

# Johnson Air Products Case Study



**Customer:** Blairco Heating & Air Conditioning  
**Product:** Gripple Duct Hangers  
**Location:** Vancouver, Washington

## Challenges

A prominent California-based grocery store has opened a new location in the expanding Salmon Creek neighborhood of Vancouver, Washington. The store acts as an anchor for the Skyview Station development and is the second location for this supermarket chain to open in Clark County. The development has 25,000 square feet of retail and restaurant space.



## Objectives

Local HVAC contractor Blairco Heating & Air Conditioning was responsible for installing over 1,000 feet of spiral and rectangular ductwork in the 13,000 square foot space. With deadlines to meet, Blairco began looking for ways to save labor hours while maintaining their standard of professional installation. Job Foreman Vinnie Murphy reached out to local wholesale representative and distributor Johnson Air Products for viable solutions.

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## Solutions

Johnson Air Gripple Specialists Jimmy Fisher and JD Rogers recommended Gripple suspension solutions as a method to speed up installation and decrease the number of necessary installers. Blairco completed the job using a combination of Gripple products including Eyelet Hangers, Cable Strut Systems, and Duct Trapeze and Butterfly Trapeze Hangers.

## Results

By using Gripple suspension solutions, Blairco was able to meet their deadlines and save valuable labor hours. They reduced the number of installers needed from six to two, also reducing the number of scissor lifts required. Blairco appreciated how efficient and aesthetically pleasing Gripple was, inviting other contractors to visit the jobsite to see the finished product. Combining Gripple's time-saving hangers with Johnson Air's free delivery service allowed Blairco to maintain their standard of innovative and cost-effective construction services.

“Gripple’s good products and Johnson Air’s good service made us one happy customer.” -Job Foreman Vinnie Murphy