



# Hartzell Fan and Blower Training Programs in Maryland

BY MATT GLOVER

Hartzell Air Movement, a manufacturer of industrial quality fans and blowers, recently drove a product trailer loaded with equipment to present a "hands on" demonstration of their capabilities to Maryland based engineers and end users. Hartzell recognizes that having engineers and potential clients understand what sets them apart from other offerings in the marketplace is a critical step in building the name recognition and product loyalty they experience through most of the United States and abroad. SysTech and Hartzell personnel made stops in Baltimore, Hunt Valley, Sparks, Belcamp, Rockville and Havre de Grace, visiting facilities within the food processing, chemical, water and wastewater sectors. Each appointment had their own area of focus and discussion around the trailer.

## EDUCATION AND TRAINING PROGRAMS

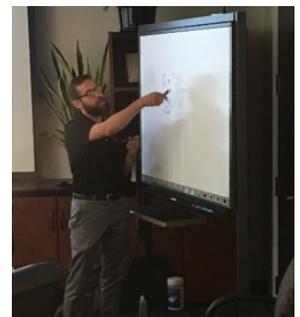
SysTech offers several types of educational and training programs at our offices or on site, to provide product knowledge, product awareness and hands-on training. The trip was a three-prong approach complete with a Lunch and Learn presentation to a client, a Professional Development Hour (PDH) presentation to an engineering house and multiple "hands-on" product demos to several end users. This not only demonstrated the vast applications for Hartzell's products, but SysTech's own value when it comes to the selection, application and design of industrial ventilation systems.

The trailer contains many of the marquee Hartzell fan products including numerous fiberglass fans in both centrifugal and axial designs, the Series 69 Swing-Out Roof Exhauster and the recently redesigned Series 12 Plug Fan.

The PDH presentation was titled "Industrial Fans for the Water and Wastewater Industry" and the Lunch and Learn topic of "Fans 101: The Application of Fans in the Industrial Environment" are just a sampling of the many educational topics SysTech has to offer.



SysTech's Lunch and Learn "Fans 101: The Application of Fans in the Industrial Environment" reviewing important details of industrial fan applications.



SysTech's own Matt Glover explaining different applications of industrial fans within the water and wastewater industry.