

# DUSTY JOBS

Q U A R T E R L Y

ISSUE V

MARCH 2018

## IMPERIAL UNIVERSITY

page 3

## GOOD LUCK WITH THAT NEW BEGINNINGS

page 5

## BREAKING INTO WOODWORKING

page 7

## THE INTERVIEW WITH ANDY KING

page 9







# DELTAMAXX

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## A LETTER FROM THE SALES MANAGER

Imperial Systems has been a family business from the very beginning. Over time, though, our family has grown a lot. We have new employees as well as reps from all across the country who've joined our family because they believe in us and our products. Our National Sales Meeting in March showed us just how much our family has grown, and it gave everyone a chance to learn more about our products, while taking a peek behind the curtain to see what we do here and how everything works.

In this issue, you'll meet some of our new extended family of reps from all over the country, but you'll also meet Andy, who has been with the company almost since it began and is a long-time member of our close-knit family. As the Sales Manager, a major part of my job is helping our company grow, and it's been really exciting to have all of these new reps and OEM's sign on to represent Imperial Systems. Many of them left our competitors and came to work with us, not just because of the quality of our product, but because of who we are.

I'd like to invite anyone who is interested to visit us and see our new facility, get a look at all the great work getting done here, and meet some of the amazing people that make up our Imperial Systems' family. «

- JUSTIN BADGER





**CMAXX**»  
DUST & FUME COLLECTION SYSTEM

CM084 - Robotic Weld Cells  
and Ambient Weld Fume

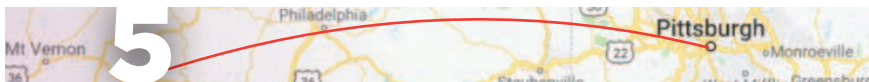


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## IMPERIAL UNIVERSITY

We hosted our National Sales Meeting at our new facility. Representatives from all over the country flew in to learn about our products and see what's new at Imperial Systems.



## GOOD LUCK WITH THAT "NEW BEGINNINGS"

Charlie is here to tell us his story, about his work in the industry and how he met Jeremiah for the first time.



## BREAKING INTO WOODWORKING

CMAXX cartridge collectors are not traditionally used in woodworking, but new owners are realizing that it is the better option.



## THE INTERVIEW WITH ANDY KING

Andy has worked for Imperial Systems for twelve years and has been an integral part of the company's growth. Here he shares a little bit about himself in and outside of work.





## 2018 NATIONAL SALES MEETING



This year, we hosted our National Sales Meeting and the first Imperial University. This was an opportunity for some of our representatives and dealers to come see our new facility, learn from the experts, and get a hands-on experience with our equipment. We were joined by more than thirty people, including reps from as far away as southern California. Despite a snow storm putting the schedule on a slight delay, everything went extremely well.

With the showroom and meeting rooms serving as classrooms, our guests enjoyed lots of treats while they received an education in a variety of subjects. The day started out with a presentation by Jeremiah on the history and

growth of the company, then moved on to highlight the CMAXX. The CMAXX's superiority to other collectors was discussed, including its function as an in-line deflagration arrestor (IDA). Since many of our reps have left competitors to come and work with us, many of them are familiar with the competition's weaknesses. Jeremiah highlighted the CMAXX's strengths as a product and our strength as a company.

The morning also featured a presentation by representatives from Fike, experts in fire protection and suppression systems. This covered the various NFPA codes that apply to combustible dust. It also covered many of the types of protective and





preventative features that may be part of a dust collection system. NFPA provides the most detailed and important guidelines for combustible dust safety, so NFPA recommendations are very important to everyone who works in this field.

After a delicious lunch, all of our guests enjoyed a tour of the new plant, getting to see our products all the way from cutting and welding to the finished product. The flow of our shop allows things to get built easier and faster. The new powder coating line has our finished products looking amazing, and our visitors got a chance to get hands-on with our demo CMAXX unit.

We then split into small groups for some more specialized classes. Mitch provided an education on our BRFs, including the new medium pressure baghouse and how it works. Patrick discussed the use of our abort gates, EIVs, and airlocks. Justin presented information about our Spark Trap, DeltaMAXX filters, and he also demonstrated the use of our new quote tool. Charlie gave us all a college-level course in the mathematics and design of ductwork.

Feedback from the event was excellent. We're very proud that we were able to treat everyone to an enjoyable and educational event, and it was much more than just a sales meeting. Many of us got to meet each other face to face for the first time, and many people got to see our new facility for the first time.

