



Company Profile:

Princeton University is a private Ivy League research university in Princeton, New Jersey. Today, more than 1,100 faculty members instruct approximately 5,200 undergraduate students and 2,600 graduate students

The Situation:

In 2015, the facilities management department decided to hire a third party energy Consultant Company to assist in obtaining energy savings throughout the university. In doing this they understood that filters played a big part in the energy savings. They found that changing filters throughout the campus were too frequent and that buying solely on price may be having a negative overall economic impact. The third party consultants were eager to test the current filters with Camfil's energy saving products.

The Action:

General Aire Systems, an exclusive distributor for Camfil, conducted a presentation on the Hi Flo ES pocket filter, the only pocket filter with a pre filter media guaranteed to last longer and maintain their efficiency than any other competitive product. General Aire demonstrated this at the Lewis Thomas building to prove the real life superiority of the product.

The Result:

The University was changing the current pre filter every three months and the final filter yearly. In using the Hi Flo ES the pre filter was eliminated and the final filter has maintained its efficiency and has lasted over a year saving on energy, labor and waste.

The Proof:

Like many large universities, money is in short supply and filter selection is based on lowest unit price bid each year. When purchasing by this procedure, the university thought they were getting the best deal. General Aire Systems and the Hi Flo ES performance proved that the initial investment delivered added savings over the life of the filter. The cheapest filter to purchase can be the most expensive overall when considering the filter's total life and performance (Life Cycle Cost). The testing proved the Hi Flo ES "Guaranteed to Last Longer" policy works. The university will be making a decision shortly to spread this message across the campus.