



FARR APC
Air Pollution Control

Case Study

GSP Translates to Success on Spanish Island

Product: (2) GSP Gold Series Package Collectors
Size: 2-Cartridge Units Designed for 1,000 CFM each
Application: Pharmaceutical Dust
Customer: Abbott Biotechnology LTD - Puerto Rico
Representative: Air/Pro, Inc.



Challenge

Abbott Biotechnology needed two collectors for their pharmaceutical lab in Puerto Rico. Jacobs Engineering in Cincinnati, OH works closely with Abbott and did a web search for dust collectors on Google.com. They were searching for alternate collectors to Torit. Farr came up first on the Google search results list and Abbott contacted us through our web site.

Solution

The sales lead was turned over to Farr sales rep Tony Altherr of Air/Pro, Inc. Tony and Farr regional manager John Dauber met with 20 engineers at the Jacobs Engineering facility. Two Gold Series Package (GSP) collectors were bid, customized for Abbott's application including enhanced control features, and included flame-retardant Gold Cone PTF425 cartridges.

They purchased the GSP's, we shipped them to Puerto Rico in February 2004, and the units are running great. Jacobs Engineering and Abbott Biotechnology are very pleased with the units. This was a great sale!

For further information regarding this application, contact Tony Altherr of Air/Pro, Inc. at 513-469-2000, John Dauber of FARR APC at 402-791-5333 or Lee Morgan, General Manager of FARR APC at 870-910-7121.

