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# The Filter

## Year in Review: 2020

### IAC Keeps Customer Support High Priority During Covid

This year has been one of new challenges, increased flexibility, and innovation for businesses around the globe. IAC has worked to ensure there are no lapses in service, maintenance, shipping, or connecting with customers. This includes the availability of a 24/7 Response Team for parts, troubleshooting, maintenance, or service.

“During this Covid-19 crisis our employees have implemented plans to ensure each other’s safety while delivering for our customers,” said IAC Senior Vice President Bob Carter.

Carter said IAC and its subsidiary, Adelphi Construction, have continued to support essential industrie by ensuring customer’s production remains efficient with solutions such as upgrades or new equipment. This continued support also includes virtual training, which the IAC service teams created for a cement facility this year.

Training spanned multiple weeks and times throughout the days,

*See Customer Support, page 2...*

### IAC Smart Plant Remote Monitoring System Offers Virtual Access to Gauges at Any Hour

IAC’s new Smart Plant Remote Monitoring System allows your personnel access to real-time, multi-location monitoring through a secure Microsoft cloud-based dashboard easily viewed on your computer, tablet, or cell phone, and includes email and text alert notifications. Remote monitoring examples include baghouse differential pressure, temperature, bag leak detectors, compressed air pressure, level indicators, and pulse counters, along with any instrumentation that has either a 4-20mA output or relay contact that may not be costly to wire up to your existing data acquisition system.

The turnkey IoT platform allows you access to historical trends and alarms for preventative maintenance, remote troubleshooting of problem conditions in a timely manner, assure optimized equipment, and process performance. Your facility can reduce unexpected downtime and reduce labor costs from manual reporting with IAC’s 24/7 Smart Plant Remote Monitoring System.

### IAC Awarded Two Turnkey Projects for Steel Producer

Two, large turnkey projects for Steel Dynamics, Inc. (SDI), one of the largest domestic steel producers in the United States, located in Sinton, TX, are currently underway. The projects include one of the largest baghouse installations awarded to any engineering, procurement, and construction (EPC) contractor in recent years.

The greenfield construction project includes the installation of alloy additive systems, including hot briquetted iron (HBI), carbon, and lime for two electric arc furnaces (EAF), each of which will have twin ladle metalurgical furnaces (LMF) at a new steel meltshop. SDI also awarded the installation of two reverse air baghouse systems and the EAF dust handling.

IAC will provide:

- Incoming receiving pits and storage silos
- Pneumatic and mechanical conveyors for additives into the EAFs and LMFs
- Ventilation and dust control for silos and conveying equipment
- Turnkey installation services, commissioning, and startup
- MCC and process automated controls

- Two independent reverse air baghouse systems for two direct-current electric arc furnaces (DC-EAF) having

*See SDI, page 2...*



Above image shows the foundation for one of the baghouse outlets within the Steel Dynamics, Inc. construction projects. The image on page 2 shows the scale of the reverse air baghouses.

# Feature 2020

## Customer Support, *continued from page 1*

from 8 a.m. to 8 p.m., to ensure each shift had the opportunity to take advantage of the training. Sessions included information on solving common issues and other specific needs of the customer. The success of this opportunity led to the creation of a virtual training library for continued customer use and the ability to connect with any company to create a service partnership including these virtual courses.

This training, along with conference calls to customers and daily meetings, helped the sales team keep up with virtual travel plans and ensure they were “addressing customer needs and helping them with the procurement of critical supplies to keep their businesses up and running,” according to Sales Manager Eric Huggins.

“At the time of home quarantine, we made plans to have a seamless transition for everyone to work from home with little to no business interruption,” he said. “We developed a way to replace in person travel with virtual conference calls and virtual trainings. These were very well received. John Brown, [Director of Business Development], led the charge, and this program was very successful.”

In person service slowed as the pandemic first took hold reported Russ Maloney, Service Manager. However,

as the economy began to open back up, service crews began heading back out to customer sites that would allow crews to work in and around their facilities. Some customers refused outside vendors and others required temperature checks and paperwork for visitors.

“We did a large job in Nebraska and they isolated us in the dust collector,” Maloney said. “We were not able to go in any buildings or be around plant personnel. One person would come up each evening and inspect our work.”

As the year wore on, many companies holding funds for maintenance or other capital projects began scheduling service. Maloney said the month of October 2020 was one of the best revenue months the department has ever had. This trend has continued through the end of the year as the service calendar has filled up, practically keeping the team busy 24/7.

“Plants are spending maintenance budgets before year end,” Maloney said.

