

# DUSTY JOBS

QUARTERLY

ISSUE X

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The Interview with  
**CARL  
CALLEN**

**AWFS FAIR**

LAS VEGAS • 2019

**GOOD LUCK  
WITH THAT**

COKE OR PEPSI?

**CMAXX**  
Cleans Up At  
High School







## A LETTER FROM THE SUPPLY CHAIN MANAGER

About six years ago, I was presented two job opportunities at the same time. The first was a local company that was about a 5 minute drive from home, well established and had a decent reputation to work for. The second opportunity was Imperial Systems. This was at least a 35 minute drive. I had never heard of them, and they were offering less money than my first opportunity. Now, in a simplistic world this would have been an easy decision to make.

I sat and discussed this with my wife, all the pros and cons from each establishment and what would be the best long-term decision for my family and myself. The decision was pretty easy on what I had to do, but it wasn't easy. There was something about the Imperial Systems interviews that had me thinking this would be a good company, one that I want to be a part of and want to work for. As I told my wife what my decision was, she was kind of shocked but 100% supportive of my decision.

As life progressed forward with Imperial, I noticed this was a special place to be working and different than any other companies I have worked for in the past. Being in the supply chain field for over 25 years, I realized how the company operates fundamentally, and the integrity standards that need to be upheld takes priority over the so called "bottom line". I have worked for a few different companies, some large and some small. This was the first time in my career I ever felt they have the same beliefs as I do on how people and challenges in the everyday work

place should be addressed. Every once in a while I do sit back and think to myself on how I actually made the decision to choose Imperial over the other place. It is beyond me, and it basically comes down to two things: (1) willing to take the chance and (2) faith. And this without a doubt is one of the best decisions I have ever made. I know companies will say "we are like family" but never actually do anything when an employee is in need. Personally, I had to deal with some extended family medical issues in the past and Imperial Systems has always treated me and the situation as if it was their own while not even thinking twice about it. When I say Imperial Systems is "a different place to work for" or "special" they are not words just being spoken but actual actions that were taken that leads to this.

The experiences, thought processes, and knowledge from the owner to the vice president and all the team members are valuable lessons we learn together and practice together. I will never forget the challenges we had when we were discussing our plan on moving to the new building. Some of us just looked at each and wondered how we were going to do this. The plan, moving a complete facility in about a weeks' time from manufacturing to the administration offices without shutting down and not missing ship dates, seemed insurmountable. As this started there would be meetings, plans, and goals that were set which to some companies would be nearly impossible. Long story short, we did it, and that's when you will sit back and realize you are working for a special place with great team members and have the attitude that you "want to" and never feel you "have to".

To work at Imperial Systems is something to be proud of. We take great pride in what we do and how we do it, so at the end of the day we can look another person straight in the eye and tell them "we are the best". «

Mark Ranelli,  
Supply Chain Manager



Page 3

## AWFS Fair Las Vegas 2019

Members of our sales team had the opportunity to travel to Las Vegas and enjoy this year's AWFS Fair.



Page 5

## Good Luck With That: Coke or Pepsi?

Do you know what to look for in a good dust collector? Charlie is here to tell you in the latest Good Luck With That.



Page 7

## CMAXX Cleans Up At High School

This high school wood shop solved their dust problems with a CMAXX to keep students safer.



Page 8

## The Interview with Carl Callen

We celebrate Carl's recent retirement and ask him about his twelve and a half years at Imperial Systems, and what he has been up to since.



# OF CONTENTS



In July, Mitch and Justin from our equipment sales team attended the AWFS woodworking trade show. The show prides itself on being North America's largest trade show for woodworking equipment, technology, and networking. While all this woodworking is exciting on its own, holding the event in Las Vegas certainly offered some interesting after-hours activities. "For me, the AWFS wood show was a lot more than getting to spend a few days on the Las Vegas Strip. The amount of automation and technology at this show was truly impressive," said Imperial Systems representative Justin Ferrainola.

Woodworking is a major dust collection industry, and trade shows are a key opportunity to network, learn about new woodworking products, and talk to woodworking companies about their

experiences with dust control. "It is fair to say that typically, Imperial Systems' largest market has been in metal working and fabrication.

That being said, after visiting this show, my eyes were opened to the continuous growing demand for quality dust collection in the woodworking industry," said Justin. The show drew lots of attendees, and our sales team had many opportunities to meet with potential new customers.

Hermance Machine Company, an Imperial Systems representative, made their first appearance at this trade show this year. Their booth displayed some of their woodworking equipment, including a robotic cutting display that recieved a lot of attention.

Hermance is a leader in industrial machinery for many different industries. The company has





been manufacturing and selling equipment for the industry since 1902.

