



FARR APC
Air Pollution Control

Case Study

Can Maker Puts Lid on Baghouses, Buys Gold Series

Product: Gold Series
Size: (3) GS24 & (1) GS16
Application: Precleaners for Regenerative Thermal Oxidizers
Customer: Crown, Cork & Seal - (Multiple Locations)
Representative: Process Resources, Inc.



Another case where the GS Trailer helped close the sale!

Challenge

Crown, Cork & Seal (CC&S) has over 20 U.S. facilities manufacturing cans for the food and beverage industry. Regenerative thermal oxidizers (RTO's) are part of their production process, and particulate in the airstream can cause an unacceptable build-up. One plant in Abilene, TX experienced poor results when they purchased and installed a baghouse in front of their RTO as a precleaner. Dissatisfied, they began investigating alternatives to the baghouse.

Solution

Fortunately, our sales rep, John Dietrich of Process Resources, knew the folks at CS&S and learned of their problem. The cans were being painted with a water-based paint and overspray was getting into the ceramic bed, making it necessary that they be cleaned out periodically. John hitched up a Farr GS4 demo trailer and drove out to the CS&S headquarters in Chicago with Farr's regional manager, John Dauber. After selling the features and benefits of the Gold Series, they quoted a GS16 with an explosion vent and standard Gold Cone media to solve the problem at their Abilene plant. CS&S immediately phoned their RTO supplier, had them cancel an open order that they had for another baghouse and told them to buy and erect the Farr Gold Series unit.



Following that order shipment in June 2003, CS&S ordered 3 more Gold Series systems as turnkey jobs for other facilities with the same application. GS24's were built and shipped to Conroe, TX in August 2003, Batesville, MS in December 2003 (pictured) and Sugarland, TX in July 2004. Farr supplied all fans, control panels, duct work and accessories for total installed systems at all three locations.

We expect to see future business as well. Although the standard cellulose media is working well, spun-bond media is now being considered for filter replacement and new installations in humid locations for even longer cartridge life. CS&S is very pleased with the Gold Series installations.

For further information regarding this application, contact Farr rep John Dietrich of Process Resources, Inc. at 630-810-9300 or John Dauber, Farr Central Regional Manager at 402-791-5333.