



Company Profile:

Cedar Crest is a northern New Jersey continuing care retirement community in Pompton Plains, a neighborhood of Morris County. This 130-acre campus includes three clubhouses with amenities like the fitness center, medical center, and heated pool with a choice of one and two bedroom apartment homes. Cedar Crest is one of the three Erickson Living Properties in New Jersey.

The Situation:

Cedar Crest was purchasing filters that needed to be changed quarterly sometimes monthly costing money in excessive filter changes, energy, labor and waste. Customer was buying a commodity filter that did not maintain the Merv A value and dropped in efficiency. The filters did not fit properly in the AHU's causing major bypass and dirty coils.

The Action:

After several meetings and educating the customer on TCO, the customer was willing to take the steps in achieving the maximum savings. General Aire Systems will supply the 30/30 Merv 8 filter that will be changed every six months on their main AHU and the AP111 on the units that require a 1" filter. The salesperson came and measured each air handler unit to provide the correct filter size therefore eliminating the bypass and keeping the coils cleaned. The customer did not have the storage to keep the filters onsite and a program was created to ship the filters as required freeing up valuable storage.

The Result:

General Aire Systems completed the site survey and provided the 30/30 Merv 8 filter. The salesperson came at three months and checked the filters to determine the optimal change out. The filters were doing fantastic and it was determined to change the filters at 6 months saving the facility money in less filter changes, labor and waste. There are a total of 11 locations in the US.

The Proof:

General Aire Systems will provide lunch and learns to continue to educate and be a partner with Erickson Living facilities. The customer has been extremely satisfied and is working on using General Aire Systems as a national supplier. We will continue to support the needs of the customer and look forward to assisting in the other locations.