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**An Employee Owned Company**

## **Company Profile**

Johnson & Johnson is an American multinational company founded in 1886. J&J is a Medical Devices, Pharmaceutical, and Consumer Products Company with over 125,000 employees in 60 countries. Headquarters in New Brunswick, NJ.

## **The Situation**

The Consumer Products facility in Lititz, PA has a very large penthouse air handler serving the office areas. The filter bank is a large built-up filter bank in a "V" configuration. They were using two stages of filtration, a 2" pleated pre filter, MERV 8, and a 6" cartridge filter, MERV 14. A total of forty (40) filters are in the filter bank. Pre filters were changed four (4) times per year and the final filter twice (2) per year. Since the filter bank is in a rooftop penthouse, staging filters there was very difficult, time consuming, and required many man hours to do so. J&J was looking for an alternative.

## **The Action**

General Aire had two meetings to seal the deal. The first to look at the situation and the second to show samples, install samples, and close the deal. Being the filter bank is a "V" configuration, there was no space for filters to go through the holding frames. The solution was to install CamExtend frames and 12" Hi-Flo ES with the magnetic gasket. The frame extended on the upstream side of the filter bank where there was space. The 12" deep Hi-Flo ES was the only option due to the space restraints on the downstream side. After installing the sample CamExtend and filters, the deal was closed.

## **The Results**

General Aire sold forty (40) CamExtend with HI-Flo ES pocket filters to J&J. Made sure all were installed as the sample was. Hi-Flo ES filters are now in with a one year guarantee. Maintenance is extremely happy not to have to spend the man hours for filter changes as before. All systems are going!

## **The Proof**

J&J maintenance loved the concept of the CamExtend and Hi-Flo ES so much they are installing them in other units.