

# We decided to go with the local HVAC guy

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It seems logical that any industrial HVAC company would have the skills to design and install an air-conveyed trim and dust collection system. But that's rarely the case. A lot can go wrong when you choose a vendor who specializes in moving air, not material.



What can go wrong when your pneumatically-conveyed trim collection system is designed and installed by an HVAC vendor that doesn't have expertise moving material? Plenty. This article features a few basic facts from dozens of G.F. Puhl customer stories that have one thing in common: they all cut corners in the name of cost control using a local HVAC contractor for a material conveying system and ended up paying much more in the long run.

When G.F. Puhl gets a call from a company with a trim collection system installed by someone else, it's almost invariably because the system isn't performing to expectations. Inadequate suction and frequent ductwork plugs are common complaints.

When our engineers investigate, they often discover that the system's original designer was a company billing itself as an industrial HVAC expert. These so-called experts tend to make mistakes in the design, fabrication and installation of material handling systems because they are not set up to design systems that convey material, their expertise is in systems that only convey air. They use HVAC-type ductwork instead of the material-conveying type. They join ductwork sections with sheet metal screws that protrude into the duct, guaranteeing that the system will plug. The blowers they use to convey material are often the wrong size and type to efficiently meet the demands of the production process.

So, when a company calls in need of help, it doesn't take G.F. Puhl engineers long to diagnose the problem and recommend a strategy that includes immediate repairs that will get production back on line quickly as well as long-term fixes that will optimize system performance. Short-term solutions can include replacing blowers to improve suction, adding a trim separator inline, and reworking ductwork. Long-term solutions can include installing material handling-type ductwork in place of HVAC-type as the company's production schedule allows.

If your system isn't working the way it should, find out who designed and installed it. Don't be surprised if you learn that your vendor was an expert in the conveyance of air, not material.

Dealing with an underperforming system? G.F. Puhl can help. Call us at 615.230.9500 or [email us](#).