

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

### High-Profile Hotel Reduces Energy Costs per Room by Changing to Prefilters that Lasts Fives Times Longer

#### Company Profile:

Hospitality company with 445 hotel properties nationwide, including luxury brand names and exclusive resorts. Partnered with one of the leading hotel and leisure companies in the world with approximately 850 properties in more than 95 countries and 145,000 employees at its owned and managed properties.

#### The Situation:

A high-profile hotel located at one of the three largest airports in the U.S. was experiencing very frequent air filter change requirements in their unit heating/cooling ventilators in each of their 700 rooms.

#### The Action:

Camfil Farr proposed testing a 30/30 panel filter against the current Grainger brand product which had been in use in all of the room air processing units. The study was conducted examining both contaminant loading on the filters and length of filter life determined by pressure drop readings taken every week at multiple unit locations of both filter brands. All guest rooms were using special size pleated prefilters (20"x13"x1") in the individual room comfort units. Tests were conducted using Camfil Farr 30/30 and Grainger prefilters in multiple rooms so results could be averaged.

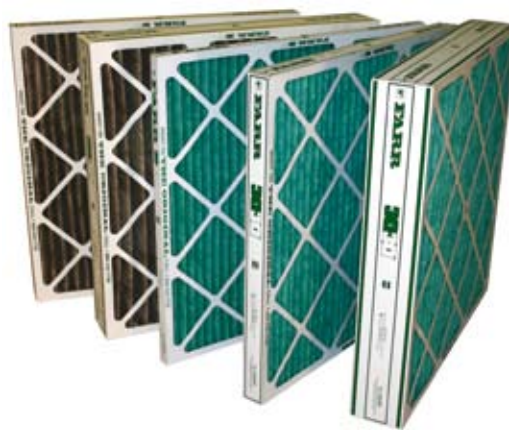
#### The Result:

The 30/30 on average lasted five months versus one month for the Grainger product, or five times the life span in actual use conditions. The entire facility was converted to Camfil Farr 30/30 filters.



After monitoring energy for a few months, the hotel earned their corporate "Energy Honor Roll" award due to installation of the 30/30's, which reduced the energy cost per room by 17% annually.

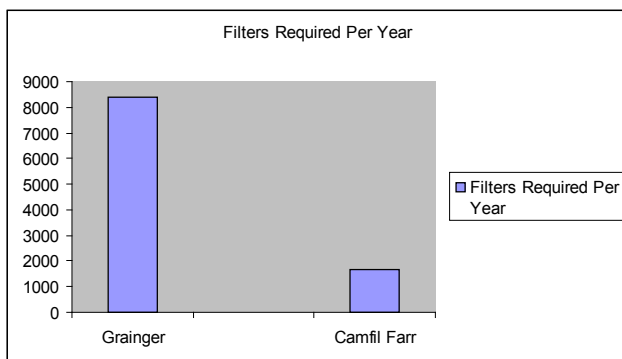
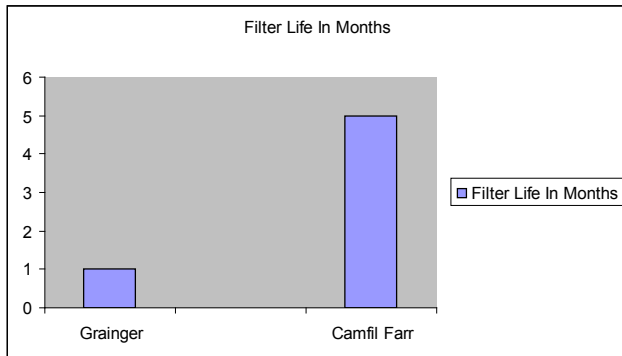
By changing to the 30/30, the hotel reduced the number of air filters used per year from 8,400 units to 1,680 units annually.



**"Camfil Farr's 30/30 'Lasts Longer Program' proves the 30/30 prefilter lasts three times longer than the lower cost filters."**

### The Proof:

Camfil Farr 30/30® provided Total Cost of Ownership (TCO) savings by reducing labor cost in filter replacement due to longer filter life; reducing waste management of filter handling and disposal; and, reducing energy costs due to filter construction and configuration resulting in much lower airflow resistance during operation.



### 30/30 Guaranteed to Last Longer

The Camfil Farr 30/30 “Guaranteed to Last Longer” program provided benefits to the hospitality property and to their customers in several ways:

- Lower energy costs not only boost the profitability of the property for the owners, but helps control costs to continually offer competitive room rates as this facility is at an airport location where the user has multiple hotels in close proximity to choose from. Lower energy costs also provide additional income for other maintenance and amenity improvement opportunities.

- With the 30/30, not only was filter life extended and energy cost reduced, but the superior dust holding capacity of the Camfil Farr product also means much better air quality in the guest rooms throughout the hotel. Improved air quality means a healthier environment in which to work and rest, and ensures that individuals with allergies are exposed to much lower levels of pollens and allergens.



- Waste management costs, often overlooked when considering total cost of ownership in selecting air filters, are an ever escalating expense for all businesses, especially in major metropolitan areas. Pick up, transportation, and disposal costs outpace the national average. With an already overtaxed landfill capacity, waste management is an integral part of the “Green Approach” for companies to minimize their waste and negative impact on the environment.

