

Air Filtration - 30/30® Panel Filter Lasts Longer

The Nation's Fastest Growing School District Minimizes Filter Usage without Risking Budget or Air Quality

Company Profile:

An independent school district in the northern suburbs of Houston, recognized as the fastest growing in the nation as well as the third-largest district in the state of Texas. With 70 campuses, 11,797 employees, and more than 92,000 students – the district continues to build schools and support facilities.

The Situation:

As the fastest growing school district in Texas, it was recognized that there were potential cost-saving opportunities in the district's level of filter usage. Camfil Farr recognized that the 30/30 "Performance Guarantee" program could demonstrate to the district the savings benefits at virtually zero risk. With the district's extraordinary growth, the need was identified to minimize the escalating, and most likely unnecessary expense related to their filter consumption.

The Action:

Camfil Farr conducted a side-by-side filter comparison through a test bank analysis. The district was guaranteed the 30/30 would last a minimum of twice as long as any competitive filter.

Starting in November of 2005, test banks were set up to prove the value of the 30/30 against charged pleated filters supplied by 3M, Airguard® and a regional manufacturer, B&B Technologies. With a portable magnehelic gauge, digital camera and a lot of patience, Camfil Farr spent the next eight months documenting the last longer guarantee while also demonstrating the energy savings benefit of the 30/30's ability to hold a lower pressure drop while lasting longer.



Filter Test: The 30/30 after only four months of operation.

The Result:

The analysis process exposed the apparent commonality among the majority of charged pleated filters – consistent performance inefficiencies shortly after filter installation and start-up.

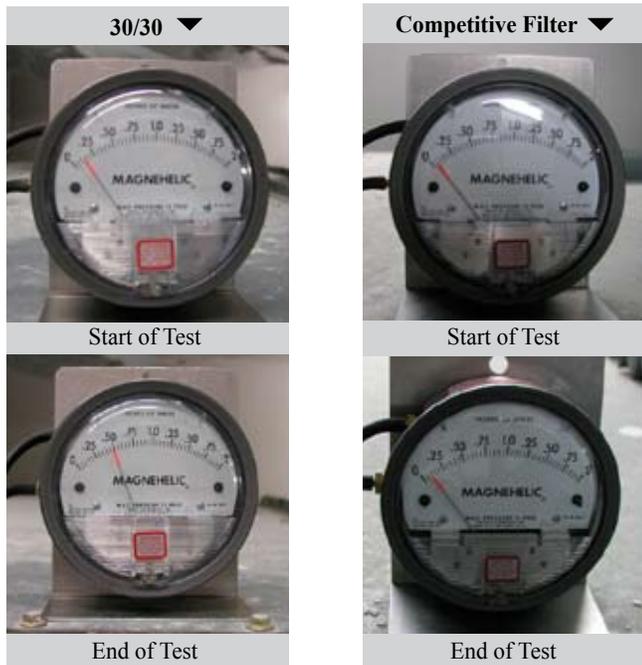
In June of 2006, the district put their filters out to bid accompanied with tightly-written specifications. In the end, Camfil Farr was awarded a three-year filter contract by the school district.



“The growing district needed a solution to keep filter usage and expense at a minimum as demand amplified...30/30 was it.”

The Proof:

As the test bank progressed, it was not surprising to see the pressure drop gain of the 30/30® compared to the charged media pleats which effectively held nearly the same pressure drop throughout the test period.

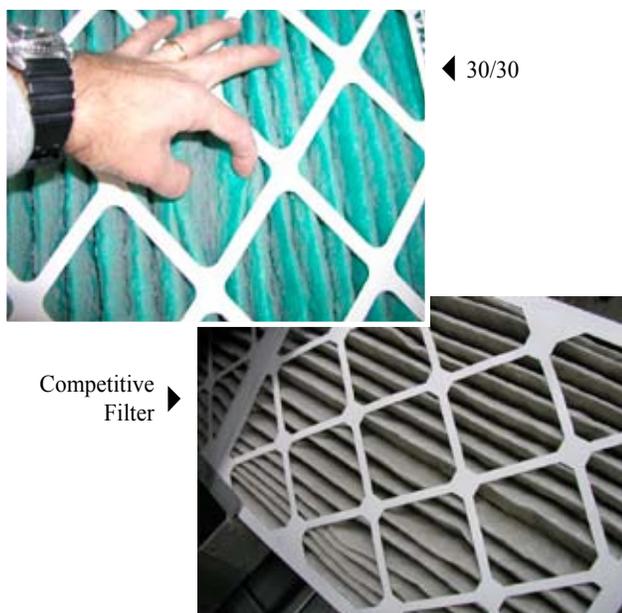


The pictures taken told a story that could not be denied. The 30/30 captured particulate (as demonstrated by the photos) while all competitive filters only turned grey in color. When the customer studied the loading characteristics, or lack thereof, it was obvious there were some significant differences in the performance of the pleated filters. The backside of the 30/30 was as green as the day it was installed, while the competitive filters were the same color grey on the backside as they were on the front – a classic example of particle breakthrough.

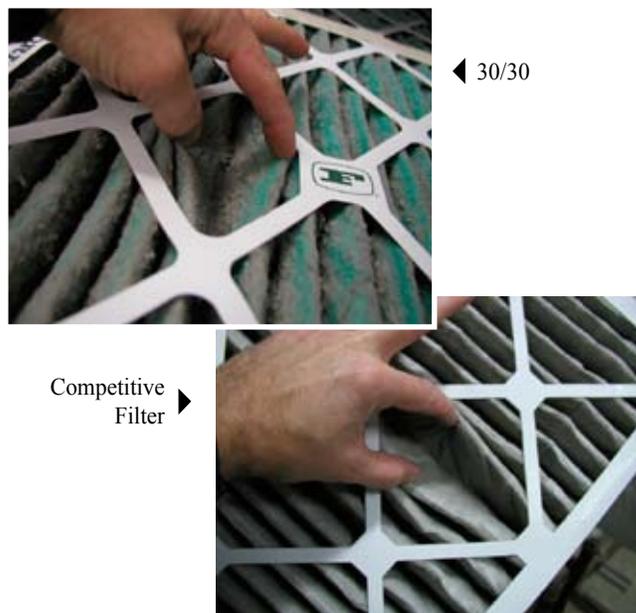
THREE MONTHS - BACKSIDE



ONE MONTH - FRONTSIDE



THREE MONTHS - FRONTSIDE



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