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# The Filter

## Year in Review: 2021

### Supply Chain, Record Sales, Service Underscore 2021

2021 has been another year marked by all things pandemic related. Globally, businesses are impacted by both worker shortages and supply chain issues. IAC too has experienced rising transportation costs, raw material shortages, and increased lead times, but also has experienced an increase in sales and services.

“Each and every vendor we use has given us a surcharge,” said Eric Huggins, Sales Manager. Metal remains the most volatile of raw materials, affecting items such as elbows, couplings, cages and more. The higher the metal grade, the more difficult it is to acquire right now. This has also affected lead times.

“Some lead times are pushed to the summer. So, you order before Thanksgiving...and you might get it by the Fourth of July. In normal times, lead time is two to four weeks,” said Huggins. “In 2020, a lot of customers held onto their money and now we have this pent-up demand

– all the stuff they didn’t buy last year, they are buying now because, in this business, it isn’t a matter of if you’re going to buy, but when.”

IAC taps into its consortium of partners to try and ease lead times because its OEM buying power offers more options. This allows flexibility when ordering because sales representatives can contact more than one vendor for the best pricing and lead times. Being back in the office has been beneficial in helping to expedite quotes with more vendors, as well as the forethought of IAC to keep its workforce fully staffed to deal with the influx of orders the staff knew would be coming as Covid waned.

“Customers were closed in 2020, so going into Covid, we knew this was coming. We hired when other companies were letting people go, so we could keep service up,” Huggins said. “I am proud of the team all the time, but I am really proud of the way they managed the increase. We

hired several folks that really hit the ground running. It’s one thing to hire and train, but it’s an entirely different thing to hire them and have them immediately pulling the rope in the same direction.”

IAC has focused on providing high-quality sales and continuing exceptional service through the year. This has led to several record-breaking months and the best year ever for parts, service, and B projects. The Blue Crew has had a packed calendar of services including large-scale bag changes and stack testing.

“We had our first bag change-out at a building materials company,” said Service Manager Russ Maloney. “It was a dome top load pulse jet baghouse and we changed 243 bags. This was a great introduction job of what IAC can do, and it will hopefully turn into more maintenance work in the future.”

Maloney said the team changed 200 bags at a cement facility as well. The team also made a trip to Arizona to assist a cement facility with stack testing to ensure no particles were migrating from the clean side to the dirty side of the cell plate. The job included an entire system inspection, to look for any breach or failure, as well as a fluorescent dye leak check.

Bookings are still filling the calendar for the Blue Crew and keeping the teams busy through the new year and into 2022. Huggins said he expects 2022 to also be another banner year for IAC because the supply chain is still working to meet the pent-up demand.

“With the new infrastructure bill, new companies, and companies coming back up, I think 2022 is going to be more of the same and then some,” Huggins said.

For customers who need winterization services, maintenance, parts, or more, be sure to call 800-334-7431 to reserve your dates, or to place an order. Also consider a Smart Plant Remote Monitoring System to alert to system issues and assist in maintenance planning.



# News 2021

## 2022 Trade Shows Scheduled

2021 had IAC back out visiting with customers on trade show floors. We exhibited at the virtual IEEE, World of Concrete in Vegas, AISTech in Nashville, GEAPS in Ohio, Powder and Bulk Solids in Chicago, Petfood Forum here in Kansas City, and Frac Sand Supply and Logistics in Grapevine, Texas. IAC employees also attended and presented at various other shows throughout 2021. We are looking forward to more interactions in 2022.



sponsor at the Frac Sand Industry Update in Houston on February 18. Bob Carter will be presenting at the Update as well as at North American Frac Sand in Houston, Texas on February 23 and 24. In March, IAC will be exhibiting at International Biomass in Jacksonville, Florida the 14th through 16th and at the GEAPS Exchange here in Kansas City, Missouri the 26th through 29th.

We will be adding more shows and presentations to

IAC will kick off 2022 in Las Vegas at World of Concrete in booth N554 on January 26 to 28. In February, IAC will be the lunch

our schedule as the new year begins, so be sure to keep an eye on your emails and blog for upcoming announcements.



Steel Dynamics, Inc. (SDI), the greenfield EPC project in Sinton, TX, which includes two reverse air baghouses, pneumatic and mechanical conveying, storage silos, alloy additive systems, and more is nearing completion. Project Manager Will Michels said IAC and SDI teams are fully into the commissioning stage and working together to turn over the project completely to SDI.

“SDI is impressed and thankful for the IAC/Adelphi teams’ can-do attitude in the field making this state-of-the-art plant come to reality,” Michels said. “The dedication and amount of hard work put in by our field crews is unmatched.”

Michels called the amount of work “totally impressive” with over 100,000 hours of work on the baghouse and 50,000 hours on the alloy system from the crew.

## Web Chat Offers Instant Assistance

Providing a convenient, productive, and informative experience for our customers is a priority for IAC. Whether you’re ordering parts, looking for more information on a specific product, or need help connecting with the right salesperson, IAC’s Chat Team is readily available on our website.

When you visit [iac-intl.com](http://iac-intl.com), there is a chat icon in the bottom left corner of your web browser. Click this to quickly connect to an IAC Business Development Representative.