We'd like to thank everyone who was able to attend, participate, ask questions, and help make this a very special event for our company. We hope all participants had a good time and learned some valuable information that will help them as they move forward representing Imperial Systems products. We can't wait to see everyone again next year. <<





# GOOD LUCK WITH THAT NEW BEGINNINGS

B Y C H A R L I E M I L L E R



I began my professional journey in 1970, and over the past 48 years I've seen some changes. I've worked for three different companies over that time and have moved around a lot. I grew up in the Pittsburgh area. Right out of high school I began working for a century old, global company that was headquartered in Pittsburgh. They had several fabrication plants around the US and sales offices in England, Italy, Canada, Mexico, South Africa, and Brazil. I thought I struck gold to work for such a large, well established company. But when they hired me they had a different plan for me. They sent me to their relatively small, Air Systems Division, located in Cincinnati, Ohio. My first "New Beginning" uprooted me from my family, friends, and everything familiar, and moved me 300 miles away. This was a daunting experience for a 19-year-old. But my first employer was very good to me. They must have seen some potential because they encouraged me to continue my education under their tuition reimbursement program. So, I enrolled at the University of Cincinnati and eventually earned a B.S. degree (that's Bachelor of Science, not the other BS). I spent most of my time with my first employer in Cincinnati, but moved back to Pittsburgh to work a few years for them there before moving again back to the Cincinnati plant. Unfortunately, even the largest and oldest companies can fail. After 9 ½, years I was let go along with many other employees company wide. Today, even though I see their building products everywhere, the company name has become almost nonexistent and their

manufacturing plants have all been sold, shut down, or demolished. Today the trade name is owned by some Pacific Rim entity and that is about all that remains of them.

In 1981, I had another "New Beginning" with a Cincinnati based family owned company. I decided that a family owned business offered more security which was the most important aspect to me at the time. I now had a wife and two small daughters to support. My second employer was also good to me. They continued paying my college tuition until I graduated. If I got A's, they paid 100% of all my college related expenses. That may be the main reason I have a special gold seal on my diploma that is embossed *Summa Cum Laude*. My second employer was also a very large company with manufacturing plants in 6 different states. They had annual sales in excess 100 million dollars, and at one time they were ranked the 3rd largest specialty sheet metal contractor in the United States. Everything was going great. I was taken out of engineering and promoted into engineering sales. I was placed under the guidance of a senior sales engineer and began making sales calls with him. As that was happening I didn't realize I was being trained as his replacement. That gentleman retired

