

Air Filtration & Energy Savings

Lowest Total Cost of Ownership Solution Results in Major Utilities Company Rebating 42% of Filter Cost

Company Profile:

One of the largest global healthcare companies with one of the most robust late-stage product pipelines, and annual sales exceeding \$48 billion.

The Situation:

Several years ago, the manufacturer built a new oncology research facility, adjacent to several other high-profile medical institutions. The highest priority was given to indoor air quality.

Camfil Farr's local distributor was already the supplier of air filtration for the neighboring medical centers. The distributor approached the facility engineers tasked with managing the research facility and completed a comprehensive survey on the air handlers. A compelling case, based on collection efficiency and projected energy savings, was made to upgrade from the three filters in use – Flanders® Pre Pleat® 40, Purolator® MERV 14 AERO-CELL™, and Purolator HC HEPA.

The Action:

Camfil Farr modeled several of the facility's air handlers using the Camfil Farr Life Cycle Cost program, then proceeded to the test duct at the distributor location, which precisely measures pressure drop at specified air flows.

Once the facility engineers witnessed the initial pressure drop readings for the MERV 14 Durafil® vs. the MERV 14 AERO-CELL, they became convinced of the superiority of the Camfil Farr solution.

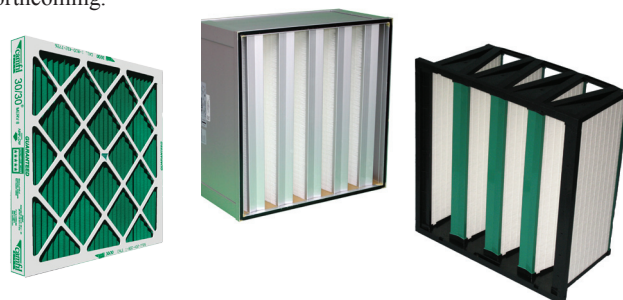
The Result:

In February of 2008, the customer agreed to the upgrade, purchasing 729 filters, including 30/30® pleated prefilters, MERV 14 Durafil ES 4V filters, and Filtra 2000 HEPA filters. The customer's HVAC



supervisor then contacted the local power utilities company and asked them to be involved in the monitoring of amp usage for the first three months following installation of the new filters. It was also negotiated that the utilities company would pay the customer 42% of the final filter cost if the energy reduction was substantial. At 16 cents per kWh, the customer significantly reduced its energy use, realizing utility cost savings of \$32,000 in just 12 weeks.

The project manager reviewed the previous amperage readings and trends for all of the fans, and compared them to the readings and trends using the new Camfil Farr filters. The comparisons were the documentation required to earn the rebate. In October 2008, the Energy Efficiency Systems Project Manager announced that the rebate application had been successful, and that a check would be forthcoming.

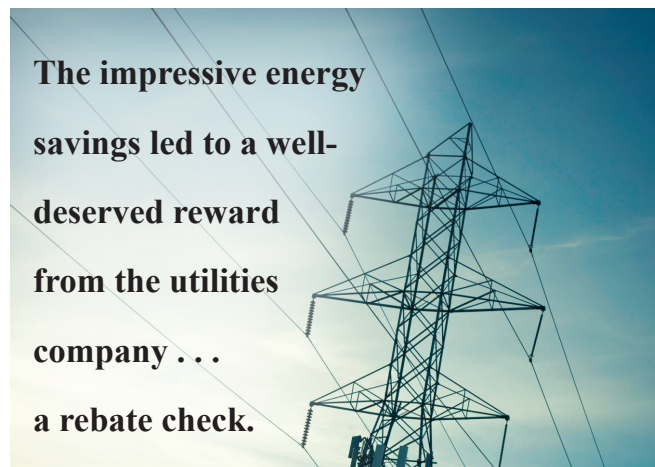


“The Camfil Farr solution resulted in utility cost savings of \$32,000 in just 12 weeks.”

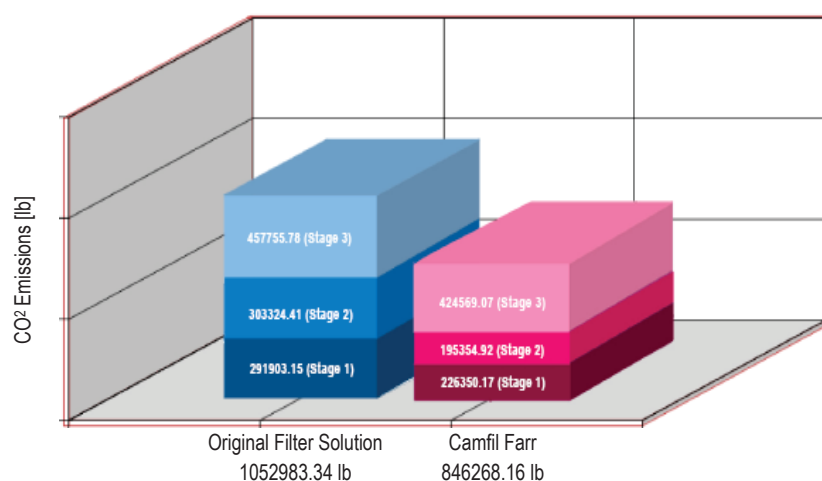
The Proof:

The Life Cycle Cost (LCC) analysis proved by upgrading to the Camfil Farr three-stage filter configuration the research facility's energy consumption reduced by 20%. The Camfil Farr upgrade also proved to provide substantial sustainability benefits. By converting the research facility to the 30/30, Durafil 4V and the Filtra 2000 filters, the customer reduced their carbon emissions by 20%. The proof was in the data that the facilities manager was able to provide on fan amperage and performance trends of the upgraded filters. Having what they needed, the utilities company reviewed the data that clearly identified the performance improvements and issued the 42% rebate check.

The impressive energy savings led to a well-deserved reward from the utilities company . . . a rebate check.



CO₂ Emissions



Energy Consumption