As the world continues to struggle with the coronavirus, IAC continues to adhere to CDC guidelines to help keep staff and customers as safe as possible. Work continues in all locations, uninterrupted and with no loss in production capacity or supply chain logistics times.

Communication and connections are being kept flexible with customers and

suppliers to ensure projects and parts are delivered on time. This means help is available to you 24 hours a day, 7 days a week. Call any time to be connected directly to a team member who will assist you with your needs, (800) 334-7431.

## IAC Donates KN95 Masks to Customers

As the pandemic first began to surge in early 2020, IAC began shipping KN95 and surgical masks to ensure customers had the proper PPE to continue working safely.

“We were able to distribute thousands of KN95 masks and surgical masks to our customers at no cost to them,” said Eric Huggins, Sales Manager. “These items were in very high demand at the time.”

Glenn Smith, CEO, said he knew many industrial customers had issues finding and purchasing masks during the beginning months of the pandemic.

“We’re safety minded,” Smith said. “We just want to help them out.”

IAC offered around 10,000 each of KN95 masks and 3-ply masks.

## SDI, *continued from page 1*

the capacity of 210 short tons (190 tons) each and two twin ladle furnaces (LF)

- Meltshop ventilation will include canopy exhaust above the EAFs and building ventilation
- Capacity is 1,650,000 acfm per system
- EAF dust handling from RAFFs to rail car load-out silo
- Turnkey installation services; commissioning, and startup of RAFF and EAF dust handling systems with rail car loadouts

Commissioning for these projects is currently scheduled for mid-2021.



# 2020 Service

## Pneumatic Conveying Inspection Service



A common issue in pneumatic conveying is ensuring the rate of material flow. If your system is not running efficiently, an inspection by IAC pneumatic experts can provide information you need to make adjustments, repairs, or upgrades. Service includes a full day of inspection to ensure key timer settings and pressure readings are accurate.

The inspector will also evaluate physical elements such as valves, blowers, tubing, filters, the dense phase system, airlocks, and gauges. Inspectors then create a comprehensive report with recommendations within five (5) business days after the inspection.

If your system isn't keeping up, call to set up your inspection.

## Special OPS Use Skills to Optimize Plant Efficiency

Special OPS Team is a highly trained group with the skills and education to tackle any problem your facility might



encounter. They regularly help companies increase productivity and decrease downtime.

Recently, the team improved production of a client's rotary dryer system. They inspected the system, including the burner, dryer, dryer flight design, baghouse operation, and controls before implementing changes. The team then trained the operators how to maintain and keep the system running optimally at the higher production rate.

Special OPS can increase your production and reduce your downtime with an almost immediate payback for your investment. Allow IAC's Special OPS Team the opportunity to assess your plant and evaluate how we can optimize your process. Call 800-334-7431 today to schedule your assessment.

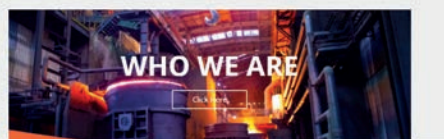
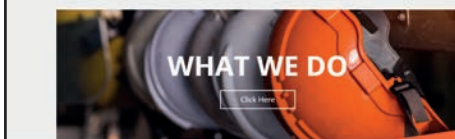
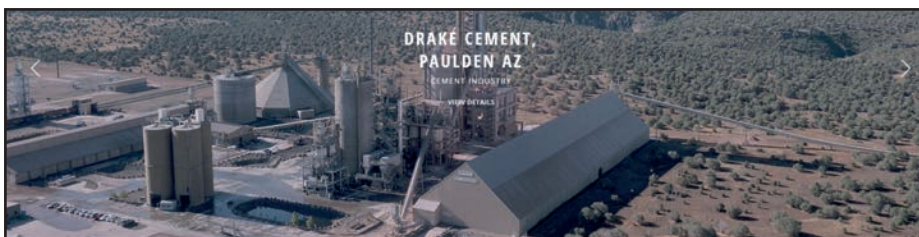
## Adelphi Construction LC Unveils New Website

IAC's subsidiary, Adelphi Construction, launched its website this year to highlight current and completed projects, services, and expertise.

Adelphi offers full contracting servi-

ces for plant expansions, capital improvement projects, greenfield construction, and even fast track projects.

Visit Adelphi's website at [adelphiconstructionlc.com](http://adelphiconstructionlc.com).



## 24/7 SUPPORT



Service teams are available by phone to help you with maintenance, parts, service, and more!

