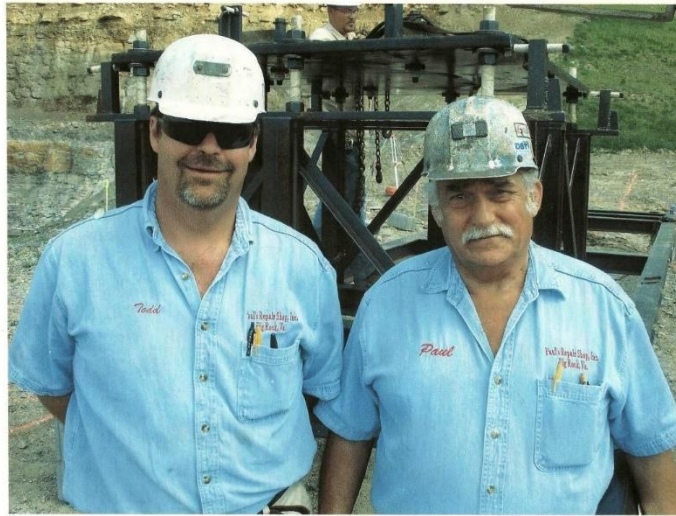


Todd Elswick of Pauls Fans Talks to Coal Miner Exchange



Todd and Paul Elswick

Bill Reid: *Todd Elswick is owner and President of Pauls Fans. Todd, please explain how Pauls Fans got started?*

Todd Elswick: Paul's Repair Shop was started in 1958 by my father Paul Elswick as a small machine shop servicing the coal mining industry. Paul was a skilled airplane and helicopter pilot and had a strong grasp of rotor assemblies, airflow and ventilation. By customers request and demand, the company evolved to be a full service mine ventilation repair and rebuild facility. Paul's Repair Shop began manufacturing and installing turnkey new ventilation systems in the early 2000's under my leadership. In 2014, Paul's Repair Shop purchased the ventilation division of Jeffrey Manufacturing from Caterpillar Inc. The company was rebranded as Pauls Fans. We are in fact the same company offering full ventilation services throughout all sectors of the underground mining industry in the United States, Mexico and Canada.

Bill Reid: *Describe your present facilities for us?*

Todd Elswick: Pauls Fans operates over 200,000 sq ft of well-equipped manufacturing space in Big Rock, Virginia.

Bill Reid: *What is your product range and what do you focus on?*

Todd Elswick: Pauls Fans manufactures the original Jeffrey Fans product that we now market under the Pauls Fans name. Pauls Fans has the largest domestic inventory of in-stock replacement parts. Our inventory will service and/or replace parts/components/and entire fan systems of nearly every brand of fan, and our operations are equipped to manufacture a custom ventilation system for the mining customer.

Bill Reid: *What is your particular expertise, people, products and service?*

Todd Elswick: Pauls Fans is the premier underground mine fan company in the United States. Our technicians hold highly specialized balancing and alignment training. Several of Pauls Fans employees have over 20 years' tenure. Our team is capable of any turnkey project; from design, construction, installation and routine testing and service. Our reputation started with onsite maintenance and repair. We still maintain 24/7/365 service and are highly recognized in that field.

Bill Reid: *To what do you contribute the success you have had at Pauls Fans over the years?*

Todd Elswick: I contribute our success to my two Fathers. My Earthly Father, Paul, taught us all strong work values and the fact that good enough will never work in our business. He also said, 'be the best you can every time'. My Heavenly Father has blessed us way beyond measure and continues to watch over us and protect us the way no others can. These two Fathers are the ones that deserve all the credit for the success of our company and our Pauls Fans family.

Bill Reid: *So how do you see the future of the company?*

Todd Elswick: Pauls Fans is developing every day. We are expanding our markets within Aggregate, Zinc and Metal/Non Metal Mining. United Central Industrial Supply is the domestic distributor for Pauls Fans. A request for parts or service, or a new fan can be made with your local United Central field office. Pauls Fans will be offering companion ventilation products with our fans in the near future. We are building and securing relationships in foreign markets as well as new industrial markets within the United States.

Bill Reid: *And what do you see in the future for the coal industry?*

Todd Elswick: It's cyclical. With our research, we are watching trended data over many years; we expect coal to have good years where coal may provide a large percentage of our income and revenue, and down years where other markets bring more revenue than coal. Coal has been a cyclical commodity and we expect it to continue to follow that pattern. Our company is optimistic about the future because we have been working diligently to broaden our customer base and develop our products to meet needs in multiple markets. Pauls Fans has thrived for over 59 years and we will thrive for many more years to come. We are excited to see how we will be blessed into the future.

To view Pauls Fans Company Profile, please click [here](#).