Sept 15, 2005

Important Memo
Duster Air Filtration With Litho & Offset Presses

The Duster Air Filtration units have a long tradition and history of customer satisfaction. For over 12 years our units have been improving air quality in the workplace across numerous industries. Many of our customers have purchased second and third units as their needs have grown. We have always taken great pride in that word of mouth has been one of our greatest tools for garnering customer interest. Therefore, we wish to ensure that your sales reps are taking the time to properly explain how our units work so that customers will be fully satisfied once they use the Duster.

Customer Expectations

There is a direct correlation between customer satisfaction and customer expectations regarding the use of our Duster Air Filtration units. When the customer is made fully aware of what to expect, and how the units function, then the success rate is generally assured. In order to avoid certain salesman pitfalls we have put together this list of **frequently asked questions and answers.**

How Duster Air Filtration Units Work

Q: How will the Duster keep my shop clean?

A: The Duster air filtration units work by bouncing the air off of the ceiling and creating an over all air circulation effect that pushes all airborne contaminants down to floor level where they get carried by the air flow to the capture zone of the air filtration unit. The secret to our unit's effectiveness is having enough airflow to carry contaminants and not let them settle or float around the shop. We also clean the air at ground level which is more effective than overhead units because contaminants are heavier than air and are trying to fall to the ground anyway.

Will The Duster Remove Blanket Wash Fumes

Q: Will this unit remove all of the blanket wash fumes and odors from my offset presses?

A: The Duster Air Filtration units are designed to remove blanket wash fumes and odors. However, it needs to be stressed that the fumes from these presses must be in the air before our unit can clean them out. Therefore, there will always be a certain level of fumes and odors in the pressroom, but the level of fumes in the area will be greatly reduced. Once production has ended the Duster will remove all of the residual fumes, leaving a clean, fume free room.

Will The Duster Remove Dust and Spray Powders

Q: Will I still get dust and spray powders accumulating in my shop?

A: Generally speaking, and depending upon the layout of a particular facility, when the Duster Air Filtration Unit is running it will capture all dust, spray powders, and airborne particulate and carry them in the airflow created by our unit to where they can be captured in the filters. The amount of dust and spray powders accumulating on your floor and equipment should be significantly reduced.

How Effective Are The Duster Air Filtration Units

Q: How much of the blanket wash fumes and spray powder dust will it remove?

A: This varies with the size of press, and type of blanket washes used but because the Duster continuously cleans the air the concentration levels of fumes and dust in the press room will be reduced by approximately 95%. This means that you may be able to smell or notice the remaining 5%. Once production has finished the Duster will eventually clean out all of the fumes in the print room.

How Long Should The Duster Unit Run

Q: How long should I let the Duster run once production is finished?

A: The Duster unit is fire and safety tested, and the motor is thermally protected so it won't overheat. You should always run the Duster unit while production is occurring and we actually recommend running it all day and night long Since the Dusters have been engineered to run 24 hours a day, running them overnight will give you a clean room with very fresh air when you re-enter your facility in the morning.

Choosing The Correct Unit To Use

Q: Which size unit is right for my production area?

A: There will always be individual characteristics of a pressroom that can affect which unit should be utilized. But generally speaking, the square feet of the area will determine which unit should be used. It is important to recognize here that the cubic feet of a pressroom is not a major factor in the choosing of a unit. Because our unit works by setting up an overall air circulation effect in an area, the only difference between a 10' ceiling, a 20' ceiling, or a 30' ceiling is how long it will take to set up the air circulation effect when the unit is initially turned on. Once the air flow is set up it will remain constant and as any new dust or fumes are introduced into the environment they will be captured by the air flow and carried to our unit where they can be removed from the air.

How To Locate The Duster Unit

Q: Where is the best place to put the Duster in relation to the press?

A: The best place to put the Duster is against a wall or a post behind the press that is causing most of the problems. This will cause the airflow to come across the press and back into our unit cleaning the air in a relatively quick time frame (see Diagram). If you place the Duster across the shop then all of the contaminants will be carried all the way across your shop before they are cleaned out of the air.

How Long Will The Dust Filters Last

Q: When will I have to replace the filters on the unit?

A: The main dust filters on the unit are cleanable and will not deteriorate over time. The outer green dust pad is a coarse pre-filter and will deteriorate over time, but it is vacuum cleanable and should last between 3-6 months. These pads are inexpensive and serve to protect the main dust filter. The main dust filter is made of a spun-bonded polyester and is not a paper element, so it will not deteriorate over time. This filter is vacuum cleanable and pressure washable. With proper cleaning and maintenance these filters should be able to last 5-6 years.

How Often Will I Have To Clean The Filters

Q: How do I know when it is time to clean the filters?

A: There is an indicator on the unit that will tell you when the filters need to be cleaned. All units have an airflow readout, and an indicator light that tells you when the filters are restricted significantly enough that you need to clean them. The Duster 3000 has a green indicator light, the Duster 2000 and 1000 have a red indicator light, and the Duster 600 has a flip up indicator. When the unit tells you to clean the filters you should vacuum them off. Once every 8 to 12 months we recommend pressure washing them to completely clean out the dust (refer to owners manual for proper cleaning insrtuctions).

How long the unit will run before the indicators tell you to clean the filters is entirely dependent upon your level of production, but it is not uncommon for print shops to have to clean the filters every 3 to 4 months.

Activated Carbon Filter Lifespan

Q: How do I know when the Activated Carbon filters are saturated and need to be re-filled?

A: The only way to tell when an Activated Carbon filter is saturated and needs to be refilled is by weight. For your convenience the original weight of the filter and the saturated filter weight have been placed on the filter frame. You will then need to weigh the filter once every month, and when the filter reaches its saturation weight you will need new Activated Carbon for your filters. The activated carbon filters are re-fillable, so you only need purchase the refill pack once the carbon is saturated. On average these filters are lasting between 8-12 months before becoming saturated.