

Process Improvement for Saint Clare’s Denville


TARGET: REDUCE ENERGY COSTS, IMPROVE LABOR PRODUCTIVITY, AND IMPROVE INDOOR AIR QUALITY

- Reduce energy consumption for cost savings in line with local and hospital initiatives
- Improve labor allocation and use by identifying an air filter solution that provides longer service life, requiring less labor for filter changes and inventory management
- Improve indoor air quality (IAQ) to ensure guideline compliance and reduce the risk for spread of airborne infectious diseases.

A presentation by General Aire Systems was presented to your facilities department to become familiar with air filtration requirements in a healthcare setting and understand that by using 5-Star energy savings products you can reduce costs and maintain rated efficiency.

General Aire Systems performed a site survey, completed a Life Cycle Cost (LCC) analysis against your current supplier. We noted HVAC conditions and made recommendations for system and application improvement. The site survey was completed for 36 air handling units (total of 403 filter openings) with **multiple** stages of filtration. During the survey General Aire Systems immediately identified secondary filters (MV8) being used that could be eliminated resulting in instant cost savings. The objective is to compare the air filters currently used in the hospital to the optimum Camfil pre and final filter combinations.

FINANCIAL: Project analysis was prepared for a two-year period using Life Cycle Costing simulation. Based on these calculations we can save Saint Clare’s Denville **\$32,712.50** annually. See details below.

TCO Elements	Koch Multi Pleat MultiCell MV 14	Camfil 30/30 Durafil 4V MV 14	Camfil 30/30 Hi Flo ES MV 14	
Energy Cost	\$197,029	\$138,455	\$175,264	
Filter Cost	\$55,614	\$65,689	\$39,208	
Labor Cost	\$24,180	\$12,090	\$12,090	
Waste Cost	\$9,672	\$4,836	\$4,836	
Mean Life Efficiency	25.9%	77.1%	75.4%	
Energy Cost Index (ECI)	9.44 USD/%	2.23 USD/%	2.88 USD/%	
CO ² Impact	2369721.72 lb	1665231.32 lb	2107951.99 lb	
Landfill Impact	219.39 yd ³	113.41 yd ³	68.64 yd ³	
Time of LCC Calc.	2 years	2 years	2 years	
Total Cost of Ownership	\$286,495.00	\$221,070.00	\$231,398.00	Savings \$64,425.00
Performance Satisfaction Guarantee				

ACTION: General Aire System’s salesperson will continue to work with Saint Clare’s Denville facility and procurement team to provide a seamless integration of Camfil into the Facility.