



## Air Filtration - 30/30® Panel Filter Lasts Longer

### Large University Acknowledges Notable Economic Impact by Changing to a Filter Lasting Three to Nine Times Longer

#### Company Profile:

Large university (first public university west of the Mississippi River) founded in 1839 with over 49,000 students and 12,000 employees.

#### The Situation:

In 2003, the facilities management department decided that panel filter change-outs in the air handling units throughout the campus were too frequent and that buying product solely on price may be having a negative overall economic impact. Thus, they decided to bring in competitive products to test.

#### The Action:

The local Camfil Farr exclusive distributor conducted a presentation on the 30/30® panel filter, the only filter “Guaranteed to Last Longer” than any competitive product. In addition, Camfil Farr requested to demonstrate the 30/30 performance in the university’s three most difficult air handling units (shortest filter life) in order to prove the real life superiority of the product.

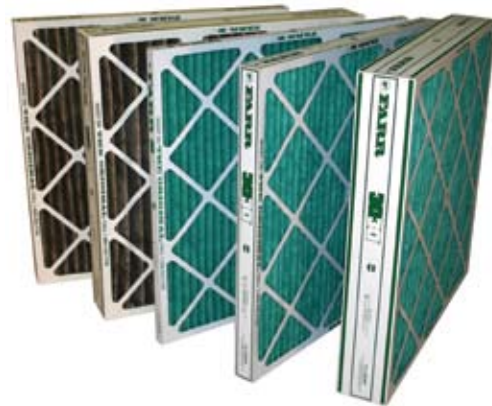
#### The Result:

The university published an internal paper in June 2005 reporting the following results:

- In 2001 and 2002, pleated prefilter life was between two to three weeks up to three months.
- While the 30/30 panel filter was twice the price of the low bid filter, the average life was six to nine months.



- Filter usage dropped from 9,850 units per year to 3,300 units with the 30/30, saving \$11,000 in material.
- Labor savings based on \$5.25 per unit for storage, handling, change out, and disposal is \$35,000 per year.



“By converting to 30/30’s, the university now benefits from a total savings (not including reduced energy costs) of \$46,000 annually.”

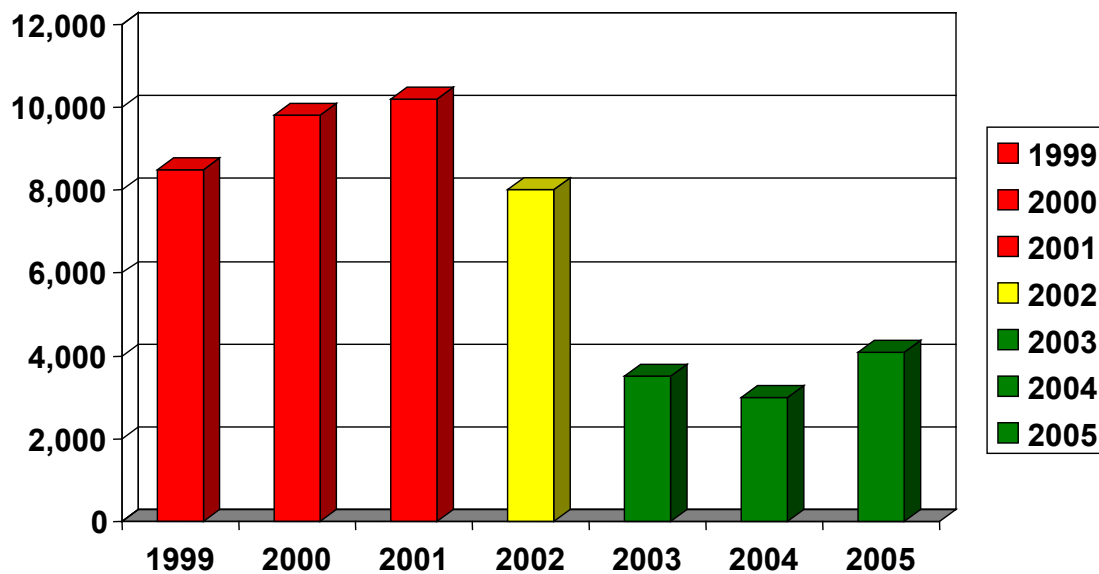
### The Proof:

Like many large universities, money is in short supply and filter selection is based on lowest unit price bid each year. When purchasing by this procedure, the university thought they were getting the best deal. The Camfil Farr distributor and the 30/30® performance proved that the initial investment delivered added savings over the life of the filter. The cheapest filter to purchase can be the most

expensive overall when considering the filter's total life and performance (Life Cycle Cost). The testing proved the 30/30 "Guaranteed to Last Longer" policy works. The university cut labor cost and the number of filters purchased by two-thirds, while reducing total cost of operations by \$46,000 per year.

Camfil Farr's 30/30 "Guaranteed to Last Longer" program ensured the university that the overall savings more than justified their initial investment in the filters.

## Number of Filters Used per Year



Switched to 30/30 in the fourth quarter of 2002. 100% of Camfil Farr 30/30 from 2003 and after.