



**FARR APC**  
*Air Pollution Control*

Case Study

## Contact From Cyberspace Not Alien To FARR

**Product:** Gold Series  
**Size:** GS6 Designed for 3,000 CFM  
**Application:** Powder Mixing  
**Customer:** Technic, Inc. - Woonsocket, RI  
**Representative:** Michael LeBlanc of Ventilation Control Products, Inc.

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### Challenge

Technic, Inc. is an international supplier of electroplating chemicals and equipment. A new line of workstations was installed at their Engineered Powders Division in Woonsocket, RI and they needed ventilation for the hand weighing and mixing operations of various powders. Most of the powders are proprietary, but fumed silica is a major component.

It turns out that this long-time Farr customer bought Tenkay collectors decades ago, which are still in operation (see background in photo). They contacted us through the Farr APC website ([www.farrapc.com](http://www.farrapc.com)), and we immediately put them in touch with our sales rep, Michael LeBlanc of Ventilation Control Products.

### Solution

Michael met with the customer, sized up and sold a Gold Series GS6 with an explosion vent and standard PTS Gold Cone cartridges. A 7.5HP fan pulls the 3,000 CFM at 9" s.p. The system was installed in August 2003 and has been running on its original set of cartridges for a year, as of this writing.

Following installation, Michael asked Technic if they had considered other makes of collectors. He reported, "They said the Torit name did come up, but they didn't ask them to quote. Technic's satisfactory experience with the older Tenkay units, and the corporate engineer's satisfactory experience with Farr equipment in general, persuaded them to keep a single source..."

Michael also sold them a set of replacement cartridges for their veteran Tenkays, and reported that they had purchased a Farr Zephyr II last year.

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*For further information regarding this application, contact Farr rep Michael LeBlanc of Ventilation Control Products, Inc. at 860-673-0868.*

