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# The Filter

## First Quarter: 2021

### IAC Closely Monitoring Covid Related Global Supply Chain Issues

From the Suez Canal to IAC, businesses all over the world are feeling the pressure of a global supply chain impacted by Covid. Automotive, technology, and steel production have faced constraints and rising prices, while a workforce taking Covid related leave and shipment pressures have lead to logistic bottlenecks.

Eric Huggins, Sales Manager - Aftermarket Parts, Services, and B Sales, said price increases, which are currently affecting every part of the chain, are not the largest hurdle for IAC.

“The bigger issue is availability,” he said. “Shortages in pipe, tube, and steel, in general, pose a bigger challenge. Longer lead times, and general availability is very concentering to our fast

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- Melissa Salazar, Purchasing Manager

paced business.”

This shortage might lengthen wait time, but it actually shortens the length of time quotes are valid for. Huggins said normally quotes are good for 30 to 60 days, but with current raw material issues, prices can only be held for days, not weeks.

Purchasing Manager Melissa Salazar said purchasing is closely following lead times with all of our vendors.

“The sooner we can alert a customer of a

delay, the better they have to prepare,” she said. “We are definitely urging customers to purchase what they can now and we are continuously working with our vendors to track inventory.”

For customers who like to be prepared, ordering extra commonly used parts and bags to store on site will help keep repairs timely and downtime limited. IAC will continue to put our customers and their needs at the forefront of our efforts. If you would like to talk to a sales rep about what useful parts or components you could order now to store at your facility for quick repairs or emergency needs, call 800-334-7431. Service can also be scheduled by calling the same number.

### Our Service Teams Are Growing: Call to Set Up Your Inspection Today

As Covid eased at the end of 2020, IAC’s Field Service Team, the Blue Crew, became very busy with inspections and maintenance as facilities opened back up and moved toward full production. To ensure we continue to provide the best service to a wide array of processing industries, we have added more experienced crew members to our Kansas City team.

A visit from an IAC Field Technician is a highly effective way to ensure your systems are running at maximum performance. Call 800-334-7431 today for availability.

### Portable Industrial Vacuums Simplify Housekeeping



IAC strives to provide practical solutions for plant management. With the IAC600T Series of portable industrial vacuums, facilities are able to schedule downtime on their time. The vacuums can be used to clean the entire facility.

#### Additional Benefits Include:

- Silica reduction - HEPA filtration helps eliminate RCS issues and improves worker safety
- Helps avoid MSHA violations
- Reduced labor costs and man hour savings
- Collection capacity of 159 gal (600L)
- Reclaim product
- Side channel blower (continuous use/no maintenance up to 30,000 hours)
- Integrated cleaning system
- Lever-operated skip hopper with front opening for fast discharge

For a full list of benefits and to find out what model best suits your operation call 800-334-7431.

# News 2021



**ADELPHI**  
CONSTRUCTION



Adelphi Construction LC completed the installation of 22' diameter ductwork alongside IAC auxiliary baghouses on site at Steel Dynamics Inc's new melt shop being constructed in Sinton, TX.



Adelphi Construction LC recently supplied structural steel and staircases for this Ethanol Plant project, plus provided specialty construction trade services to install a ring dryer and other process equipment including vertical centrifuges, horizontal decanters, pressure gravity screens, drag and screw conveyors, tanks, agitators, scrubber with internal packing, centrifugal pumps with seal pots, and a track operated building hoist. All work was performed during a time sensitive plant shutdown.

## IAC Returns to In-Person Conferences for Summer, Fall

With the cancellation of in-person conferences in 2020 due to the spread of the COVID-19 pandemic, IAC looks forward to the return of in-person conferences in 2021.

IAC is exhibiting at multiple conferences in our core industries of Cement, Steel, Bulk Material Handling, Agriculture, and Frac Sand. We are sponsoring a new kind of digital conference in May, the IEEE-IAS/PCA Cement Conference, the biggest cement conference of the year. This virtual event is unlike any other with a complete digital resort including an exhibit hall, meeting rooms, and more that attendees can explore with their avatar. Applications Engineer Luis Castano will present IAC's new Top Inlet Vacuum Shock Baghouse Technology (TiVac<sup>SM</sup>).

In June, IAC is set to exhibit in the Cement Production Pavilion at the World of Concrete Conference in Las Vegas. This event will be the first major convention held in Las Vegas since the COVID-19 pandemic and is expected to draw around 50,000 attendees in the Concrete and Cement Industries.

In the last week of June, IAC will be exhibiting at the AIST Conference, Steel's premier technology event, in Nashville, TN. We will also be attending GEAPS and Powder and Bulk Solids in August, and The Frac Sand Supply and Logistics Conference in September.



# 2021 Service

## Permian Basin Office Ready to Provide Service



IAC, one of the best-known companies for Turnkey plant design and construction within the Frac Sand industry (with more than 45 previous Frac Sand plant projects), announces the opening of a new service center in Monahans, TX, to support customer needs in the Permian Basin. IAC's prior field service office was located in Kermit, TX.

***From this office, IAC can provide customers:***

- Locally based, quick response labor and support teams for equipment repair
- Wet and Dry plant optimization audits/inspections
- Baghouse inspections, maintenance, and replacement parts
  - Including filter bags, cages, accessories, and filter change-out services
- Dryer inspections, alignment, maintenance, and replacement parts
- Dryer tire alignment and balancing
- Dryer refractory lining and service
- Burner management and tuning
- Conveying systems design, service, and parts
- Warehousing of critical spare parts
- Automated Control systems inspection and repair
- Wet plant pumps and controls
- Short- or long-term labor resources for all technical plant positions
- Stack testing
- Capital Equipment design, supply, and installation
- Used equipment sourcing, supply, and installation
- Turnkey projects including plant expansions and mining expansions

Jerrod Baker, IAC's General Manager—Permian Business, said, "With demand for frac sand on the rise, plants in the Permian are looking for ways to optimize output and uptime. When equipment needs repair, plant operators demand fast action and skilled people to restore service. IAC can provide this with local teams and quick availability of parts. Additionally, IAC's experienced team can inspect equipment and processes to identify ways of maximizing output. IAC has a strong reputation for building frac sand plants. Our focus is to help customers get the most from every aspect of their Wet or Dry plant. With one call to 800-334-7431, customers can get a full range of services, quickly, even on equipment not originally supplied by IAC."

# 2021



## **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).