if more traditional models can be temperamental. Disconnection of an air hoist for maintenance consists of disconnecting the supply hose and removing from the mounting. JDN air hoists are manufactured to a modular design, to make maintenance easier with ready access to all parts, and a minimal number needing attention. Removal of an explosion-proof hoist will require isolation of the electric supply, specialist knowledge for disconnection of the supply cable, and a specially qualified electrician to work on whatever is required.



JUST ANNOUNCED....

Upcoming Trade Shows

Carolina Facilities Expo

Palmetto Expo Center

Greenville, SC

October 3rd-4th

Maryland Facilities Expo

Timonium Fairgrounds

Timonium, MD

October 25th-26th

We would like to thank those that have submitted photos for the

JDN North American Photo Award.

There is still time to submit an entry.

Call 800-331-2889 for details.

JDN has 3 iPod's to giveaway!

JDN WORKS: TRAINING SESSIONS

JDN is pleased to announce on October 19th-20th we will be holding a formal training session.

Topics will include the Profi line, Mini air hoists, JDN air winches and air crane kits. Seating is very limited and will be granted on a first come first serve basis. JDN will provide instruction, hotel accommodations and lunches. There is a maximum of two complimentary attendees per company. Each additional employee per company will require a \$1000.00 fee. These classes are in high demand and will book quickly. Please send a written submission for the class to j.kahler@jdneuhaus.com

Once this class is full, we will begin scheduling the next class. Submit your interest along with a picture of a JDN application.



HAPPY BIRTHDAY TO JDN STAFF MEMBERS:
MAX GALLADE (JULY 3RD) & JOHN MCGARRY (JULY 15TH)
QUESTIONS CONCERNING THE JDN NEWSLETTER MAY BE FORWARDED TO
J.KAHLER@JDNEUHAUS.COM

**THANK YOU FROM YOUR
J.D. NEUHAUS SALES TEAM**