

Wood & Panel got the opportunity to interview Till Uhle, Director Marketing & Sales NESTRO Lufttechnik GmbH, Schkölen Germany on latest developments, innovations, business amid pandemic uncertainties and more. Excerpts.



Till Uhle

Director Marketing & Sales, NESTRO

Tell us about your functioning strategies considering the pandemic protocols.

NESTRO is currently using video conferencing to internationally negotiate offers and contracts. Most of our employees have been fully vaccinated and are able to travel again. As of today, we still have some installations not commissioned due to travel restrictions and/or to unaffordable quarantine requirements.

As a responsible manufacturer, NESTRO introduces air purifiers against coronavirus. Tell us more about such products.

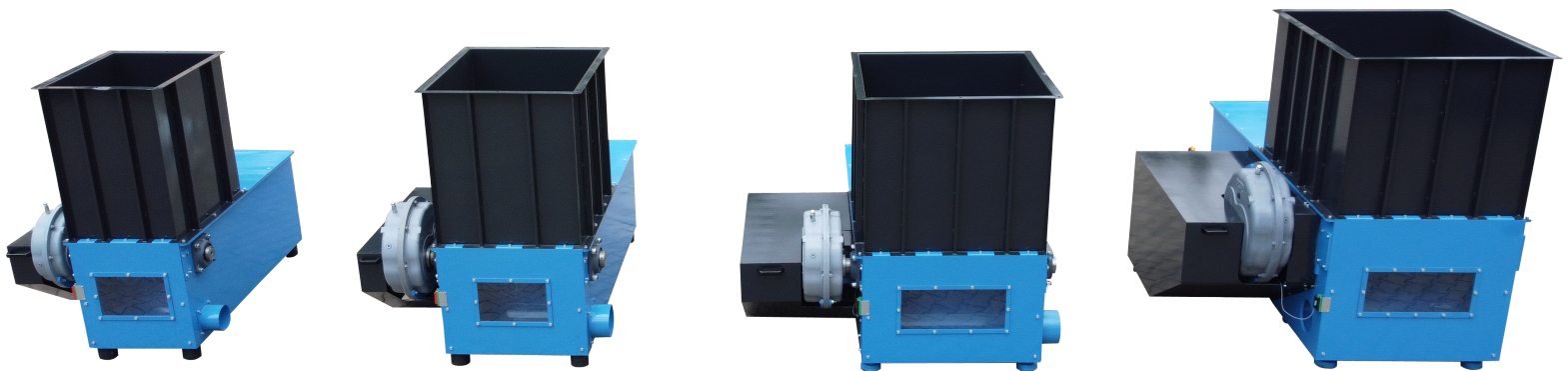


The VITAPOINT air purifier have been introduced early this year. They effectively filter even the smallest particles – such as viruses, bacteria or germs – from the air and monitor the air quality by continuously measuring the CO2 levels. All our air purifiers feature a HEPA H-14 filter. The fraunhofer WKI institute, Braunschweig, successfully approved the effectiveness of the VITAPOINT 3000 unit.

Recently NESTRO witnessed a successful new Shredder Programme. Tell us more on business experience.

NESTRO's NSL series shredders set themselves apart with highly robust engineering. Single-shaft technology has asserted itself in the market for wooden material in the woodworking industries. Reliability and a high utility value make our machines the number one choice for

industry and trades. The cutting rotor with its rotatable and replaceable cutters delivers high chipping performance combined with energy efficiency. Our shredders make this possible with load-dependent pusher control. With our sophisticated plug system, we also attain a high level of manufacturing precision reflected in construction with an excellent accuracy of fit and low distortion.



DREMA is the first live and in-person fair since the virus outbreak. How was the experience? Do you think face-to-face meets are important or digital connect is the way forward?

In September, we exhibited at DREMA in Poznań and at FachPack in Nuremberg. Although the quantity of visitors was significantly lower compared to pre-Corona times, we were happy to meet people in person again. The quality of leads was satisfying and we experienced a need for trade fairs to get a better overview on how industries have coped with the new situation. It was good to share opinions and ideas.

What are your newest innovations?

We have just introduced our new series of dedusters. The development of this new generation sets a new standard for the industry: This is the first series of dedusters equipped with IE5 reluctance motors and frequency converters. So, users can save up to 22% energy costs compared to those using IE3 motors. In this way, the Thuringian company makes a significant contribution to climate protection and at the same time saves the user money. The development of the units type NE J in the well-established performance classes 200, 250, 300 and 350 for indoor installation is based on decades of company experience in woodworking, in device technology and in the technology of highly efficient fans. The use of our clean air dedusters for the extraction of dust & chips of various materials pays off cost-wise for small and medium-sized companies in many industries. The NE J verifiably saves

- » Investment costs through installation close to the machine using only short pipeline routes with overall low line resistances.
- » Operating costs thanks to the frequency-controlled IE5 reluctance motor with an efficiency above 90%.
 - » Heating costs through circulating air operation without heat loss, because the filter material guarantees a residual dust content of $< 0.1 \text{ mg/m}^3$ - cleaner than the outdoor air.
 - » Maintenance costs through an intelligent, certified automatic fire extinguishing system without the use of water or dry chemicals.
 - » Installation and base costs as a mobile plug-and-play device - only power and compressed-air connection plus junction of the pipeline required.
- » First deliveries are now slated for not earlier than Q1 2022 depending on the supply especially of electro components (frequency converters, IE5 motors and more).



What are your plans going forward?

Our strategy is set straight: We will offer our customers systems that are more energy efficient, more intelligent and more user-friendly. We have invested in new production machinery in all of our three manufacturing facilities to offer the best price-performance-ratio in the extraction and filter technology. We invite customers to challenge our sales team.

