

DUSTY JOBS

QUARTERLY

IMPERIAL
SYSTEMS
NEWSLETTER

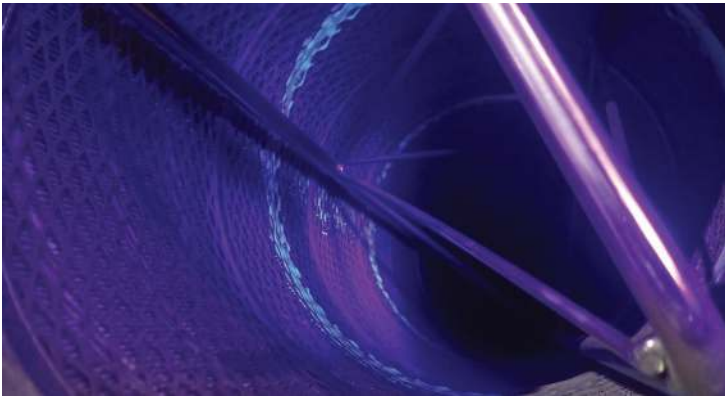
ISSUE
II

Just Ask Russ HOW TO TROUBLESHOOT FILTER LEAKS



One of the problems the ServiceMAXX team runs into most often is a dust collection system where the filters are leaking. This can happen for many reasons. To discover where and why the system is leaking, a fluorescent dye test is

usually the first step. The dye goes wherever dust goes, so it will show any spots where dust is getting to where it shouldn't be



Here are some of the most common reasons Russ and his team find for leaking filters: >> CONTINUED PG. 2

GOOD LUCK WITH THAT

By: Charlie Miller
Written in Charlisms

TRADE SHOWS



Over my career I've had the opportunity to man the company trade show booth in many different cities. Each show is a little unique. The displays have gotten bigger over the years. New products and markets have been introduced. And

each new location has a certain ethnicity unto itself. But in general, all trade shows are very expensive to participate in. First of all, there is the cost of the show itself. Then there is the set up and teardown costs, rental cost, and shipping cost of the display material. Possibly the biggest Trade show cost is the labor overhead involved. Paying to have the people working the show for two or three days, along with their travel and living cost is a big expense. Although the trade shows are a great opportunity to interface with new and old clients, there are intangible costs associated with lost productive hours spend at the shows. Hopefully all these expenses are offset by getting your brand out in front of the people and generating lots of new business. By far the least >> CONTINUED PG. 2



GUEST EDITORIAL

Welding Fume Control

By: Jeremiah Wann
FFJournal.net



Harmful Haze

By: Jeremiah Wann
ShopFloorLasers.com



To The Limit

By: Jeremiah Wann
FSMDirect.com



PROBLEM 1: DAMAGE TO THE FILTERS

When there are holes or leaks in the filter media, dust gets into the inside of the filter and into the clean air side of the collector. Causes of filter damage include:

- Improper or rough handling
- Manufacturing defects
- Abrasive dust or wrong media for type of dust
- Differential pressure too high

If the problem is damage from filter handling or defects, new filters should solve the problem. If the problem is dust damaging the filters, a different filter media may solve the issue. If differential pressure is too high and blowing out filters, there may be a problem with the sizing of the system, air to cloth ratio, or other issues.



PROBLEM 2: LEAKS AT GASKETS

Gaskets can be a major weak point. Generally this is a bigger problem with horizontal collectors, just because there are more gaskets. A dye test will show leaking around gaskets if it's occurring. Places a gasket leak may occur include:

- Against the tube sheet
- Between filters (horizontal collector)
- Against the door (horizontal collector)

In a vertical collector, the only gaskets are usually against the tube sheet. In a horizontal collector there may be gaskets between filters, and there is usually a gasket that seals against the door when it is closed.

If gaskets are worn out or defective, replacing the filters may solve the problem. If there is leaking around the gaskets but the gaskets themselves are fine, you may have the next problem. » CONTINUED PG. 3

