



Air Filtration - 30/30® Panel Filter Lasts Longer

Longer life, less frequent changes and higher efficiency make Camfil Farr filters the right fit for luxury resort.

Company Profile:

Resort hotel, spa and golf center which opened in the Southeast in 2006. Hospitality complex sits on 230 acres and has 1,650 rooms in a 14-story hotel. Designed using the theme of Spanish revival architecture, the resort features one of the “top 40 best new golf courses” in the U.S. according to *Golf Magazine*.

The Situation:

The air handling units provided when the facility was constructed were designed with only a 1" track for air filtration. The filters provided were 13" x 19" x 1", low-efficiency, polyester panel pre-filters that were requiring replacement once per month. Thus the facility was using 19,800 filters per year. While the filter per unit cost was less than \$1, the labor, energy and disposal costs were high.

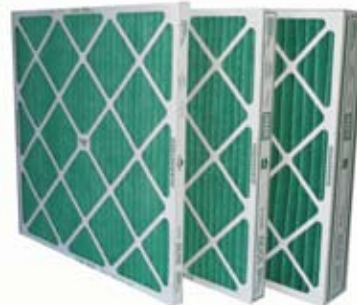
The Action:

Total Cost of Ownership (TCO) takes into account not just the product's initial cost but the labor cost associated with filter life and frequency of change, disposal, handling and storage, and energy cost. It was determined that a medium efficiency 1" Camfil Farr 30/30 pleated filter, while three times the unit cost of the low efficiency polyester panel, would last three times longer requiring only four filter changes per year per guest room versus 12 changes per year.



The Result:

In addition to longer filter life, the resort would also benefit from higher efficiency filter performance and therefore better air quality for the guests, lower labor cost for filter maintenance, fewer filters to handle and store, fewer transactions for purchasing filters, less disposal cost, and lower energy cost due to the pressure drop profile of the 30/30 versus all competitors' products.

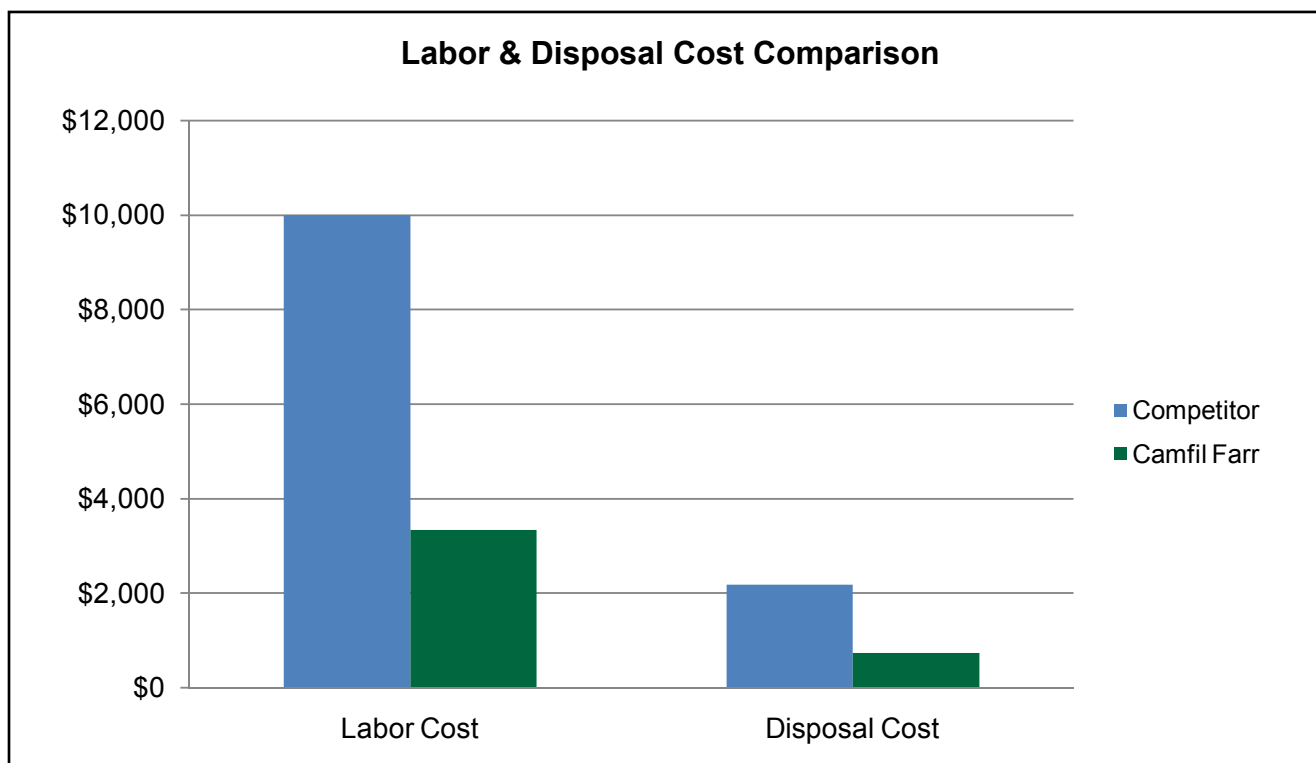


“In addition to significant savings, Camfil Farr’s 30/30 filters provide better air quality for resort guests.”

The Proof:

The resort’s annual filter usage went from 19,800 units to 6,600 units with Camfil Farr 30/30®. Their labor costs to change filters were reduced from \$9,900 to \$3,300 annually, a \$6,600 savings.

At a cost of \$550 dollars per disposal dumpster, it was proven that the polyester panel filters would require 3.96 dumpsters per year while the 30/30’s would require only 1.32 dumpsters per year due to longer life. Thus, the savings in annual disposal costs is \$1,452 (\$2,178 versus \$726).



The resort's filter efficiency doubled and their annual filter usage reduced by two-thirds. The savings in labor to change filters and savings in lower filter disposal costs resulted in significant reduction of Total Cost of Ownership.