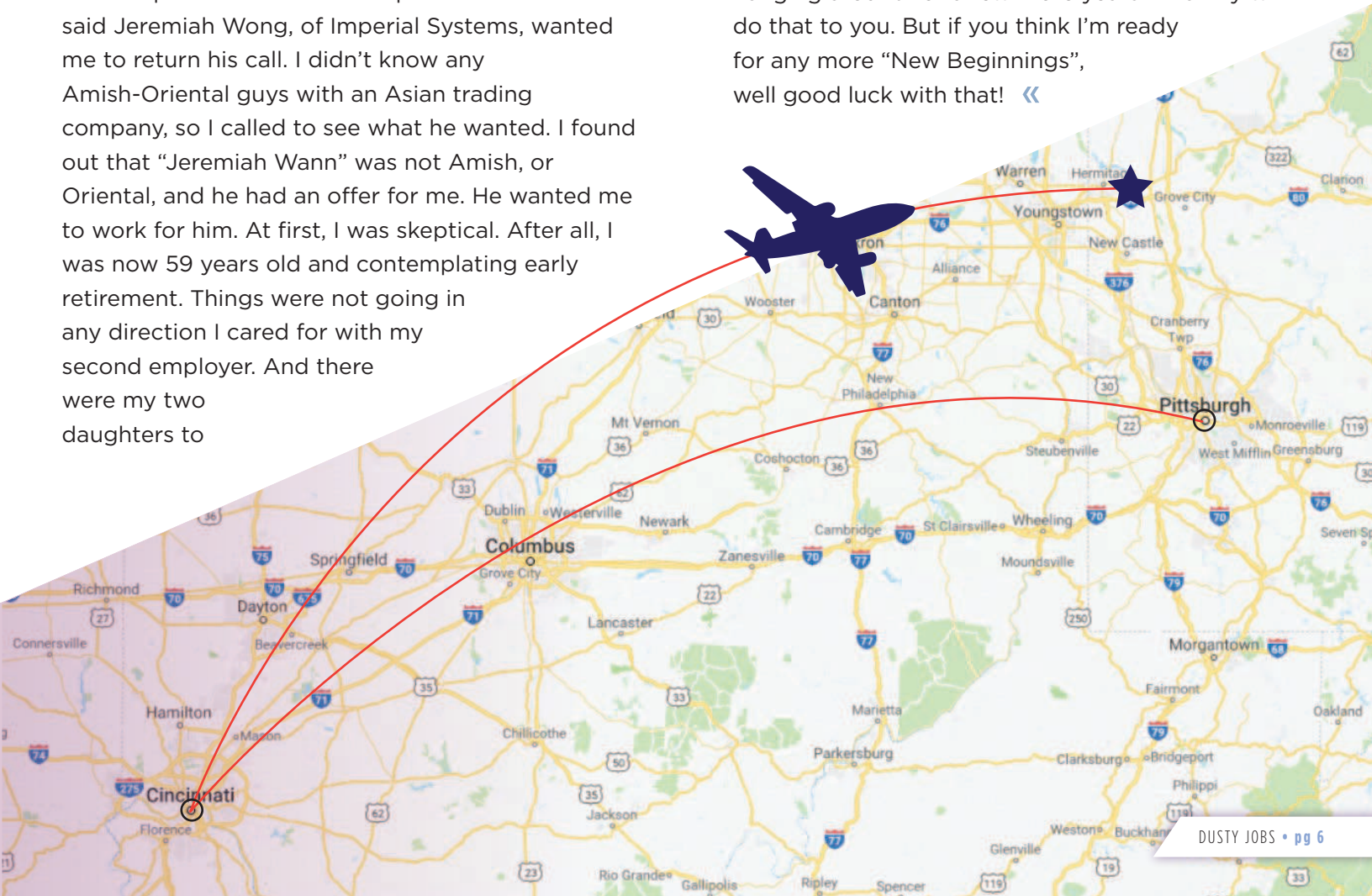
I AGAIN RELOCATED 300  
MILES BACK TO PENNSYLVANIA,  
NOT TOO FAR FROM MY  
BIRTH CITY OF PITTSBURGH,  
AND I FOUND A HOME  
WITH IMPERIAL.



a short time later and I was thrust into the world of engineering sales and yet another “New Beginning”. My second employer believed in moving us a lot by playing musical offices every few years. I believe they thought moving us around made us more productive. I was moved from offices on the first floor, to the basement, back to the first floor, up to the second floor, and so on. I worked for them for 29 years, so we moved around a lot. Alas, even large family owned companies have major changes. They were a third-generation company and over 100 years old. It was never destined to see a 4th generation of ownership, and the family sold the company to a publicly traded corporation. The change was not immediately apparent, but I soon came to realize I was not going to like working for a company listed on the stock exchange again. The “family feel” was gone and making money for the stock holders became the driving goal of the company. Since the family no longer owned the company, all my loyalties I felt were gone.

My last “New Beginning” began in 2010. I was out on a sales call, and when I returned to the office our receptionist handed me a phone memo that said Jeremiah Wong, of Imperial Systems, wanted me to return his call. I didn’t know any Amish-Oriental guys with an Asian trading company, so I called to see what he wanted. I found out that “Jeremiah Wann” was not Amish, or Oriental, and he had an offer for me. He wanted me to work for him. At first, I was skeptical. After all, I was now 59 years old and contemplating early retirement. Things were not going in any direction I cared for with my second employer. And there were my two daughters to

consider. Although they were now grown young women and both employed, they still lived with me. But Jeremiah assured me my age was not an issue, and my daughters encouraged me to go for it. So, I took the next step. I pulled a Dunn and Bradstreet report on Imperial Systems. I found them to be a small, family owned business with a good credit rating. They paid their bills. That was important to me. I agreed to meet with Jeremiah to discuss details. Shortly after that, we came to an agreement. I again relocated 300 miles back to Pennsylvania, not too far from my birth city of Pittsburgh, and I found a home with Imperial. We are a small but growing company. Much different from the previous two larger companies I’ve worked for. Over my short seven years with Imperial Systems, I’ve seen two plant expansions. Our newest “New Beginning” is the beautiful new fabrication complex we moved into in January 2018. We now have better manufacturing capabilities and lots of space for expansion. We needed it. We are growing fast. I just turned 66 and obviously no longer contemplating early retirement. I’m thinking about hanging around for a few more years. A family will do that to you. But if you think I’m ready for any more “New Beginnings”, well good luck with that! <<







