



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

### Major Grocery Chain Holding Company Achieves Major Product Cost, Labor, and Energy Savings

#### Company Profile:

Major multi-billion dollar grocery chain holding company.

#### The Situation:

Escalating costs and increasing competition caused the grocery chain to take a close look at store maintenance. During a time of continuously rising energy costs, the grocery chains decided to investigate the total operating cost of their HVAC system.

With over 700 stores, their facilities management was spending \$400,000 annually on labor and air filters. A growing concern for the grocers was that energy consumption made up 70% of their total air handling costs.

#### The Action:

Faced with escalating expenses, the corporate holding company understood the business need to provide effective filtration, but realized they needed to do it at a reduced cost. Their stores required a clean air solution that would reduce energy consumption, reduce air filter life cycle costs, and reduce maintenance costs.

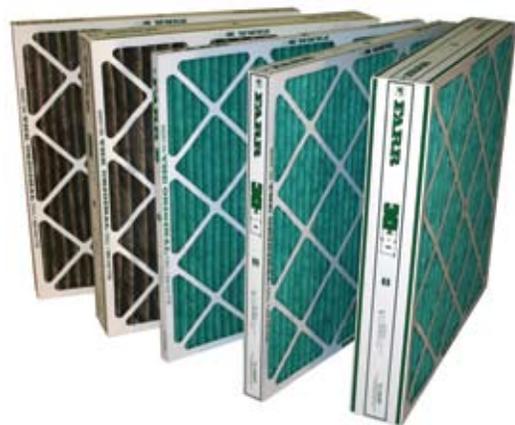
Filter tests were conducted by the manufacturer as specified in ASHRAE Standard 52.2-1999. Three different filters were tested: A competitive hi-capacity pleated filter, their current standard capacity pleated filter, and the Camfil 30/30.

#### The Result:

The test results reflected that the grocer could reduce filter changes from four cycles per year to two cycles per year. From the testing, the grocer found they could save over 10% of their AHU energy



costs by changing to the Camfil 30/30 filter. By converting, the stores would save \$30 per filter annually and reduce change-outs by 50%. The conversion would also mean significant reductions in filter costs, labor costs, waste, and disposal costs.



“Grocer discovered they could reduce filter change-outs by 50% and save \$30 per filter on an annual basis.”

### The Proof:

Tests found the Camfil 30/30® filter moved more air for almost the same amount of energy. This is a result of construction design. The 30/30 design provides more filter media surface area, a unique media fold design to equally balance filter loading, and a sturdier frame structure and media support.

The 30/30 tested as the most rigid. Proven through the testing, the Camfil 30/30 had the most rigidity and was able to withstand the highest moisture (rainy, high humidity) conditions. Neither of the opposing filters met the specified design static pressure without collapsing, thus not indicating a time to change the filter based on pressure.

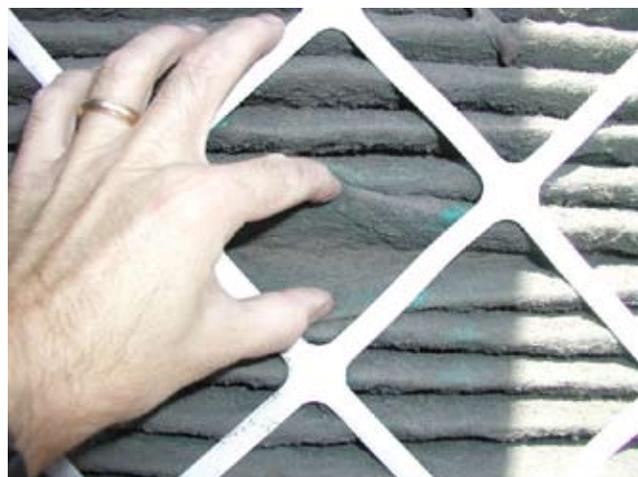
The opposing panel filter manufacturer claimed that their filter met its rated efficiency in the laboratory testing; however, visual inspection by the customer confirmed that it captured significantly less contaminants.



*30/30 front & back after six months*

The 30/30 maintained lowest resistance to airflow. The Camfil 30/30 filter met the rated efficiency and maintained structural integrity throughout the six months of service life. The resistance to airflow was just over the suggested final resistance of .80"wg. Neither of the two opposing filters held up under testing, indicating the life cycle would be shorter than three months.

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*Front of 30/30 after six months*



*Back of 30/30 after six months*



*30/30 maintains structural integrity after six months*