Call 800-334-7431

# News 2020



IAC provided a check in the sum of \$5,000 to Sinton Chamber of Commerce Executive Director, Lesly Sence, for the inaugural drive to raise monies for the Sinton Food Bank. IAC is working with local Sinton, TX company Steel Dynamics (SDI) as an EPC contractor for their new facility.

## Covid Cancels Most 2020 Conferences

Due to the ongoing pandemic, most conferences and events scheduled for 2020 were postponed, cancelled, or changed to virtual events.

IAC participated in video panels and virtual learning during NLA and IEEE. Several representatives attended the Frac Sand Supply and Logistics Conference in person in November, while taking extra safety precautions.

IAC looks forward to an improved tradeshow presence in 2021. It will be exciting to see everyone in person and to form partnerships and connections in the new year.

## IAC Continues Successful Frac Sand Industry Expansion

IAC continued expansion into the frac sand industry during 2020 with several notable projects including plants in Argentina and Louisiana. The company continues to build a reputation, along with subsidiary Adelphi Construction LC, for offering complete process solutions as a leading EPC contractor, and delivering projects on time or early.

In Argentina, IAC designed, engineered, and will build a frac sand processing plant for NRG Proppants in Vaca Muerta. The company is providing equipment for drying and screening processes within the plant. IAC will continue to offer technical support and maintenance for the facility when it is finished and begins operating in early 2021.

NRG's President, Cesar Guercio, said, "Contracting with IAC for our frac sand plant was an easy decision as we wanted to work with the best team, and use the best sand drying and processing equipment available. As a bonus, IAC self performs engineering, project management, fabrication, and is the OEM for much of

the equipment in the drying circuit including environmental controls."

In Louisiana, IAC engineered and constructed a frac sand plant, beating the build deadline by five weeks. The plant features 1.5 MTPY production that can be easily expanded to 3.0 MTPY production without downtime.

Since 2020 presented challenges for on site builds and visits, IAC worked to be available to customers 24/7.

On a Saturday afternoon, a frac sand facility contacted IAC when a dryer exhaust fan stopped working. A

sales representative, sales manager, and Baghouse Equipment Team went into troubleshooting mode with the facility's personnel via a conference call to find a solution. The IAC team talked to the facility's maintenance team, obtained video, offered a repair, and quickly ordered parts for the frac sand plant to keep it running smoothly.

IAC's internal teamwork helps to successfully serve the frac sand facilities with any challenges. The work has ensured fast and accurate EPC solutions for customers.



# 2020 News

## Mondeik Races to Stellar Record

IAC became a primary sponsor for Justin Mondeik, #44, of De-Mon Racing for the 2020 season. IAC worked with AGRA to engineer hemp processing facilities throughout the country. Mondeik, a mechanical engineer at AGRA, engineered AGRA's new continuous flow hemp dryer by day, but drove the De-Mon Racing, LLC stock car by night. Mondeik and his team entered 46 Super Late Model events, at 11 different tracks, spread across 4 states.

In February, Mondeik competed in the World Series of Asphalt in New Smyrna Beach, Fla. He finished fifth in overall points after the seven events over nine

days and was the Fast Qualifier on the fourth evening. Covid slowed the racing circuit until May when Mondeik picked up four feature wins in his first six races.

In July, Mondeik racked up several wins including the State Line Challenge in Norway, Mich., and Larry Detjens Memorial ARCA Midwest Tour event. His average finish in July was 2.6 out of 17 cars which gave him five wins and nine total podium finishes in 11 events. Speed51.com named Mondeik Short Track Driver of the Month.

In 46 total starts, Mondeik finished with 14 Feature Wins, 15 Top-5's, and 15 Top-10's. His team's average finish was

4.8 of 20 cars. Mondeik won the season points Track Championship at State Park Speedway and Golden Sands Speedway, finished 2nd place in the TUNDRA Super Late Model series, and 3rd Place in the ARCA Midwest Tour season points standings.

"I couldn't have done this all without the support of IAC. As one of my primary partners, IAC helped us launch into the next level of asphalt racing. We are very grateful and proud to represent America's Premier Industrial Contractor, and I [was] excited to continue sharing the IAC brand across this great country," said Mondeik.



## Critical Inspection by IAC Expert Minimizes Downtime After Explosion

A battery manufacturer, working with IAC on a proposed plant expansion project, reached out when they experienced a sudden explosion in one of the baghouse systems. While the explosion did not cause injury and no fire was identified, the explosion damaged the baghouse hopper and housing beyond repair. The customer needed damage assessed to make repairs and resume production quickly.