# CMAXX

## BREAKING INTO WOODWORKING

In Lancaster, in the heart of the Pennsylvania Amish and Mennonite communities, woodworking is a major industry. Traditionally, the dust collection system of choice for these furniture and cabinet makers has been the baghouse. However, the CMAXX Dust and Fume Collector can work just as well as a baghouse on many of these applications, and recently we had an opportunity to work with one of our reps, Isaac Lapp from Lapp Millwright, to introduce the CMAXX to a cabinet maker to handle their wood dust. Fortunately, Isaac Lapp and our own Charlie Miller were able to work with this customer to help him design the system he needed.

“Our competitors were in there at the time telling them a cartridge collector absolutely would not work,” Isaac says. “Charlie was able to show them that it would work, and now it’s there and working great.”

A CMAXX system can be the perfect solution for certain wood dust applications. The efforts of Charlie and Isaac convinced the customer to take the risk of trying a cartridge collector, and now they are very pleased that they did.

Part of putting the customer at ease about this decision was Charlie’s commitment to walking them through the process from the very early design phases to the end product.



In this application, where the capture points are on saws, sanders, and routers, the wood dust is generally very fine. The customer has noted that the system has given them strong airflow on all of the capture points and maintained that airflow, meaning the cartridges are functioning exactly like they should.

For this customer, one of the strongest selling points for the cartridge collector over a baghouse was the size of the collector. A traditional round baghouse would have been nearly 60 feet high to suit the needs of this customer. The CMAXX footprint is, as you can see in the photograph, very neat and efficient compared to a towering BRF.



**“ HEIGHT WAS A MAJOR ISSUE ON THIS JOB, ”**

Isaac explains.

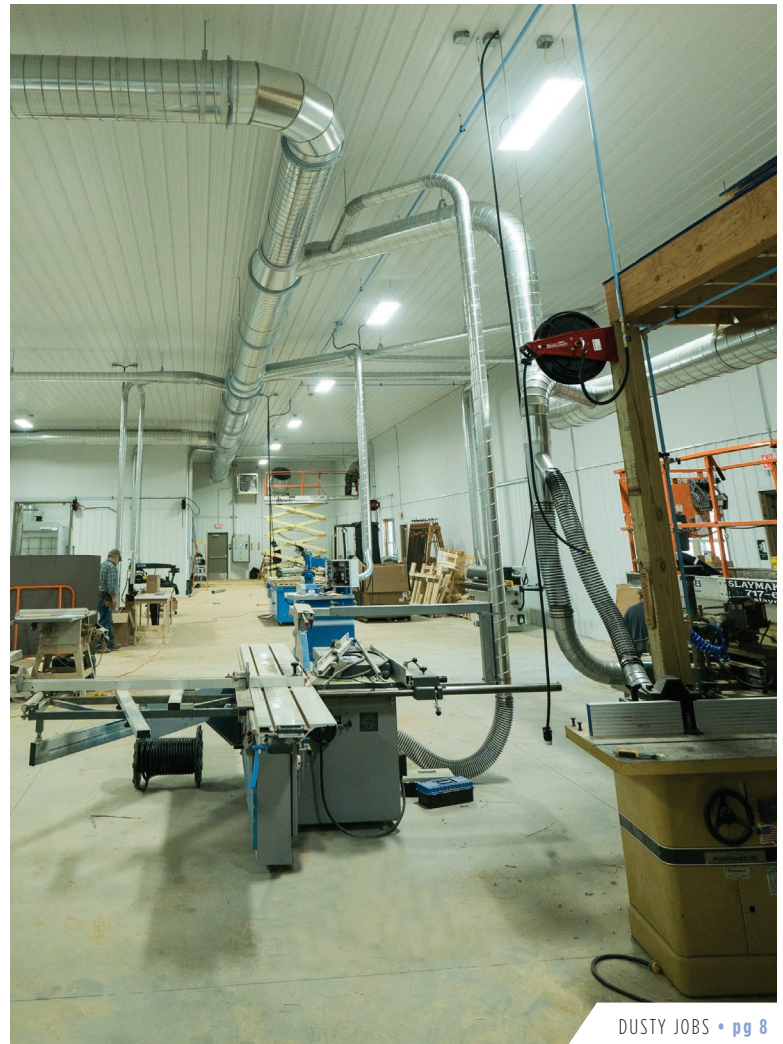
**“ THEY DIDN'T WANT ANOTHER HUGE SILO STICKING WAY UP IN THE AIR ON THE SIDE OF THEIR BUILDING. ”**

