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**Sales Rep: Lauren Wieand**

**Date: 11/6/2018**

**Customer: Ocean Spray, Breinigsville PA**

### **Company Profile**

Ocean Spray Cranberries, Inc. is a cooperative owned by almost 1,000 cranberry and grapefruit growers in the United States and Canada. A leader in the shelf-stable juice drinks market, Ocean Spray Cranberries, Inc. is responsible for 75 percent of the cranberries sold worldwide. Ocean Spray markets blended juice drinks, bottled juices, juice concentrate, fresh fruits, and several other items to both retail and food service outlets year-round. Ocean Spray's Cranberry Division accounts for the bulk of the company's operations. Their current annual net revenue is \$1.7 billion and they employ over 2,500 people.

### **The Situation**

In the past, General Aire had been subcontracting work out to Energy Plus and Micro clean to complete a smoke tests within two of their fill line "clean rooms". The testing included particle counts, air velocity, pressurization and smoke pattern testing. Back in February 2018, the Quality Manager, Michael Mallozzi, had contacted us to perform the testing for the two fill lines, and added that he would like the fill line rooms to be certified ISO 6 clean rooms. The service was coordinated and performed by Energy Plus in April and the test results were provide to me. They were unable to classify the fill line rooms, as they had failed the testing. After discussing the test with Energy Plus and seeing firsthand the state of the HEPA filters Ocean Spray had in their KRONOS units, we knew that the filters had been in their far too long. The filters had been in the units since 2012, the year the plant opened in Breinigsville. The results were given and reviewed with Michael, the Quality Manager.

### **The Action**

General Aire had 3 meetings with Michael, Quality control and his maintenance team at Ocean Spray in Breinigsville, PA. At the first meeting, which was in May of 2018, we reviewed the results of the testing, and came up with a game plan to get them up to Food and Beverage processing standards in regard to fill line filtration, and to certify the rooms as ISO Class 6. There were some questions about what type of filters they had, how we would proceed to replace them and the basics of filtration. We discovered the Camfil HEPA and Pre-filters were both specialty filters that were manufactured in Germany, specifically made for tops of the KRONOS units that were also manufactured in Germany. We requested prints from Ocean Spray, so we could determine the locations of the filters on the fill lines. At the 2<sup>nd</sup> meeting with Ocean Spray, I reviewed the plan to have General Aire source the filters from Camfil Germany, remove the current filters and discard them, replace with the new HEPA and pre-filters, and have Energy Plus complete the Smoke testing and ISO 6 Certification on both of the fill lines. Questions came up about the cost, as the filters were quite costly and the idea that there was the "m" word (mold) on the current filters and if it had contaminated their fill line bottling process. We had a round table, answered their questions and address all their concerns and brought their team up to speed on our detailed service plan. In September after the plan was approved by Ocean Spray purchasing and quality control teams, I met with Michael to finalize all the moving pieces and the expectations for the work to be performed.

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### **The Proof**

General Aire received the purchase order for the service to replace and remove the filters, and complete the ISO 6 certification testing through Energy Plus. The filters have been ordered and delivered to General Aire at the end of October. The 2 days of service are scheduled for November 19<sup>th</sup> and December 10<sup>th</sup> 2018. This relationship with Ocean Spray and the trust we have developed, will lead to more service orders for the specialized HEPA filters and a chance to provide the ASHRAE filters as well.

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