IAC Field Engineer Luis Castano made a critical visit to the plant within 24 hours. He conducted an equipment inspection to find the root cause of the explosion

and provide solutions to make the plant operational. His evaluation identified causes of the explosion and preventive recommendations for the plant personnel. IAC assisted the plant in analyzing the risk in implementing a temporary ventilation system to resume production as soon as possible with the elimination of non-essential ventilation points and cleaning of the ductwork. IAC found a temporary solution for the facility to resume production with a rental baghouse.

Improvements included installing a separate ventilation system to simpli-

fy flow balancing and avoid complete shutdowns in the future if there is an isolated problem. IAC engineers modified the original expansion project to include additional solutions to better ventilate the facility and correct the damage done to the baghouse where the explosion took place.

IAC provided the customer with everything from the engineering evaluation and report to the construction and installation of equipment. Plus, future maintenance and repairs to keep the system safe and running smoothly in the future.

# News 2020

## IAC Provides Stainless Steel Dry Bulk Handling System, Saves 800 Pounds of Material Weekly

IAC recently helped a confectionary company update a dust collector dating back to the original construction of the plant 20 plus years ago. Changes included revised ventilation, airflow, safety elements, and salvaging 800 pounds of product a week.

Tony Pray, IAC Aftermarket Equipment Sales Manager, said the customer initially contacted IAC to replace a cassette style baghouse with difficult-to-change filter bags due to its location in the facility. The company used the baghouse to unload product for storage in silos before it is introduced into the product stream. Upon initial inspection, Pray suggested the company carry out a Dust Hazard Analysis (DHA). With results of this analysis, IAC went on to further ensure the facility upgrade would better benefit the overall process and improve safety.

Prior to the improvements by IAC, the confectionary company discarded 400 pounds of raw product from each of the

week's two truckloads due to part of the product entering nonfood grade duct work, creating 800 pounds of waste per week. The facility also experienced a dusting issue inside the facility near the barrel fill station.

IAC installed components to create a safer and more efficient process, including:

- Stainless steel baghouse, rotary airlock at baghouse discharge, and ductwork
- Isolation device on main duct
- Explosion vents
- Custom controls package to monitor and safeguard
- Explosion deflector plate
- Hood installed at fill station

The company now has a completely food grade stainless steel dry bulk material handling and storage system to meet NFPA guidelines, create a safer work environment for employees, and maximize product yield. IAC is preparing to upgrade two other facility locations for this company.



## What our customers are saying about us

“Thank you...for making me more aware of the work IAC is doing within the frac sand and other industries. Your ability to take plant and equipment from concept through final construction and on to maintenance is impressive.”

“[Our] baghouse maintenance crew watches the tip of the month every time one comes out. They find them very informative and actually thanked me and wanted me to pass this along to who puts them together. This is the fourth or fifth time I have heard this.”

“I just wanted to thank all of you, especially your onesite crew and engineers for rushing to help complete our wet sand project. As always, your guys were professional, safe, and did what it took to get this work done in a crazy short time frame.

Getting done today will be a huge boon to [us], as our competitor dropped the ball and was unable to supply our customer for the well pre-fill, we will now be able to pick that work up.

I also appreciate this on a personal level, I was asked to pick up this project after we were told that it was impossible to implement wet sand loading in as short a time frame as we wanted. With your awesome team, we made it happen.”

*Have something good to say? Send your comments to [marketingpros@iac-intl.com](mailto:marketingpros@iac-intl.com)*

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aftermarket parts  
available!  
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# 2020 News



## ADELPHI CONSTRUCTION

August 14, 2020



Adelphi Construction LC began construction on a project in Iowa mid-July. The project includes the erection/fabrication of a dryer decanter, OSBL-RTO/scrubber, and equipment setting.

The images below show progress made on the site in only four months - from August 14, 2020 to December 16, 2020. The project is set to be complete in late February 2021.



December 16, 2020

### IAC, Adelphi Have Successful Hiring Year

IAC and subsidiary Adelphi Construction, LC have been fortunate to continue adding employees to workforces throughout the pandemic. In total, the companies have hired 104 new employees during 2020.

IAC added 15 employees in engineering, 5 in the sales department, 2 in marketing, 4 business development representatives, 3 in purchasing, and 1 in administration.

IAC Field Services added a new service crew to support growing needs. The team is comprised of a superintendent and 2 service technicians.

Adelphi Construction hired a total of 74 new field crew members during the year to help with the growing number of construction projects.



# 2020



## **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).