

# CASE STUDY



## Competition Slips on Hardwood Flooring Mill Project

**Product:** Big Round Filter  
**Size:** 272/217BRF-10 Designed for 40,000 CFM  
**Application:** Woodworking

### Challenge:

The customer has been producing high quality lumber since 1973. They invest heavily in the latest technology, both to control cost and to improve the overall quality of their products. Recently, they started up a multimillion dollar hardwood flooring plant, which has been regarded as one of the finest of its kind in the industry. Cutting no corners, they have purchased the best of everything. When the dust collection system was up for bid, Jeremiah was there to sell Imperial.

### Solution:

Initially favoring the DISA (Norfab) type of unit, Jeremiah sold the customer on the features and benefits of the Big Round Filter. He quoted a 40,000 CFM BRF system with 217 bags in a unit capable of holding up to 272 as future system requirements increase. MAC Equipment then submitted their bid, trying unsuccessfully to undercut Imperial. The customer willingly paid the extra money for the Imperial Equipment and customer support.

The 16-ounce polyfelt bags capture the hardwood fines and chips from high-end saws, planers and sanders with a pressure drop of 0.5" w.c. A unique feature of this installation is the way the collected dust is removed. The two pairs of duct ports that are used from the inlet and outlet of a tractor trailer. One duct carries the dust while the other vents the truck.

With increasing popularity of hardwood floors, many new homes are now being built with these floors in them. When the customer set up a flooring mill to capture this market and wanted only the best, it's no wonder that Imperial Equipment was part of the operation. It should be noted that Imperial also won this project based on service.



For further information regarding this application, please contact Imperial Systems, Inc.