



Air Filtration - 30/30® Panel Filter Lasts Longer

Proof of Longer Life, Cost Savings, and Better Air Quality Leads Medical Center to Install 30/30 Filters Across the Campus

Company Profile:

University Medical Center with a teaching and research hospital, 832 beds, 8,000 employees, and over 43,000 patients admitted annually.

The Situation:

The design of the inlet air ductwork and configuration of the air handling unit component spacing were causing very short filter life due to higher than normal air velocity and turbulent airflow patterns. In addition, high humidity common to the facility's geographic location was exacerbating the strain on air filter life. The poor design conditions led to quick filter loading and frame bowing and breakage. This caused the need to change filters on average of every two months. Redesigning and replacing the air handling units would cost the center hundreds of thousands of dollars which was not an option.

The Action:

Camfil proposed a 30/30 panel filter trial ensuring the customer the "30/30 Lasts Longer Guarantee" program would provide results. Camfil 30/30's were installed in one air handling unit (6 wide x 7 high) containing 42 filters and a second identical unit was outfitted with Flanders Precisionaire® high-capacity panel filters. Flanders had been the center's previous supplier strictly due to lower filter pricing.

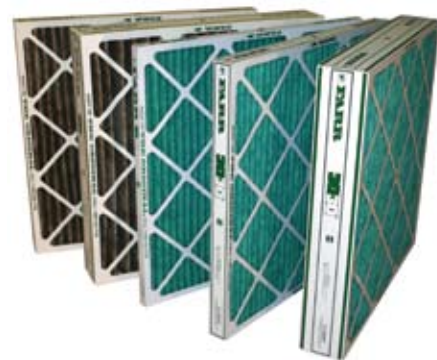
The Result:

The 30/30 filter lasted eight months in this severe environment extending filter life by 400% over the two month life of the competitive high-capacity product. Even at a much higher filter purchase cost per unit, the 30/30 extended service life greatly reduced the number of filters required per year. The 30/30 resulted in one and a half filter changes



per year in each air handling unit versus six changes per year with the lower cost pleated panel filter. The medical center estimated the savings in filter change-outs alone to be \$1,000 per air handling unit per year.

Since the initial test, the university has now settled on buying 30/30 panel filters for the entire medical complex including multiple buildings. The medical center staff is convinced that paying more up-front for a better product results in savings many times over that of all other lower cost alternatives.



"By converting to 30/30's, the medical center estimates the annual savings in filter change-outs alone to be \$1,000 per air handling unit."

The Proof:

The tests proved that the Camfil 30/30® filters maintained their efficiency while in service. Because of the radial pleat design the tested filters lasted longer reducing the number of filter changes required, and had a lower average pressure drop lowering the fan power needed to move air through the filter.



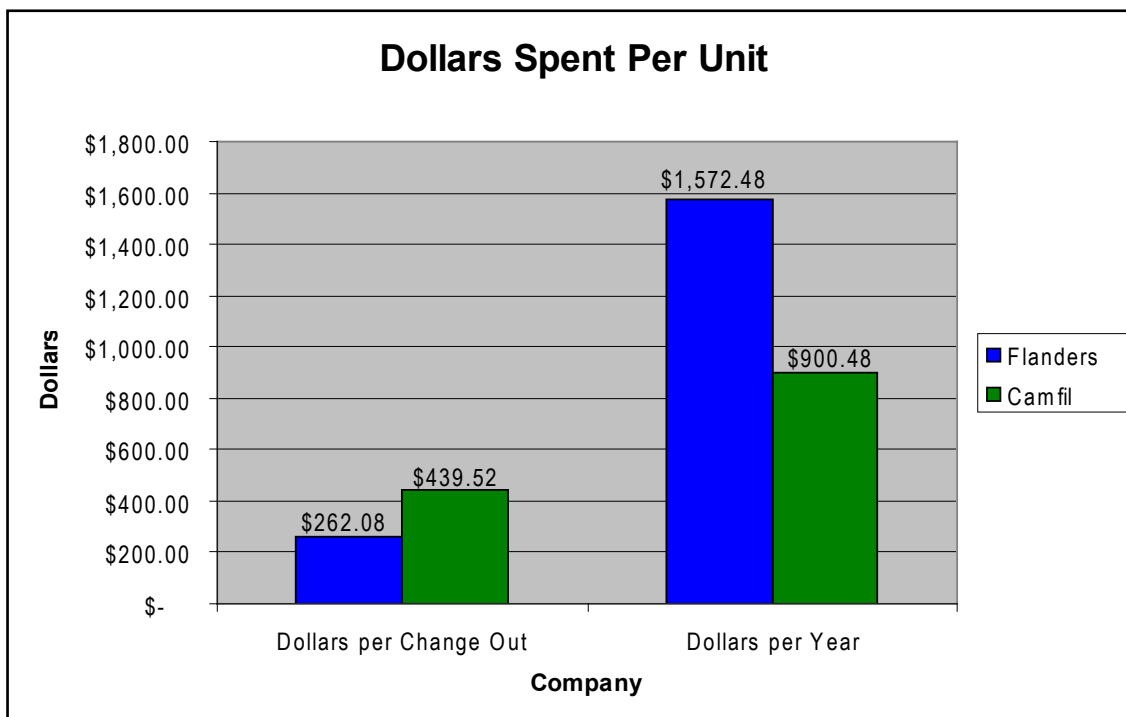
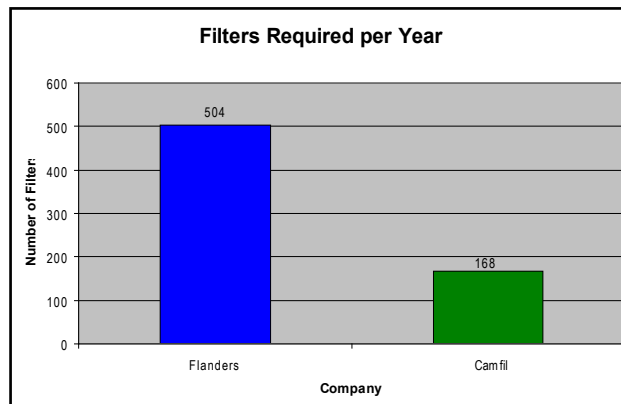
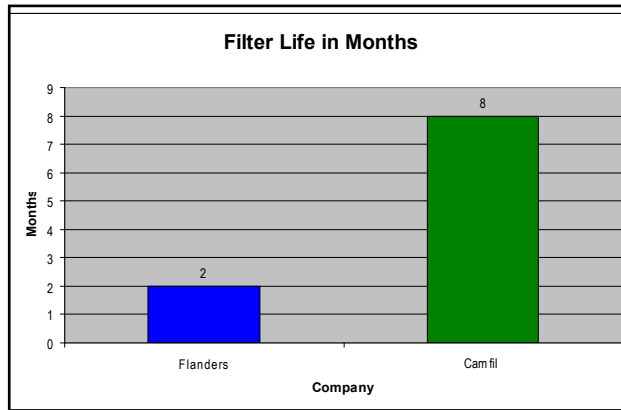
Radial Pleat



Lofted Media

The proven performance of the 30/30 is also a result of its media that is lofted to a uniform depth to enhance the depth-loading characteristic and ensure longer life of any pleated filter available.

Constructed with high wet-strength beverage frame and welded wire media backing, the 30/30's structural integrity virtually eliminated additional costs associated with filter bypass and filter failure.



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