



FARR APC
Air Pollution Control

Case Study

Retired Veteran Tenkay Salutes GS in Smoke War

Product: Gold Series
Size: GS108 Designed for 23,000 CFM
Application: Heavy Torch Cutting of Sheet Metal
Customer: Brandenburg Industrial - Gary, IN
Salesmen: John Dauber of Farr & Tom Wood of G. Burrows, Inc.



Another case where the GS Trailer helped close the sale!

Challenge

Brandenburg had outgrown their veteran 96 cartridge Farr Tenkay collector. Gas torches are used in their daily operation to cut 3' diameter solid rolls of steel used in steel mills to roll out sheet metal. Torch cutting creates a lot of smoke and they were operating beyond the existing system's capacity. They were also tired of changing cartridges every few weeks.

Solution

Farr was there to offer the Gold Series. John Dauber, Farr's Central Regional Manager, worked with our rep at G. Burrows, Inc. to size up a system and put together a proposal. They analyzed existing performance and talked air-to-cloth ratios. They wrote cartridge guarantees and initially priced up a GS72. John towed in his GS demo unit for a hands-on presentation of the features and benefits of the new generation collector.

Brandenburg was impressed, but still tired of changing filters. John suggested that an even larger unit would extend cartridge life by reducing the air-to-cloth ratio, and allow for future expansion as well. He sited the analogy that "You can pull a semi trailer with a pickup truck, but you're going to buy a lot of pickup trucks."

They opted to buy the larger GS108 and used the existing cyclones for spark drop-out. After installation, they painted the unit yellow themselves to match their other equipment.

Brandenburg is pleased with their new system, which has been operating successfully since August 2003.



For further information regarding this application, contact John Dauber, FARR Central Regional Manager at 402-791-5333.