



Daniel Company Turns Bad Neighbors into Good Ones

Composites, the Environment and Doing the Impossible

by Elizabeth Eiden

Nearly 30 years ago, when Dan Olson and Tim Malki founded Daniel Company, specializing in the design and manufacture of air pollution control systems and corrosion-resistant air and liquid conveyance systems made from composite materials, their business was little more than a pipe dream in a residential garage in Los Angeles.

“The whole idea was that we were pursuing a career that involved the design, manufacture and construction of air pollution control systems,” said Malki. “That was the starting point. We wanted to be part of the solution, not the problem, but at the same time make sure that it was financially sustainable. Thirty years ago, while our aspirations seemed rather outlandish, they were innovative. We saw the future and realized that, much like the environmental industry as a whole, air pollution control was going to yield expanding results over the next few decades. Here we are, 30 years later, and we’ve developed this company to be the premier air pollution control systems designer/manufacturer in the country.”

In the decades since its founding, Daniel Company has maintained its strong commitment to innovation and premium quality standards, often controlling every aspect of a project, from design and manufacturing to installation and support. Their focus is on building system components made of fiberglass reinforced plastic (FRP) products with high structural integrity, corrosion resistance and fire safety. Collectively, their team has about 150 years of experience and includes more than 10 degreed engineers licensed in more than 15 states. Daniel Company’s two lines of business, vapor phase and liquid phase, produce BioDAN biological filters, DanADSORB carbon adsorbers, degassifiers, chemical scrubbers, chemical storage tanks, ductwork, pipes and accessories.

Of their product lines, Malki said, “It’s heavy on composites. We believe that the key component is having our own fiberglass or composite manufacturing plant. Most of our product is custom-engineered. We don’t do much of what I call ‘commodity-style’ product; everything is designed specifically for the end user’s purposes.”

Their commitment to quality has earned them industry acclaim. “Though we’re a small business, we produce some of the largest known systems in this industry and send them everywhere,” said Malki. “We’ve got systems now that have been in place for over 25 years. We are the go-to source for any expertise related to air pollution control or air treatment, as well as liquid storage and conveyance — anything and everything having to do with corrosion resistance.”

According to their partner at Interplastic Corporation, business manager of vinyl ester/engineered resins, Damon S. Brown, “We have some great customers, but Daniel [Company] is very special in terms of the personal relationship and good, steady growth. They really know what they’re doing. Their quality is top-notch, and they are well-known in the industry.”

How has Daniel Company remained an industry leader in the rapidly evolving field of pollution control? In addition to constantly adapting to ever-changing requirements from the federal to the municipal level, Malki said, “We’re always chasing. We’re always developing, exploring new innovative techniques we can incorporate into our systems. We do a lot of research and development.



We spend hundreds of thousands of dollars annually just in things like laboratory tests, pilot systems in the field, computer programs ... We're trying constantly to upgrade our ability to solve problems with new technologies."

Malki pointed to biological systems for odor control as an example of Daniel Company's ability to stay on the cusp. "Over the last decade or so, we've seen everything change from chemical scrubbers to, now, the more eco-friendly biotrickling filters. Similar changes have occurred with materials. We're using the latest in composite materials in lieu of the traditional exotic metals that had corrosion resistant qualities. We're always trying to improve on that. We also have made strides in incorporating new AI and cloud-based methods of monitoring and controlling our systems."

Daniel Company's commitment to progress has helped push the entire industry forward. Their team's innovations have combined with progress in composites technology to make projects that previously would have been impossible or impractical, from an economic or longevity standpoint, now possible.

"We're doing so much work in areas where, even 20 years ago, nobody would even consider," said Malki. Take, for instance, the Claude "Bud" Lewis Carlsbad Desalination Plant in Carlsbad, California. "Twenty or so years ago, there were very few desalination plants in the United States. As recently as five years ago, there were no desalination plants on the West Coast at all. The first one ever is the Poseidon Water desalination plant. Daniel Company value engineered and replaced all of that stainless-steel piping with specially engineered FRP high pressure pipe. We developed pipe with corrosion liners that last as long if not longer than pipes made of exotic metals that were traditionally

used for the last 50 years and that have become prohibitively expensive."

Engineering the first desalination plant on the West Coast was quite an undertaking, but Daniel Company is used to magnitude in their projects. "[We are] known for taking on mega-projects," said Malki. "We have designed, manufactured, installed and, in some cases, supported for years later some of the largest air scrubbing systems ever known in the industry," including the odor control system in Pima County in Tucson, Arizona, which is scrubbing in excess of 205,000 cfm of foul air at any given time. "We essentially helped transform an older plant with outdated processes to a new, clean, good neighbor. Folks living in the surrounding area who were complaining about odors for decades now basically encounter none. That's helped in all aspects, not just the quality of the air, and even increased the property values close to the plant. That's one of our greatest accomplishments — taking old plants, processes and systems, both in the private industrial market as well as in the public municipal market, and transforming them into good neighbors, when they were previously viewed as a nuisance."

Daniel Company's significant accomplishments coast to coast have been supported by their partnerships with Interplastic Corporation and North American Composites, which provides Interplastic CoREZYN® fire-retardant, corrosion-resistant vinyl ester resin and a variety of fiberglass products, including chopped strand mat, woven roving, gun roving and winding roving. Brown of Interplastic worked to build the initial relationship with Daniel Company, and Jeremy Locke, sales territory manager, has continued the relationship on the NAC side. Brown and Locke often work together to create the best solutions possible for Daniel Company.

"At one point they were having a little bit of a problem with our materials — it wasn't working as well as they wanted it to, so we made a quick adjustment to it," said Brown. "It helped them quite a bit, but that's just what we do. We tend to customize our products quite a bit more than some of our competitors."

"In the beginning, when Daniel [Company] started to use Interplastic resin, [Daniel Company] let me know that they didn't have room for the delivery truckloads of resin, didn't have a way to properly dispose of the empty drums and sometimes, if they didn't reorder on time, they would run out of resin," said Locke. "I contacted Damon Brown, and we worked out a plan to better service this account. NAC started to stock resin at the Ontario California Warehouse and was then able to reduce Daniel Company's hazardous storage, make weekly deliveries and provide a way to dispose of their empty drums."

"NAC has been a strong supporter of Daniel Company," said Malki. "The product, as far as we're concerned, is second to none. We like working with NAC because they're flexible and recognize the challenges we face in terms of using their product to take ours to market. They've helped us in everything from reasonable pricing and credit terms, to technically supporting us with their laboratory and testing, to making available some [hard-to-procure] resins at short notice or at large quantities. We have partnered with them on many substantial projects and, frankly, I don't think we would have managed as well without them ... For that we really appreciate them. It makes us more competitive and more successful in the market."

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