Dust collection in the woodworking industry continues to be a serious concern. Sawdust, wood pellets, and other wood waste are a major cause of dust fires. Many woodworking facilities need help designing a system to handle their wood dust safely. Many of these companies don't know how many different options are available to them.

Our sales team travels to more trade shows every year to support our representatives and meet with industry leaders. With the CMAXX proving that cartridge collectors can be an excellent option for the woodworking industry, attending trade shows like this one helps us establish our presence and expertise. Many companies don't know that cartridge collectors

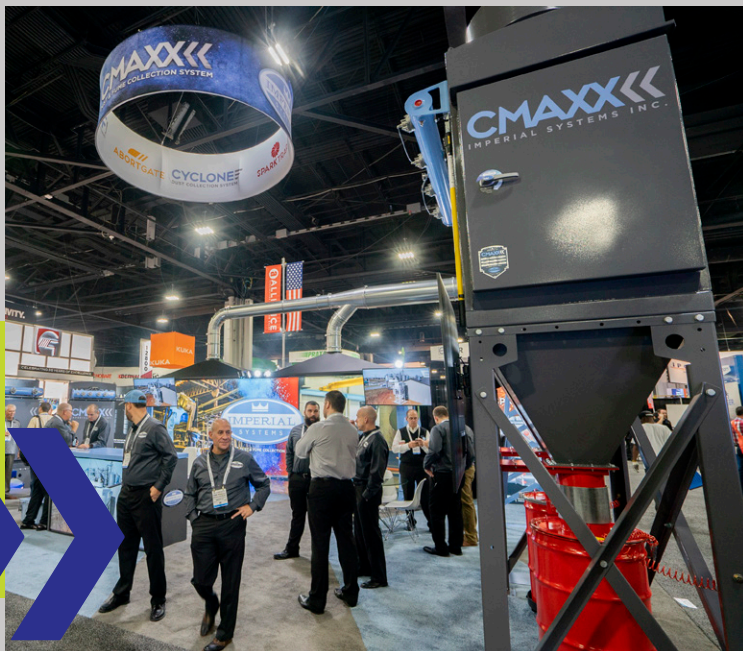


are an option for wood dust, so trade shows are a great opportunity to educate.

Get ready to see us at FABTECH in November, when we'll have a full booth featuring the CMAXX, several of our other recently released products like the Rhino Drum, and even some exciting surprises we can't talk about yet! <<



# FABTECH



We have new ideas, new innovations, and maybe even a new product to share with you! Come check out our booth in Chicago for the chance to win a YETI cooler!

**BOOTH  
#B29087**



## GOOD LUCK WITH THAT



# Coke or Pepsi?

Who remembers the Pepsi Challenge? It was an old Pepsi television commercial. A blind taste test where people were offered a taste of Pepsi and Coke, and then asked to choose which one they liked better. Being a Pepsi ad, it was not surprising that everyone chose Pepsi. But I really can't tell much difference between the two products. In a glass they both look the same, fizz

the same, and they both taste like cola.

It's my opinion if you performed the same blind taste test using RC cola and

Faygo cola, and asked people to choose

which one was Pepsi and which Coke, they would choose between the two believing one was Pepsi and the other Coke. No matter what the big soft drink giants want you to believe, cola is pretty much the same product no matter what color the can is.

I used to believe the same was true about dust collection equipment. I began my career working for a large industrial sheet metal contractor. We designed and installed industrial dust collection systems across the country. That was our focus. But we did not make a dust collector. The reason for that was simple. The dust collector manufacturers were bringing work to us. Since we did not build a dust collector, or show favoritism of one brand over another, we managed to keep most of the manufacturers in our court. It was not unusual for us

to be installing a system on the east side of town using a Coca Cola collector, and a system on the west side using a Pepsi Cola collector. And if a customer specified an RC Cola collector, we were fine with that too. Everybody had their favorite vendors. But when push came to shove, and I had to solicit dust collector pricing for a system, I got quotes from them all. Since they all claimed equal performance and features, I would select the lowest price collector for my system. We were more concerned about the system design, fabrication, and installation. The dust collector was just a metal box with filters in it at the end of the system. It didn't matter to me if it was a blue box, a red box or a green box.

In 2008 the Imperial Sugar Explosion in Georgia changed all that. 14 deaths and 40 injured put a nationwide spotlight on dust collection systems. NFPA codes changed from suggested guidelines to enforced rules. A lot of consideration had to be given to the dust collection equipment selected. Corporate safety personnel were becoming more conscious and educated regarding the potential of dust related explosions. Dust collector fabricators were trying to adhere to increasingly stringent safety codes. And sheet metal contractors like us who specialized in dust system design had to know the features of the dust collectors we were offering. Pmax, Pred and KST values were becoming a part of every discussion regarding the dust collection system design. Things like vessel strength, vent size, internal velocities, explosion venting, and flame suppression are just a few of the features that must be considered when selecting a safe, NFPA compliant dust collector.