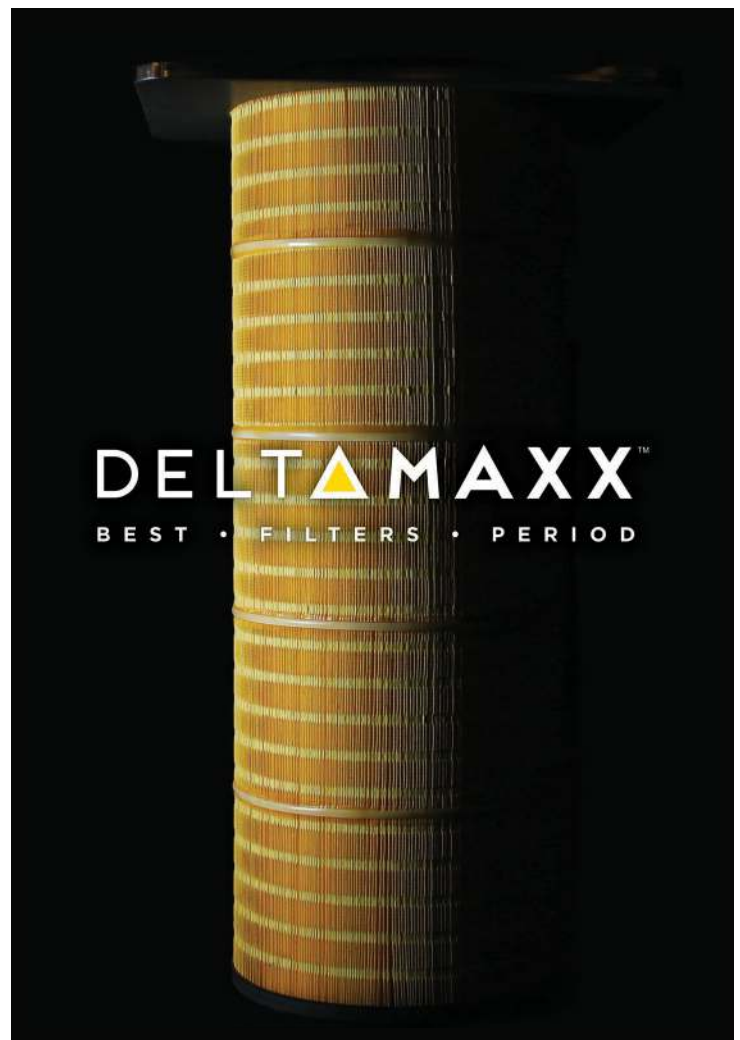
expensive trade show costs are the free giveaways. Folks with a legitimate interest in your product will enter your booth to discuss their needs and interest in your product. They may, or may not accept the offered handout. It's their choice. But what tickles me are the souvenir hunters. Their goal is to stuff their free hand out bag with as many freebies that they can. Over the course of many trade shows I've come to classify them.

First there are the "Polite Askers". These are folks who have absolutely no interest in your product but want one of your hats. So they ask if they may have one. When you say sure they always remember their friend and take two.

The "Collector" is the guy who says he has one of your coffee cups from every show you have displayed and would like the newest edition for his collection. Not having the heart to tell him this is the first show you have offered coffee cups you tell him sure, help yourself.

The "Grab-N- Go" is probably the most common souvenir collector.

» CONTINUED PG. 3



PROBLEM 3: BENT/DAMAGED TUBE SHEET OR YOKE

Proper contact with the tube sheet is necessary to create a seal with the gasket. If this seal can't form, dust will leak around the gasket. One main reason for this is that the tube sheet is bent or warped. In addition, damage to the tube sheet itself may cause leaks.

Yokes are used in horizontal collectors to support the filters. A bent yoke will prevent the filter gaskets from lining up and sealing. Reasons a tube sheet or yoke might be damaged include:

- Yokes bent by weight of dust-loaded filters
- Yokes damaged during filter install or removal
- Yokes pulling away from tube sheet
- Tube sheet warped or bent
- Filters loaded improperly



It is possible but difficult to replace yokes. Even if bent yokes are replaced, the same thing that bent them may also have caused them to pull away from the tube sheet, warping the tube sheet in the process. Vertical collectors are less prone to tube sheet problems because they do not use yokes. <<



This is the guy who doesn't make eye contact with you. He simply reaches out to snag whatever you have to offer on your table as he walks by.

"Sneaky Pete" is similar to Grab-N- Go. This is the guy who wants your freebie but will not take it while you are watching. He may even walk by your booth several times until the time is right to snatch something when your back is turned.

"Incognito" is similar to Sneaky Pete. He is a hunter who hides his identity by removing, or obscuring his name tag as he picks up your freebie. He is usually a guy from a direct competitor's booth who thinks you have something cooler than their give-a-way. He must forget he is still wearing his company logo shirt.

Finally we have the "Clean-Up-Guys" These are the guys who travel in packs on the show's last day to snatch up whatever's left to take. Many time there are students who were issued free show passes on the last day.

I confess that over the course of the many trade shows I've worked; I've probably been every type of souvenir hunter listed above. Maybe even a few more. There is a certain satisfaction in scoring that mini screwdriver that I will probably never use. But the fun of it is in the hunt. And if you are determined to keep your Freebies from the free loaders, well good luck with that! <<

IMPERIAL SYSTEMS IS GOING LEAN!

Office and shop staff are starting to get excited about the recently implemented program "2 Second Lean". People are finding many small (and not small) ways to improve a process, get rid of waste, or just make it easier to get things done. At our meeting each morning, we're excited to talk about the improvements we've made. The shop, offices, storage areas, and even bathrooms are showing changes. Check out the pictures below to see what we've done with a cluttered, wasteful storage space!

BEFORE



AFTER

