

## Air Handling Systems Newsletter

[www.airhand.com](http://www.airhand.com)

## INDUSTRIAL STRENGTH Ductwork Direct

January 2014

### Customer FOCUS on New England Wood Products



Started by Rex Rathbun in a three car garage, New England Wood Products, has grown to fill multiple buildings in at their location in West Kingston, RI. A family business, now run by the second generation of the Rathbun family with the third generation not far behind.



New England Wood Products, focusing on architectural woodworking, has "state of the art" equipment which their craftsman use to produce custom moldings, custom cabinetry,

### Meet OUR Staff Putting out Fires

Both figuratively and literally. Our staff constantly receives calls from customers that have machines being installed in just a few days, but forgot about the ductwork. So we react and respond, like firemen, to meet our customers' needs as quickly as possible. Reacting and responding with miles and miles of spiral pipe and thousands of fittings are all coordinated by thirty year veteran, Al Pereira, who has been managing the manufacturing department for over twenty of those thirty years. Al not only oversees production but is a hands on manager who programs our cnc plasma cutter, cuts, bends, welds and ensures every item that goes through his department meets our high quality standards.

mantles and other elegant work. They have an in-shop custom knife grinding system that is capable of matching any profile needed in a very timely fashion. Their shop's Unimat Gold 6-Head Weing Moulder can produce any shape moulding up to 5" x 9" in size. Their shop is also equipped with a Mikron Multi - Moulder capable of producing curved profiles to match any shape.



New England Wood Products has been a customer of Air Handling Systems for over ten years, as they have grown, we have been supplying dust collection fittings, including several manifolds, such as the one shown below, as well as alot of U30 flexible hose, perfect for their application. Most recently they purchased additional ducting, including a ball joint and hose for their CNC router. The ball joint working in conjunction with the flexible hose creates clear air flow while allowing for free movement of the router head.

## Air Handling Catalog

FREE Air Handling Systems catalog is available. To request your copy please call 800-367-3828 or email [sales@airhand.com](mailto:sales@airhand.com) and we will mail one to you immediately.



## What makes Air Handling Systems the BEST Choice...

[CLICK HERE](#) here to download the TOP reasons Air Handling Systems is better than ALL other competitors.




However, when not focusing on the quality of sheet metal ductwork, Al spends his time volunteering for his local fire department. When not responding to those in need, he can be seen on weekends training for everything from water rescues to repelling down the side of an office building all to help his local community.

Al can be reached at [apereira@airhand.com](mailto:apereira@airhand.com)

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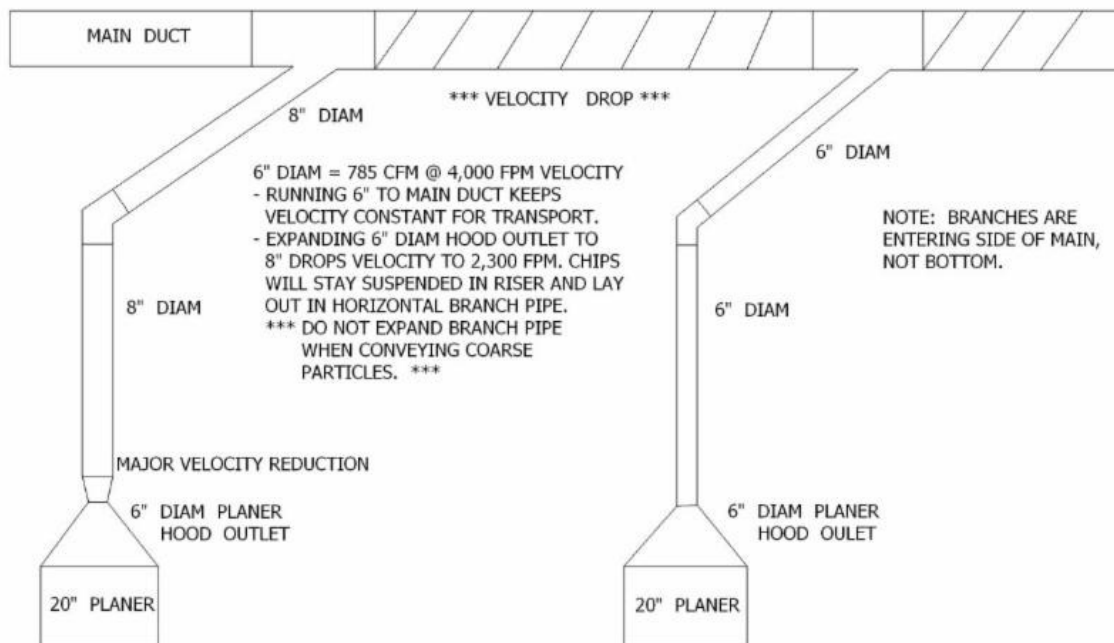
## Need Flexible Hose?



Air Handling Systems stocks 15 different types of flexible hoses from 2"-12" in diameter. [Click here to see our online selection.](#) If you don't see the hose you need, let us know and we can tap our extensive network to find the correct hose for your application.

## Doctor of Ductwork, Curt Corum Explains Velocity Drop

The diagram below helps explain "velocity drop".



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Air Handling Systems | 5 Lunar Dr | Woodbridge | CT | 06525