

Air Filtration - 30/30® Panel Filter Lasts Longer

Less Frequent Air Filter Changes Saves Gaming Casino Significant Money and Time

Company Profile:

Gaming Casino located in the southwest portion of the U.S. with over 1200 employees and 125,000 square feet of premier gaming space.

The Situation:

When a small town casino decided to expand by 125,000 square feet, they also decided to test the Camfil Farr 30/30® “Lasts Longer Program.” They had been using a standard capacity Camfil Farr Aeropleat® III panel filter in spite of being told of the huge advantages of the higher priced Camfil Farr 30/30 product. Prior to opening their new addition, casino representatives decided to test two low cost pleated panel filters (Camfil Farr Aeropleat® III and Flanders Precisionaire PrePleat 40) against a Camfil Farr 30/30 premium panel filter based on “total cost of ownership” advice from the Camfil Farr distributor. The Camfil Farr 30/30 is the only panel filter in the industry GUARANTEED to last longer in service than any other pleated panel filter.

The Action:

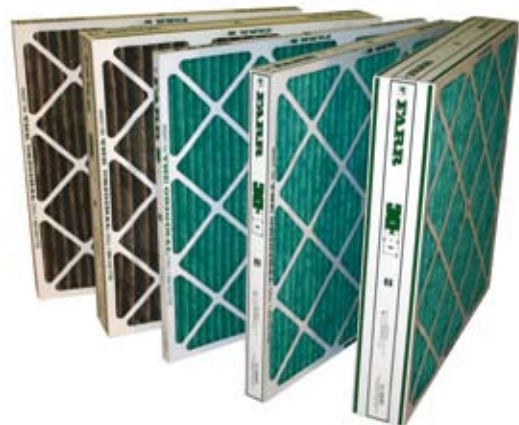
Total Cost of Ownership (TCO) takes into account the initial cost of the product, plus the costs associated with filter life, change frequency, disposal, handling, and storage. It also includes energy cost, the highest component of air filter selection and use. It was determined the three panel filters to be tested would include multiple units in similar air handling systems, and that filter change would be set based on a final pressure drop level.

The Result:

While the lower priced Camfil Farr Aeropleat III and Flanders PrePleat 40 filters only lasted 14-18 days in service, the Camfil Farr 30/30 operated for 45 days before requiring change, or three times



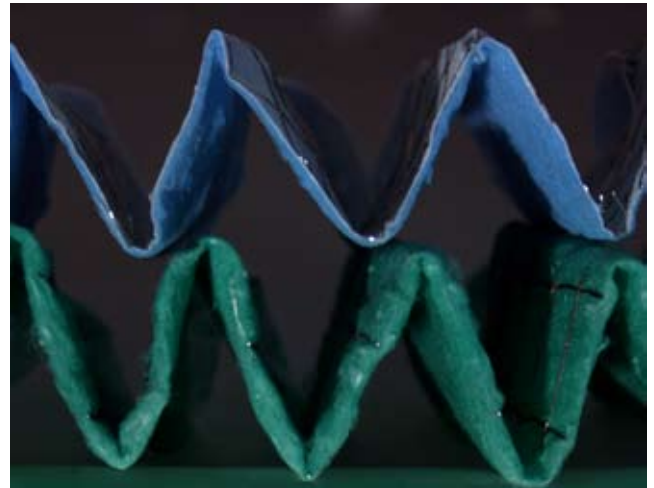
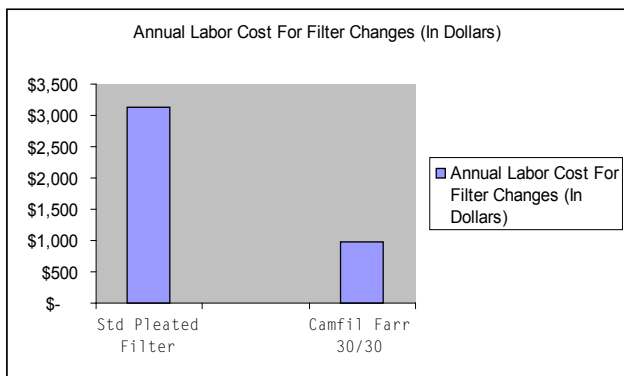
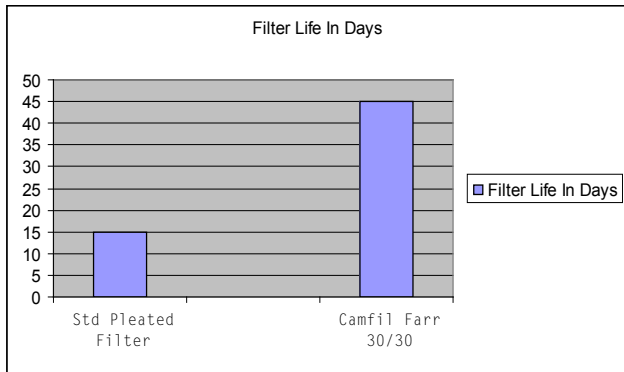
longer life. Thus, for example, an air handling unit using 24 filters would require 624 lower cost filters per year while only using 194 Camfil Farr 30/30 units. In addition, the lower cost filters would require changeout 26 times per year versus eight times for the 30/30. Thus labor hours to change the lower cost product would be 325% greater than with the 30/30, as would disposal and handling.



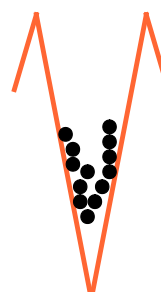
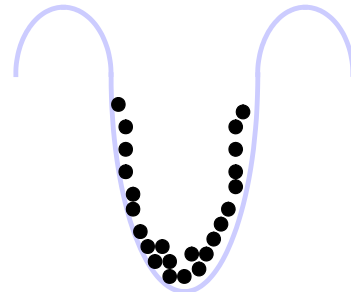
“Camfil Farr 30/30 ‘Lasts Longer Program’ proves the 30/30 prefilter lasts three times longer than the lower cost filters.”

The Proof:

The high dust loading situation caused by the southwest location of this casino proved devastating to low cost panel filters that don't have the design and component advantages of the Camfil Farr 30/30® (proprietary high loft media; radial pleat shape; welded wire support vs. expanded metal; and special heavy duty framing system).



Camfil Farr 30/30 pleated media (green) vs. competitor's pleated media (blue). 30/30 media has over twice the density.

| <u>Their Pleat</u> | <u>Camfil Farr Pleat</u> |
|--|---|
| Chandler or 'V' type pleat will blind causing rapid increase in pressure drop. | Uniform radial style pleat loads evenly resulting, in lower average pressure drop and long loading curve. |
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