

MANUFACTURING

US Business Executive



Modernizing Industry through
Cutting Edge Aerospace and Aviation
Technology
APG-NEUROS

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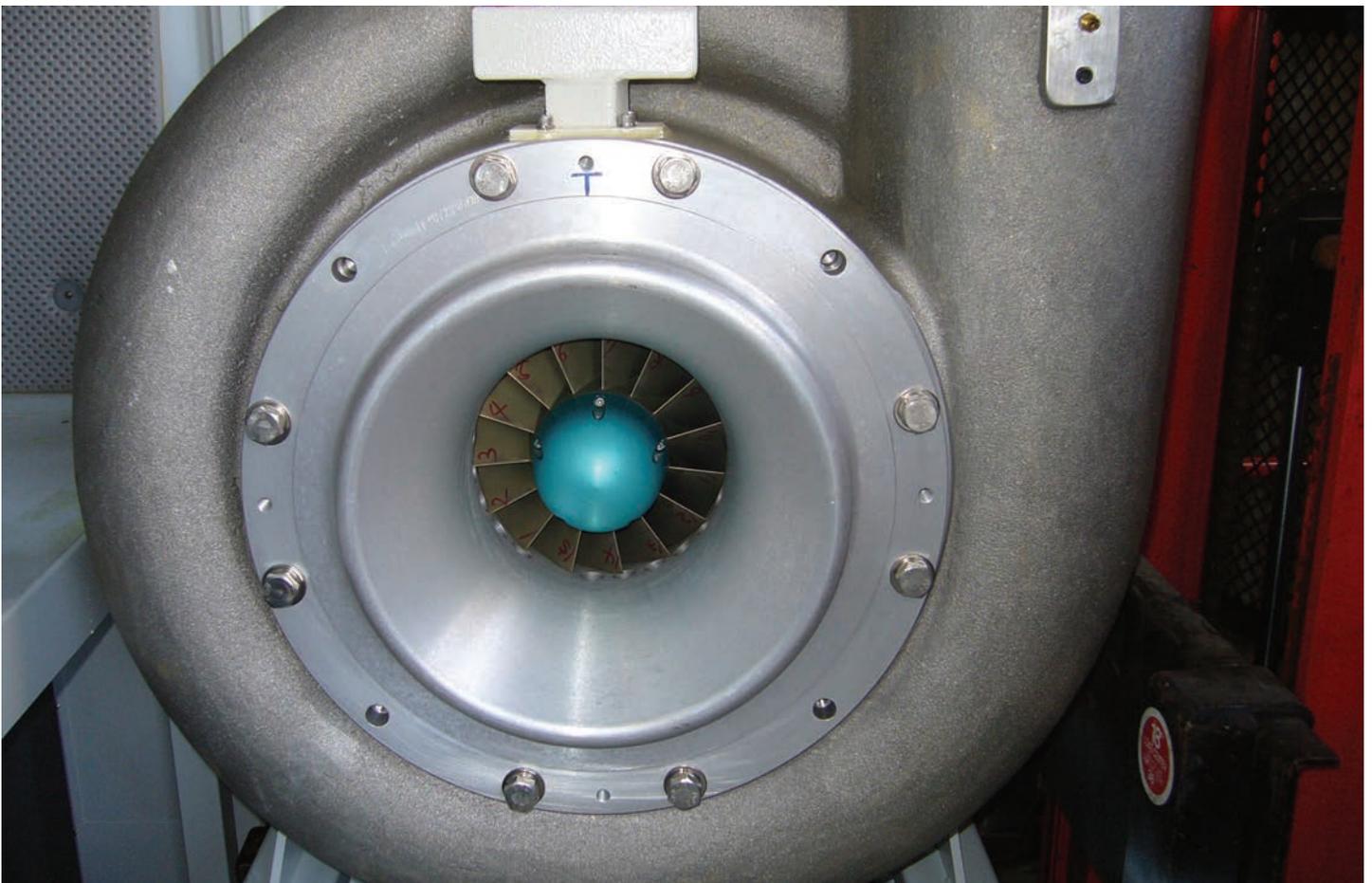
Produced by James Logan & Written by Molly Shaw

After 25 years in the aviation world, Omar Hammound, president and CEO of APG-NEUROS, found a way to take his expertise into a new market, one that was in need of great change. In 2005, while on a power generation assignment in South Korea, Omar joined his colleagues with similar backgrounds in aviation and aerospace technology in a collaborative effort to develop and bring to market a high

efficiency turbo blower at Korean company Neuros.

