



FARR APC
Air Pollution Control

Case Study

Auto Maker Steered to Gold Series

Product: Gold Series
Size: (2) GS60 & (2) GS72 Units
Application: Robotic Welding
Customer: Nissan North America, Inc. - Jackson, MS
Representative: Airsystem Sales, Inc.

Challenge

In February 2002, Nissan started up a production facility in Jackson, MS which included a line of robotic welders. They needed a dust collection system and Torit was specified as the sole supplier. An industrial engineering house that does work for Nissan contacted our sales rep, Bob Hash of Airsystem Sales, advising him of the project.

Solution

Bob was able to set up a meeting with Nissan. He explained all the benefits of the vertical cartridge collector versus horizontal cartridge designs. He convinced them that the Gold Series made by Farr was the better collector and secured an order for a GS60 and a GS72. The units were installed and ducted to very large canopy hoods over the welding stations and handle 37,800 CFM and 50,400 CFM, respectively. Flame-retardant PTF cartridges reduce the risk of fire should a hot ember get into either system.

A year and a half later, Bob received a call from Nissan. Problem?...not at all. They had expanded the welding operation in the plant and wanted another pair of GS units! All four systems are running great have not needed cartridge replacement as of August 2004.

When we asked Bob how he was able to sell the Farr Gold Series to Nissan when Torit was flat specified, he said, "I tell them why the vertical Gold Cone cartridges are better than the competitor's horizontal ones. I just tell the story."

For further information regarding this application, contact Bob Hash of Airsystem Sales at 615-373-0039.