My Career took a change in 2010 when I began my employment with Imperial Systems. Although we are primarily a dust collector manufacturer, we also do turnkey system installations. I was not hired for my



knowledge of dust collection equipment but for my strength in system design. I admit when I started with Imperial Systems, I still had a good bit to learn about dust collector equipment. And I have learned a lot. At Imperial Systems we are very proud of the quality and features that go into each one of our CMAXX dust collectors. We began as another “Want-To-Be” cartridge dust collector manufacturer and we made a few mistakes along the way. Our first collector design was not much more than a “cookie-cutter” version of what was already on the market. We were no different from the guys offering the blue, red, or green boxes. We realized offering another “Me Too” collector did nothing to set us apart from the more established brands. We looked for ways to improve our collectors, and it’s the CMAXX differences that set us above the competition and became our greatest strength.

**We looked for ways to improve our collectors, and it's the CMAXX differences that set us above the competition and became our greatest strength.**

The CMAXX collector’s 7- and 10-gauge construction makes it the strongest build collector on the market today. Then we made it even better by blowing it up. In fact, we blew it up several times to test its structural integrity and strength. The CMAXX collector was tested by an independent agency and proven to contain explosive pressures exceeding 4 PSI without damage or deformation. Our proprietary In-Line Deflagration IDA filters were also tested and proven to stop a flame front resulting from an explosion from passing beyond the filter chamber. The CMAXX housing is 20% larger than our nearest competitor resulting in lower can and interstitial velocities. Combining that

with our vertical filter arrangement means better cleaning efficiency, longer filter life, higher performance, less maintenance, and greater energy savings. And the CMAXX is the only modular design dust collector on the market with no external bolt holes. That along with our Crown-Tech roof design makes it possible for us to offer the industry leading 15-year warranty. The military grade door latches, manifold mounted pulse valves, and “Even-Lock Technology” lift rails are a few of the other innovative features we have built into the CMAXX. Our newest innovation is our Rhino Drum, the only dust collection drum on the market today that has been tested to contain an explosion. With a Rhino Drum you no longer need an expensive NFPA tested air lock at the collector discharge. The Rhino Drum is an inexpensive alternative that was tested to meet NFPA requirements without moving parts or electric utility needs. We may be the new guys on the block but our CMAXX has an impressive proven track record for quality and performance. Instead of us copying what the big brands have done in the past, they are starting to copy us. It’s flattering to be recognized as an innovative leader in our field.

Check out our CMAXX line. We are not the same old flavor or the same old fizz. We know the Blue, Red, and Green box name brands have become as synonymous to all dust collectors as the Kleenex brand is to all tissue, but we are not all the same. Our innovative CMAXX Collector is a cut above all the rest. Are you in the market for a new dust collector? We invite you to compare the CMAXX features against the others. We think you will agree that the Red, Blue, and Green box flavors have gotten a little stale. But if your main criteria to purchase a dust collector is based solely on a brand name that has been around longer than CMAXX, well good luck with that! <<



# CMAXX CLEANS UP AT HIGH SCHOOL



We love working with trade schools and programs. We want to support young people as they discover a future in skilled trades. With many schools losing their vocational programs, we're pleased to feature one school

making an investment in their program's future.

This high school woodworking program needed a dust collection system that could handle several different kinds of woodworking equipment at once. They also needed it to give them good filter life and strong fire and explosion protection. To fit all those things in a small footprint, a CMAXX turned out to be the right solution.

This twelve cartridge CMAXX, sold through one of our representatives, features all the technology needed for safety and efficiency. This CMAXX acts as an in-line deflagration arrestor (IDA), meaning that it will stop a flame front from getting through. Explosion venting allows explosive force inside the collector to be safely vented away from the building and people.

A Grecon spark detection and suppression system spots a spark in the ductwork and extinguishes it before it can cause a fire. An abort gate is also triggered by a spark or flame and will slam shut,

diverting the fire in a safely away from the building.

Along with these fire safety features, the system includes an explosion isolation valve (EIV). An explosion automatically forces this device to close, stopping the explosion from traveling back through the ductwork and into the building.

The filters used in this CMAXX are IDA nanofiber filters. The IDA filters allow the CMAXX to act as an in-line deflagration arrestor. They resist damage from a flame front and block it from passing onward. The nanofiber material will trap even the finest woodworking dust.

Because woodworking applications may have different particle sizes, these filters are also equipped with overbags. These bags cover the filters and protect them from larger particles or abrasive material. This should give the school improved filter life and help save them money on replacement filters.