An Eye for Innovation

With this more compact, productive and sustainable invention, waste water treatment plants and other industries alike could finally integrate modern conveniences and reduce their power consumption. “We saw an opportunity for modernization,” shares Omar. “Before, 90 percent of plants were using very





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outdated, cumbersome, noisy equipment; some dating back to 1854. Our product is like an upgrade from the rotary phone to the iPhone. When people see it, not only do they need it, but they want it.”

Omar launched Montreal-based APG-NEUROS and the turbo blower in 2006, and the market began to rapidly develop. “Initially, we had to get the word out, hire employees and establish sales, but by the end of 2012 we hit \$32 million,” he recalls. “We delivered about 700 units from 2006 to 2012 and we now have 70 employees, and clients across North America and Europe.”

When Omar says APG-NEUROS is now global, he isn’t kidding. From Toronto to Vancouver, Seattle to San Diego, Phoenix to Salt Lake City, Cincinnati to Washington, D.C., Tampa to Orlando, London, UK to Mexico City, the

company is making global moves. “We’re getting ready to enter New York City and Italy, as well,” notes Omar.

Realizing the Benefits

APG-NEUROS is making moves and fast, because clients around the world have realized the benefit of the company’s revolutionary technology. APG-NEUROS’ turbo blower combines the best science of the aviation and aerospace worlds in one with an impellor that’s used in jet engines and an air bearing developed by NASA in the late 1990s. “It’s a complete package,” says Omar. “Our high efficiency turbo blower replaces bulky, loud equipment that’s about four to five times its size. Not only is the equipment easier for operators to repair and use, it reduces power consumption anywhere from 35 to 40 percent.”

Omar is proud to note the company’s ability to adjust with the industry’s changing needs. “With the flexibility of this product we’ve seen some clients achieve nearly 75 percent reduction in energy consumption,” continues Omar. “And, the payback period is quick. Plants usually start to see reduced costs of operation in one to three years.”

The turbo blower also allows plants to reduce their environmental footprint by 50 percent. “Everyone sees the benefit, as we’re making more of a conscious effort to shift from coal and fossil fuel power,” explains Omar. “Our clients see this as an opportunity to answer their priorities and meet energy mandates and Environmental Protection Agency [EPA] emerging new regulations.”

Although water treatment plants tend to make up APG-NEUROS’ main market, the turbo blower is effective across



a broad range of industries, including factories, oil, gas and mining operations. “Waste water treatment plants are one of the heaviest users due to the nature of the process,” shares Omar. “When a toilet is flushed the water travels to separation and sanitation tanks where micro organisms are broken down. Waste water treatment requires the flow of oxygen 24/7 to pump in enough to accelerate the metabolism of the

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organisms, which allows them to die naturally.”

Omar adds that flexibility is also on APG-NEUROS’ side. “The equipment plants previously owned had no capability for flexibility in

operation, which is essential because loads change day and night, it’s never the same,” he says. “The best way for us to demonstrate our product’s flexibility, efficiency and advantage is by implementing it. We often send out trial units for up to 60 days so customers can see how they are really going to benefit from our product.”

Full Steam Ahead

APG-NEUROS’ growth and eye for innovation has put the company at No. 66 on Profit Magazine’s Top 500 Fastest-Growing Canadian Companies in 2013. The company made the list with an astounding five year revenue growth of 1,082

COMPANY AT A GLANCE

ESTABLISHED : 2005

CEO & PRESIDENT: OMAR HAMMOUD

EMPLOYEES : 71

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percent. “We’re much honored to be recognized by the PROFIT 500,” shares Omar in a press release. “It’s been a long road to success; through market education our product has increasingly gained acceptance

by consulting engineers and end-users alike. It’s nice to see that our hard work and innovation have paid off.”

Omar has no plans of slowing down. The company is currently building an additional manufacturing facility in Quebec and gearing up to enter markets in France, Italy, London and Mexico City. Setting his sights on an-out-of-the-box approach and applying outside technology to an age-old industry has paid off for Omar and APG-NEUROS-Neuros.

For more information about APG-NEUROS, please visit: www.APG-Neuros.com. •





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