# THE IAC FILTER

## HEMP HARVEST CREATES “SEED TO SALE” OPPORTUNITY FOR IAC

In early September 2019, IAC was contracted to design, construct, commission and operate two (2-8TPH) hemp drying and bagging facilities. IAC completed both projects, in parallel, with an expedited design, procurement, construction and commissioning activity that only allowed a 6-week project completion window, due to crops needing harvest. *(Continued Pg. 2)*

## IAC INSTALLS DRYER IN TIME TO PROCESS 100% OF MICHIGAN FARM HEMP HARVEST

A family-owned hemp farm in Michigan, recently decided to purchase a newly marketed hemp dryer for their fall harvest. The company reached out to IAC to design their processing facility and help manage the equipment installation. IAC made the initial site visit on September 17th and had equipment layout and concrete drawings ready for first review by September 23rd in order to fast-track the project. *(Continued on Pg. 2)*

## IT’S NEVER TOO LATE TO WEATHERIZE

With the help of the professionals at IAC, you can **Eliminate** the possibility of inclement weather interrupting your operation. IAC has options, We can conduct:

- A basic Weatherization Plant Site and Equipment Survey to inspect and provide live input to help minimize the potential impact on the plant from harsh weather.

*(Continued on Pg 2)*

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### CUSTOMER TESTIMONIALS

"Thanks for the Tip of the Month videos, they are so helpful" Parker

Louis,
Thanks for the seminar. Showing us that a relatively minor capital upgrade proved a much larger positive impact than expected" Paul
SEED TO SALE . . .

Hemp is utilized in many different industries and will continue to expand with the recent incorporation of the farm bill. IAC has increased its strength as an experienced Engineering, Procurement and Construction (EPC) company in the hemp industry.

Adding to an impressive EPC project portfolio, IAC brings an elite level of air pollution control, controls automation and processing expertise to the rapidly growing market. IAC is continuously looking for ways to push the status-quo of processing solutions.

If you would like to meet with our team and discuss your processing needs in the hemp industry, or you would like to become part of our partner network to provide solutions to the industry, please reach out to Robert Carter, President, at 801.516.1679 | rcarter@iac-intl.com

Read the full article on the IAC Blog.

WEATHERIZE . . .

- A Weatherization Plant Survey and detailed equipment review with extensive report and recommendations.
- A Weatherization Plant Survey and detailed equipment review with extensive report, recommendations and option to contract our services to implement the solutions.

These services can provide a large ROI by protecting pumps, plumbing, tanks, baghouses, etc.

Contact IAC to get on our schedule.

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<th>IAC INSTALLS DRYER . . .</th>
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| Meetings to cover many rapid moving details occurred each day the week prior to equipment arrival. Dryer equipment deliveries were simultaneously scheduled with mechanical manpower and cranes to begin work on September 30th.

The install was also coordinated with the farm’s installation of the concrete and the timing worked out perfectly. After completing the installation of the dryer, IAC continued to work on various equipment details including hopper procurement and the transformation of the burner from natural gas to propane. The owner worked with their local propane suppliers and pipe fitters to put the IAC plan to work. Electrical commissioning and burner start-up was completed by IAC the week of October 7th to coordinate with the farms first harvest.

The Hammermill posed the largest challenge, but with input from Greg Osburn of IAC’s solely owned construction company, Adelphi, the screens and chutes were varied in order to obtain proper material flow and the problem was quickly solved.

With the collaboration of all parties, the designed system processed the hemp in time. The farmer was able to process 100% of their 65 acres producing 40 tons of finished product. He commented, “When we decide to expand next year, IAC will be our first phone call... you guys did a great job”.

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IAC has highly skilled construction labor available to support your next project.

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Your trusted source for equipment, plant optimization, and service for over 30 years has opened a new satellite office. Call 866.732.5511 to contact our Permian Basin Field team. We are close when you need solutions.

Over 55,000 aftermarket parts available through our Parts Sales Team. Contact a Sales Engineer today. 800.334.7431
THE IAC FILTER

IAC 2019 TRADESHOW EXHIBITS GO INTERNATIONAL

IAC Marketing team set a busy 2019 tradeshow calendar sending attendees, exhibitors, and speakers to numerous tradeshows and events throughout the United States, Argentina, and Canada. The year started off with frac sand industry related events IAC was a sponsor at Petroleum Connection’s Frac Sand Industry Update where President Bob Carter was a panelist. In the spring, IAC exhibited at the North American Frac Sand Conference in Houston which included a highly attended presentation from President Bob Carter covering IAC’s “Proven Experience and Knowledge on Building Efficient Frac Sand Plants.”

As a leading equipment supplier and EPC Contractor in the cement industry, IAC’s booth at the IEEE-IAS/PCA Cement Conference in April in St. Louis was filled with customer traffic. Two In-Booth Presentations each day were directed by Luis Castano & Pramodh Nijhawan and outlined IAC’s Engineering, Procurement & Construction Success & Dry Sorbent Injection (DSI) Capabilities.

As a member of the National Lime Association, IAC exhibited and sponsored at the National Lime Association Annual Meeting in June 2019 in Washington, DC. Luis Castano presented on “Understanding Centrifugal Fans for Maximum System Performance.” Louis received positive feedback from the NLA Counsel that he, “provided extremely valuable technical information” and “the audience learned a great deal from his presentation”.

In June of 2019, IAC’s newly launched Frac Sand Special OPS Program hosted the first Total Optimized Plant Performance Series, T.O.P.P, in Midland, TX at one of the areas most unique venues, The Petroleum Museum and Chaparral Race Car Gallery. More than 20 industry personnel attended including Plant, Operations, and Maintenance Managers to make the event a successful evening of networking and learning. The IAC Frac Sand Team hopes to host more T.O.P.P Series events in the future.

The year continued with IAC’s exhibiting at multiple international conferences including the FICEM Technical Congress in the Dominican Republic, the Argentina Frac Sand Logistics Conference in Buenos Aires, and the Canadian Frac Sand Exhibition & Conference in Calgary. IAC’s Director of Business Development, John Brown, presented in Buenos Aires & Calgary over Proven Frac Sand Plant Design/Build Experience in the industry.

IAC was a Golf Sponsor at the largest frac sand conference of the year, Petroleum Connection’s Frac Sand Supply & Logistics Conference in San Antonio, TX. The conference was highly attended by frac sand plant personnel with many commenting on IAC’s noticeable large presence.

Our Dry Sorbent Injection Solutions were on display at September’s Dry Scrubber User’s Association Conference in Kansas City, MO. During the Vendor Night Exhibition, IAC highlighted our permanent solutions to reduce acid gasses by installing DSI Systems and Test Rig Rental Services. Mike Gregory presented on Strategic Use of Temporary Injection Systems (DSI & PAC) at the conference which was well received.

IAC was able to break through in to a brand new industry this year, attending tradeshows in the Hemp Processing industry this fall which resulted in multiple projects and continues to expand our knowledge in this new industry.

The DUG Permian Basin Conference, GEAPS Exchange, and the IEEE West Coast Technical Meeting are just a few of the many other conferences IAC had a presence at this year, exhibiting and attending more shows than any previous year!

2019 concluded with IAC exhibiting at the International Cement Seminar & Exhibition on November 19 in Atlanta, GA. Thank you to the IAC team and everyone who has traveled to these conferences and for making these events so successful. Let’s make 2020 even better!