This customer needed the collector to be set up so that trucks could drive underneath it. The extra height added by a baghouse would have been excessive. Despite the initial uncertainty about a cartridge collector, it was an option that kept the collector profile much smaller than a baghouse.

Since this customer has seen great success with the CMAXX collector, other customers are making the leap and putting our cartridge collectors on their wood applications. With a “foot in the door” with a cartridge collector at a brand new wood dust facility, others have been willing to take another look.

When one customer sees success with a product, others are more likely to follow, and Isaac reports that he's getting a much better reception now when suggesting a CMAXX for applications.

Baghouses and cartridge collectors can both work well for wood dust applications, but many people are resistant to the idea of cartridge collectors working for wood. The truth is that for many of these applications, a cartridge collector works just as well, and it offers the option of a much smaller footprint, easier maintenance, and excellent efficiency. «







# THE INTERVIEW

with

# ANDY KING

Andy has worked for Imperial Systems for twelve years and has been an integral part of the company's growth. He's now also an important part of our field service team. He's been a farmer his entire life, and is dedicated to the family farm that he shares with his father and his children. His favorite topics of conversation are tractors, goats, and family.

**Q** *You've been here at Imperial Systems pretty much since the beginning, right?*

I started when we were still over in Grove City. Me, Russ, and Steve are the three still left from that original crew. I've been here twelve years. I started off doing welding and then did fabrication, and did a little bit of everything. In the past year, I've been doing a lot of field work and traveling.

**Q** *How has the company grown since you started?*

It's grown like crazy. When I was in Grove City and we were moving to the Jackson Center place, I'd work ten-hour days all week and then go with Russ to Jackson Center and work on the new place. And it didn't take long before we started to outgrow that.

**Q** *What do you think about the new building?*

It was totally necessary for us to be able to grow. We're already just about full. Since we moved in back in January things are starting to get settled in and they're running a lot smoother.

**Q** *How much more do you see us growing?*

The way things are growing I could see us outgrowing this building someday. We keep getting more and more orders for equipment.





**Q** *What are your favorite things to do here, since you do some of everything?*

I like running the plasma table, and I like doing fitting and welding. I run the forklift, and now I do a lot of field work so I'm off traveling around a lot. You get to see some interesting things out there.

**Q** *What would you tell people about working here?*

We have a lot of fun working here. Maybe a little too much sometimes. It's a really good bunch of guys.

**Q** *And you're still happy working here after twelve years?*

Absolutely. It hasn't been perfectly smooth sailing for the entire twelve years and we've had our ups and downs, but it's a great place to work.

**Q** *And when you're not here, you're at your farm.*

That's right. My dad's the third generation and I'm the fourth generation on that farm. I've worked there since I was a kid. We didn't have sitters... we just went to the farm. If I'm not at work, that's where I am.

**Q** *And you've got a lot going on there right now with all the baby goats, right?*

We had triplets the other day. We're bottle feeding one of them. We had eleven babies out of the five goats I bought on my last trip.

**Q** *What are you going to do with all these goats?*

They're meat goats, Boer goats. They originated in Africa. They can get up to 200 pounds. There's a big demand for goat meat in some places.

**Q** *How many goats do you plan on having?*

My dad and I are still talking about that one. A lot, I know that. My oldest kid, my nine-year-old, is starting 4H this year. He's got two goats. The younger ones will start here pretty soon.

**Q** *So you've got ducks, chickens, horses, cows, goats, pigs...*

And my dog, Molly. She's a chocolate lab. She's my farm dog. She minds me and no one else, and I love it.

**Q** *And you've got your tractors.*

I'm into the Mercer County Antique Power Association, antique farm equipment, antique tractor pulls. I even have a tattoo of my first tractor. Took a picture of it and took it in to them.

**Q** *So you're passing on the farming tradition to the fifth generation?*

Of course I am! <<





# BRF/

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