



Best e-business in Denmark

Exploiting the worldwide reach of the Internet not only to buy and sell but also to service customers and collaborate with suppliers and business partners, Multi-Wing International receives award for best e-business in Denmark.

Read on...



Truly reversible impellers improve efficiency

Multi-Wing's new range of reversible impellers increases the efficiency by approx. 10% points when compared to standard airfoil impellers in reversible mode.

Read on...



Back on track

Since August 1, 98,7 % of our orders have been delivered on time.

Read on...



Agritechnica 2007

Visit our booth no. 13 C34 at the Agritechnica show on November 13 - 17, 2007 to check out our impeller range. Our experts will advise you on how our products can optimise your application.

Read more at <http://www.agritechnica.com>

Best e-business in Denmark

Our use of Internet technologies to provide customer service, streamline business processes, trade worldwide and collaborate with suppliers and business partners has grown beyond anyone's imagination, and today e-business is an integrated part of the way we do business, offering many opportunities and advantages.

"The digitisation of Multi-Wing International's business processes is at a very high level", concluded ITEK, a branch federation within the confederation of Danish Industries who recently honoured Multi-Wing International with the Pioneer Award 2007 for best e-business in Denmark. Multi-Wing International is awarded for best e-business because IT is used to manage all important business processes - right from sales, purchase, marketing, e-commerce, internal processes to interaction with sub suppliers and customers.

IT is used from start of the process of designing the perfect impeller for your application to finish. With the assistance of web-based programmes, we ensure that the right impeller is selected, providing you with the impeller best suited to meet your requirements. From selecting the right impeller to the final order, Internet technologies make the process easy and fast. By ordering through e-commerce, day-to-day ordering is made effective and cost efficient.

Doing business on the Internet is a reality which has taken its true dimension through globalization. The barrier of distance has been eliminated, allowing all companies to trade, communicate and interact worldwide. "Multi-Wing uses IT to clarify everything for the customer, no matter where he is in the world", said the Minister of Science, Helge Sander who presented the award. Being a truly global company means that Multi-Wing can support your business worldwide.



Truly reversible impellers improve efficiency

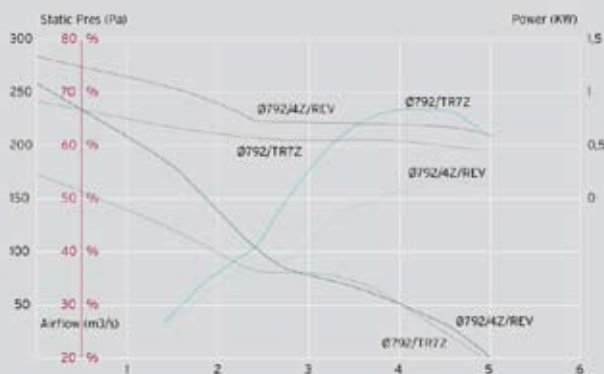
Traditionally, reversible impellers are made using a standard airfoil impeller turning every second impeller blade 180 degrees. The problem with this configuration is that when reversed the airflow can be reduced by as much as two-thirds due to the fact that the back of the blades cannot generate as much airflow as the front.

Multi-Wing's new range of reversible impellers with a newly developed blade profile is a landslide improvement when compared to traditional standard airfoil impellers in reversible mode. The unique, state-of-the-art, symmetrical design of the new S-profiled impeller blade has been developed to produce equal air volume in either direction, improving the peak efficiency to around 65 % which is approximately 10% points better than what is known to the market today.



In the figures below you can see the impressive efficiency rates. When comparing the truly reversible TR7Z impeller with the standard airfoil 4Z impeller in reversible mode, the difference is 16% point. In addition, sound is approximately 4dB lower than the 4Z impeller in a reversible configuration.

For the comparison between the truly reversible TR11W impeller and the standard airfoil 6W impeller in

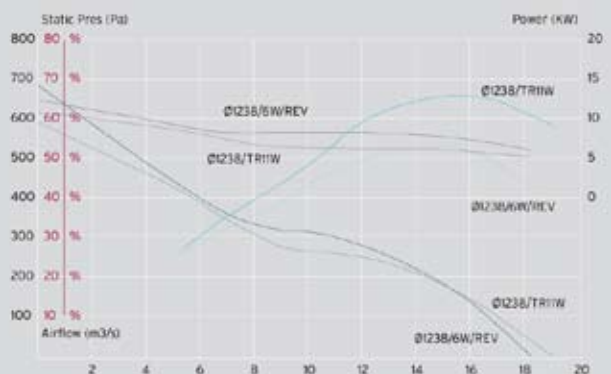


The curves are at 900 rpm

reversible mode, the difference is 14% point in efficiency. Sound is measured to be approximately 4dB lower for the TR11W impeller than for the 6W impeller in reversible mode.

Mounted with different hub sizes, with flange, conical shaft or straight bore, with aluminium or plastic blades, the TR7Z is available in diameters up to 1095mm in a 16 bladed hub, and the TR11W in diameters up to 1604mm in a 13 bladed hub.

The truly reversible impellers are designed for a variety of very different applications such as wood, crop and brick drying, radiator cooling, tunnel ventilation, and fruit ripening rooms.



Back on track

This spring we didn't live up to our objective to deliver 95 % of our orders on time. We had many delays due to poor planning and many unforeseen problems. However, since August 1, 2007 our delivery accuracy has been 98,7 % as a result of better planning and increased capacity.

Planning has been improved considerably - right from planning of order processing and production to staff capacity. We have implemented strict processes when it comes to order handling and we now plan the production thoroughly, using planning tools and taking holiday seasons in consideration. In addition, staff has been increased and today we work in two shifts. Good planning and a disciplined problem solving approach to prevent delays secure high delivery accuracy.

In the figure below is illustrated the delivery accuracy from August 1 to October 18, 2007. The objective is that 95 % of our orders are delivered on time. For the past three months we have done 3,7 % better than our objective.

Many of you have grown accustomed to a delivery time of 4 - 6 weeks which is advantageous for both you and us. On the one hand, we are able to plan the production carefully, on the other hand, you are sure to receive your order at the requested delivery time. We therefore encourage you to continue sending your orders well in advance.

Delivery accuracy from August to October 2007