“We are receiving quote requests via the website and email,” said Business Development Senior Manager Brooke Surette. “But with the chat, we have six people ready to help any minute. It’s an immediate connection, there is no wait.”

Surette said customers can talk to her team about parts and quotes, and her team is always happy to help connect customers with other individuals in the company when they need more detailed information or specifics.

“There is no hunting for the right person if the customer starts a chat,” said Surette. “We can walk out onto the floor and find the right person to immediately take care of them. There is no wait for a sales rep, and it eliminates the wait for a call back.”

Chats are live Monday through Friday from 7:30 a.m. to 5 p.m. Central Standard Time. For any inquiries after hours, chat still functions with a program specifically written in-house and improvements are always being made. Our goal is to assist you as quickly as possible during and after normal business hours.

## IAC Adds Employees in 2021

IAC, and subsidiary Adelphi Construction LC., welcomed 48 new employees in 2021. These new additions in areas including engineering, pneumatics, and project management brought the total number of employees to 338.

While this does not include the numerous Adelphi field hands that have helped make this year a success, it does include three new additions to our Permian Basin office.

Interested in joining our team? Check openings at [https://iac-intl.com/work-with-iac/!](https://iac-intl.com/work-with-iac/)

# 2021 Service

## IAC Custom Machine Guards Help You Avoid Citations



The Occupational Safety and Health Administration (OSHA) released their Top 10 Most Cited Violations for 2021. Coming in at number ten on the list is a repeat offender – Machine Guarding. The same violation is also a common recurrence on the Mine Safety and Health Administration (MSHA) Top 20 Violations each year. This easily rectified violation accounts for approximately 2,000 citations a year. IAC can help your facility avoid this issue quickly and easily to save you money and keep your employees safe.

“Safety should be top priority. Twenty thousand lives are changed each year just because a machine didn’t have the proper guards,” said Aftermarket Equipment Sales Manager Tony Pray. “It’s totally avoidable if the right precautions are taken.”

Pray said OSHA and MSHA standards have changed since the 1970s, so many facilities need new covers or replacement covers for current equipment. Pray said over the years guards are lost or misplaced.

Previous standards simply required the conveyor, gears, fan, etc., to be covered by something, but with no specifics on the size

of venting, access, or weight tolerance.

“Some were just expanded metal,” Pray said, “And over time, that gets flimsy. You could just push down the guard, so it’s not a physical barrier anymore.”

Pray said IAC has recently helped a customer begin to standardize their machine guards after being cited by OSHA. The original guards made by the equipment manufacturer no longer meet OSHA standards, so IAC has been able to use a standard design principal and then customize guarding for each of their facility’s machines.

“We made solid guards with small holes for venting and visual inspection. No fingers or tools can get through though,” Pray said. “The guard is solid, heavy duty, and robust. The key is keeping it from being easily manipulated or taken from the machine during operation.”

OSHA Standard 29 CFR 1910 Subpart O and MSHA Standard 30 CFR 56.14107, 57.14104, 75.1722 and 77.400 cover a majority of machine guarding standards. If you are in need of new guards, call IAC for a custom design.

## IAC Can Winterize Your Baghouse, Other Industrial Equipment

IAC’s winterizing kit protects your pulse jet baghouse’s pulse valves and compressed air headers from snow, ice, and freezing weather - guarding against production interruptions and downtime.

Winter weather conditions can cause pulse valves to freeze open or internal diaphragms to crack; bleeding the compressed air header of the air pressure and air volume required to effectively clean the bags.

Fabric filters require adequate cleaning energy, supplied by the pulse-jet cleaning system. When filters are not cleaned the results are a compounding list of operational issues, starting with rapidly increasing differential pressure, loss of airflow, and eventually leading to loss of process ventilation and unscheduled downtime to perform corrective maintenance.

IAC builds pulse-jet dust collectors for applications from 500 to 2,000,000 cfm – so any size or style header assembly can be accommodated.

### Our Kits Are Custom Designed For Each Assembly

The insulated pulse valve enclosure includes:

- Top removal quick-release lid(s) for service access
- Heating element(s)
- Thermostat controls to ensure the header/valve assembly stays above 32°F (0°C).

IAC’s winterizing products are cost-effective and easy to install.

### Economic Protection, Experienced Service Crews

This inexpensive product is the most cost effective insurance available for uninterrupted winter production, and can be quoted installed or “turnkey” if desired.

Our nationwide Blue Crews can install your winterization kit in a short time and train your crew on proper maintenance.

Blue Crews are also able to provide service



for other Industrial Equipment to keep your production at rate, or above, even in the harshest of weather.

Call 800-334-7431 today or click below to schedule your install or service!

# 2021



## **About IAC**

Founded in 1987, IAC is a fully integrated EPC (engineering, procurement, construction) contractor serving numerous industries including cement, steel, mining, food, battery, chemical, and industrial sands. IAC is unique because the company owns and controls all necessary aspects for EPC projects including in-house engineering, a fabrication facility, a wholly owned construction company, a wide range of IAC original equipment designs, and fast-response replacement parts/field services. The corporate focus is industrial air pollution control (APC) solutions, but IAC can design and supply any type of industrial process equipment or system including complete greenfield turnkey plant builds. For more information, visit [www.iac-intl.com](http://www.iac-intl.com).