This system doesn't have airlocks, because it doesn't need them. Instead, it has two Rhino Drums. These drums replace an airlock by containing a fire, keeping it from traveling up into the collector. The Rhino Drum is grounded, has no motors or electrical wiring, and allows for easy drum emptying.

This CMAXX system also features a silencer to help control noise volume. Solenoid heaters have been installed to keep the solenoids functioning in below-freezing temperatures. An integrated control panel is a handy feature that allows almost all the functions of the system to be managed from one control panel.

With the students back to school and working on their wood shop projects, they'll have a fully equipped CMAXX system protecting them from any combustible wood dust hazards. <<



THE RETIREMENT  
INTERVIEW WITH

# CARL CALLEN

AFTER TWELVE AND A HALF YEARS AT IMPERIAL SYSTEMS AND TWO CHILI COOK-OFF TROPHIES, CARL CALLEN IS RETIRING! CARL HAS BEEN A KEY PART OF IMPERIAL SYSTEMS FROM ITS EARLY YEARS, WORKING HARD, MENTORING NEW EMPLOYEES, AND KEEPING JEREMIAH ON HIS TOES. WE CAUGHT UP WITH CARL BEFORE HIS RETIREMENT PARTY TO TALK ABOUT HIS TIME HERE AND HIS PLANS FOR THE FUTURE.



**Q: YOU'VE BEEN HERE FOR TWELVE AND A HALF YEARS. WHAT DID YOU DO BEFORE THAT?**

I've done every job that was out there to support my family. I spent eighteen years in the automotive industry, doing body work, painting, restoration... almost anything. I spent seven years working on railroad cars. I've done welding and fabricating. The automotive work turned into a hobby, and I've been restoring antique cars as side projects for years.

**Q: YOU WERE IN THE MILITARY?**

I spent two years in the army, but I was behind a desk and it just wasn't for me. I like jobs where I'm moving around and doing things with my hands. I got out and went back to doing the kind of jobs I'm good at.

**Q: WHAT'S BEEN THE BEST THING ABOUT WORKING AT IMPERIAL SYSTEMS?**

This is one of the best places I've worked. I think one of my favorite things is giving Jeremiah a hard time. And some of the other guys, we've been working together for more than ten years. We're like an old married couple, fighting and arguing all the time. I like teaching the new guys when they come in, help them learn to do things right.

**Q: WHAT MADE YOU DECIDE IT WAS FINALLY TIME FOR RETIREMENT?**

My body has been telling me it was getting to be time. It's gotten pretty hard to do all the getting up and down that I have to do all day. I've been working since I was a kid and it's about time to give my knees and everything a rest.

**Q: WHAT DO YOU PLAN TO DO WITH YOUR RETIREMENT?**

I really like restoring antique cars, and I want to spend more time doing that, tinkering my garage

and starting some new projects. I'll be going to a lot of baseball games and softball games, too. My grandson is thirteen and my granddaughter is ten, so I'll be going to watch them play. I'm looking forward to having more time to spend with them.

**Q: ANY ADVICE FOR THE PEOPLE WHO WILL FOLLOW IN YOUR FOOTSTEPS HERE?**

I'd just tell them "good luck!" and "hang in there!". Just pay attention and learn everything you can.

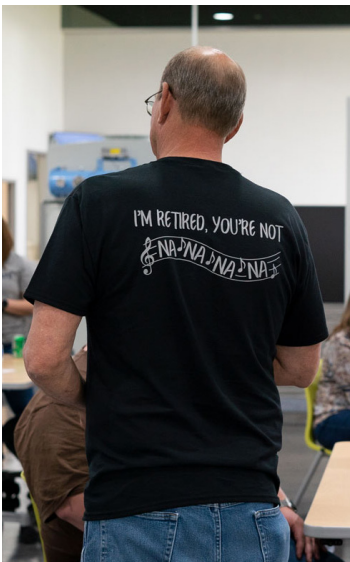
**A FEW MONTHS AFTER WE BID CARL FAREWELL, WE CAUGHT UP WITH HIM TO SEE WHAT HE HAS BEEN UP TO WITH HIS NEW FOUND SPARE TIME.**

"I've been working on my honey-do list," he told us, saying that he now has the chance to do things around the house that he never had time for before. "I've been thinking about coming back to Imperial. At least there I get a break!" In his extra time, Carl has been enjoying fishing, car shows, and of course, sleeping in. He likes to spend time on his porch with a cup of coffee, listening to the birds in the morning and the crickets in the evening. <<



**THE WHOLE TEAM AT IMPERIAL SYSTEMS WOULD LIKE TO CONGRATULATE CARL ON HIS RETIREMENT AND WISH HIM ALL THE BEST.**







**BRF**  
BAGHOUSE DUST COLLECTOR

Wood Dust

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