

# bringing fresh ideas to an established industry

*Dust Extraction Systems based on Auckland's North Shore was recently purchased by a new player to the dust extraction industry, but with a wealth of experience. JOINERS Magazine met up with new owner Ken Skinner to find out just what makes him tick.*

## **How long have you been involved in the industrial ventilation / dust collection industry?**

For over 22 years now. In 1987 I started working for an international company with over 20,000 employees as a project engineer. The company specialised in industrial ventilation, paint finishing (mainly for motor vehicle assembly plants) and industrial drying in the pulp & paper industry. This gave me a solid grounding in how large companies handled large projects as well as having huge technical resources and support.

In 1991 I joined a successful family owned New Zealand business that manufactured and supplied a wide range of filtration products. At the time they were in the process of increasing their

business by offering to design and supply dust collection equipment and tendering for complete engineering projects. Being a sales orientated company they were looking for someone to fill a technical role and look after the new business venture. I took up the role as Engineering Manager and ended up staying for almost 17 years.

## **That is quite a change; from a company with over 20,000 employees to a much smaller family owned business. What was that like?**

Yes it took some getting used to. In fact the first 4 years were very challenging. I left behind a company with resources that I could tap into for any problem that you could think of, to a company where I was head of a technical

department and I was expected to handle any technical issues that would come up, without all those resources at my finger tips. However given time and a number of projects under my belt I gained the confidence to tackle larger and more technically challenging projects.

## **Do you think that experience provided a good grounding to go into your own business in the field of industrial ventilation and dust extraction?**

Absolutely; over those years I must have completed over 600 systems in just about every conceivable manufacturing industry that exists in New Zealand. Good knowledge on a subject is essential, but experience provides the confidence to make the most of and apply that knowledge.

## **What manufacturing Industries did you provide to?**

Quite a diverse spectrum ranging from food & dairy, cement and aggregate, as well as the heavy end of industry such as NZ Steel and NZ Aluminium smelters.

## **What about Timber & Joinery?**

Oh yes of course, because we covered such a wide range of manufacturing industries timber & joinery was not the only focus. However the theory is pretty much the same across the board; the difference comes when handling the type and amount of waste those operations such as timber moulding generates. This is where the Filterclone and the twin bin loading system; a system developed by my predecessors, becomes the ideal solution.

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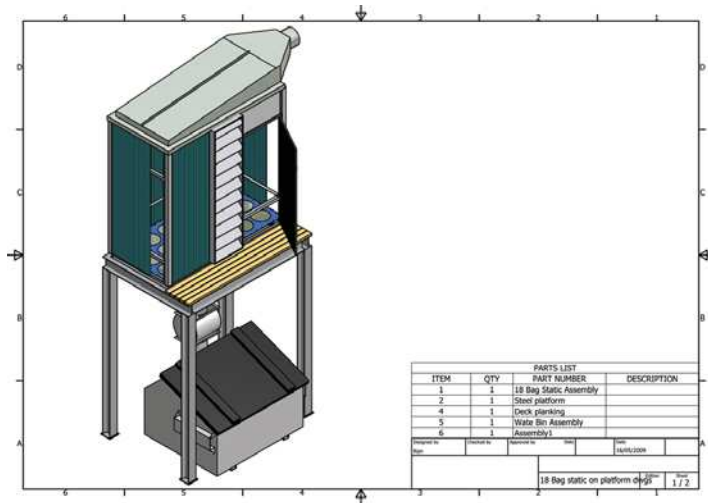
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# DUST EXTRACTION SYSTEMS



Dust Extraction Systems Ltd offer a range of kitset dust collectors that are flexible enough to suit any workshop and budget. Assemble yourself or order fully assembled and installed at your factory.



## Filterclone with Bin Loading

The **Filterclone** dust collector is designed for high volumes of wood waste. A cyclone section at the entry point removes the majority of waste material prior to the filter compartment. The filter section ensures low emissions to meet today's stringent requirements.

Combined with a twin **Bin Loading** system, **Filterclone** offers the ideal set up for timber moulding operations.



For more information on how a Filterclone System can benefit your business contact Ken Skinner.

### When did you start out on your own?

I purchased an existing business along with the intellectual property in March 2009, which serviced the timber & joinery industry which is where I want to initially focus my efforts.

### Was it a difficult decision, considering New Zealand was in the midst of a recession?

Yes it was a tough decision. At the time I had a good secure job that had over time become second nature, with little stress and still had some challenges. However the opportunity to exploit my experience in every aspect was a challenge I could not pass up. Everyone said to me, "if I can make it work during a recession I can make it work anytime". That in itself was a challenge I could not ignore.

### And how has it gone?

Industry is very careful about when and how they spend their money right now and a lot of effort is required to gain customers confidence before a proposal will proceed. However I have been

overwhelmed with support from customers, suppliers and sub-contractors. I can't say it's been easy, but it has been a pleasure.

### What do you enjoy most about working for yourself?

The thing I enjoy the most about working in my own business is being able to work directly with the end users and operators of plants or the owners of businesses, providing solutions and to see those concerned happy with the outcome.

### How would you like Dust Extraction Systems Ltd to be perceived in the market?

I would like to gain customers confidence in the products that we offer and I want to be able to build a trust that lasts the distance.



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