

# AES VTECH:

Virtual Technical Support and Guided Repairs  
for Scrap Collection and Baling Systems



ADVANCED EQUIPMENT SALES

535 Hagey Road, Souderton, PA 18964  
800-572-9998 • [www.aesales.net](http://www.aesales.net)

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[www.aesvtech.net](http://www.aesvtech.net)

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# Presenter: Jeff Dietterich

PRESIDENT,  
ADVANCED EQUIPMENT SALES

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- Founded AES (1989), Sales Engineer
- Education: Mechanical and Electrical Engineering
- Technical background: Printing and Converting industries
- 32 years experience systems design: Scrap Collection and Baling, Dust Control, Industrial Ventilation, Recycling Systems
- Member TAPPI, NFPA, ASTM, NWRA, SWANA
- ANSI Standards committee member: Shredding equipment safety



**JEFF DIETTERICH**  
President; Sales Engineer

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Office: 800-572-9998

Email: [aesjeff@aesales.net](mailto:aesjeff@aesales.net)

Company Website: [www.aesales.net](http://www.aesales.net)

VTEVCH website: [www.aesvtech.net](http://www.aesvtech.net)

LinkedIn profile: <http://bit.ly/2cdG22s>



# About AES

- 32 Years service to the pulp and paper industries
- Design-build firm specializing in automated scrap handling and recycling systems
- Equipment includes Balers, Shredders, Conveyors, Dust Collectors and Filters, and Industrial Fans
- Systems include Scrap Collection and Baling, Pneumatic Air Conveyance, Dust Collection, Shredding and Size Reduction, Recycling and Sorting, and Flame and Spark Arrestor
- Hundreds of successful projects installed throughout North America
- Specialized services include NFPA Compliance Audits, Safety Audits, and System Design Services
- Professional affiliations include TAPPI, NFPA, ASTM, SWANA, NWRA, PROP





# About AES VTECH

**AES VTECH:** Our *Virtual Technical Assistance* program uses remote technology to diagnose and evaluate scrap system performance problems. AES VTECH gets you the help you need, *when and where you need it!*



- Easy-to-use *Zoom* platform
- Use smart phone or tablet for screen shares
- Address Emergency, Urgent or Future needs

*Like Tele-medicine for your Scrap System!*



# Why Use AES VTECH?

## Troubleshooting and Diagnostics

- ⑩ Equipment Operation and Performance issues
- ⑩ Scrap System Performance issues
- ⑩ Remote System Monitoring

## Staff Mentoring and Training

- ⑩ Guided Maintenance and Repairs
- ⑩ Operator Training
- ⑩ Safety Training

## Virtual Site Visits

- ⑩ Virtual Walk-throughs for Future Projects
- ⑩ Dust Collection and Control Problems
- ⑩ NFPA Compliance Questions / Consulting



# Benefits



## SAVES YOU TIME

- Faster diagnosis and resolution
- Any parts required shipped to your door
- Repairs done on your schedule by your staff



## SAVES YOU MONEY

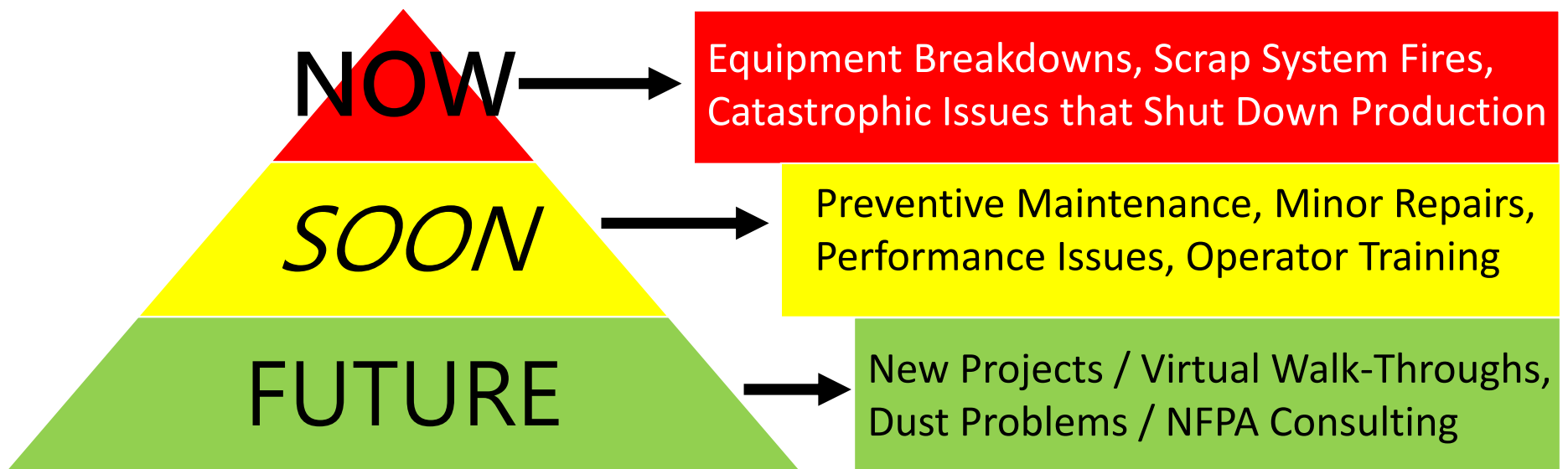
- Reduced 'advisory' rate for Service Calls
- No costs for travel time / mileage
- Avoids costly breakdowns from neglected repairs

*Ideal for future planning: expansions, new equipment, etc.*



# What Level of Help is Needed?

## IDENTIFY YOUR NEED AND URGENCY





# AES VTECH is EASY to use!

## 3 Easy Steps...

1

### CLICK OR CALL

- [www.aesvtech.net](http://www.aesvtech.net) - Appointment request form
- 800-572-9998 - Live Customer Service Rep, or via Emergency Service Hotline after-hours

2

### SET APPOINTMENT

- 'Triage' needs, set time for Virtual Meeting
- Confirmation and instructions sent by email

3

### JOIN THE MEETING!

- Easy-to-use ZOOM Platform
- Use Smartphone or Tablet for best experience





# What does it cost?

- **GUIDED SERVICE CALLS** at Discounted Advisory Rate, Credit Card Billing
- **CONSULTING PROJECT WORK** at Blended Professional Service Rate, Quoted Upon Request



## No Charge Services

- Initial Service Consultation / Triage
- Initial Project Discussions / Virtual Walk-through



## Paid Services

- Virtual Service Calls
- Some Professional Consulting Services with Reporting / Deliverables

*Save even more with a VTECH Service Subscription!*



# VTECH Wrap-up

AES VTECH IS YOUR ANYTIME, ANYWHERE RESOURCE FOR HELP AND ADVICE FOR:

- ☑ Scrap System Issues    ☑ Equipment Breakdowns    ☑ Operational Questions
- ☑ Equipment Training    ☑ Dust Problems: NFPA / OSHA    ☑ Project Planning and Consultations



- Easy-to-use *Zoom* platform
- Use smart phone or tablet for screen shares
- Address Emergency, Urgent or Future needs

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• 800-572-9998

# Questions?

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Jeff Dietterich

President

Office: 215-723-7200 ext. 24

Mobile: 215-859-0193

Email: [aesjeff@aesales.net](mailto:aesjeff@aesales.net)

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