

Company Profile

The Siegfried Group is a global life sciences company with facilities located in Switzerland, the USA, Malta, China, Germany and France. Siegfried is headquartered in Zofigen, Switzerland. In 2015, the company achieved net sales of approx. 481 million Swiss francs and currently employs approximately 2300 people. The Siegfried USA plant is state-of-the-art facility located in Pennsville, NJ. At this plant they manufacture the compounds that go on to become consumer medicines. They make active ingredients that go onto pills, no tabulation. They currently employ 184 people at this plant.

The Situation

Siegfried was buying HEPA filters from General Aire's inside sales. With knowledge of their need for pleated filters and a suggestion from General Aire Co-owner Paul Horrox, a salesman approached the Siegfried purchasing agent Debbie. They were buying their pleated filters from Waco. The Waco sales person had not been doing a great job of follow up with the customer. The customer was very open to the offer from General Aire being they were already purchasing HEPAs and the lack of follow up from the current supplier. Siegfried was using a Merv 8 Purolator 80d pre filter, changing them once a month and a Merv 14 Superflow V final filter changing them once every three months. Siegfried also rented a crane at least four times a year at \$1,500 per day in order to get their filters onto the roof. General Aire offered a guarantee of at least double the life of the filters using Camfil products. General Aire also offered to return with the Cam Tester to prove the performance of the Camfil products and establish a proper change out timeframe as many of their units do not have magnahelic gauges. A combination of a double life guarantee, money savings, and a promise of follow up all contributed to closing the deal.

The Action

General Aire had three total meetings with Siegfried in order to close the deal. The first was with purchasing agent Debbie who was on board immediately. Debbie then requested General Aire come talk to the maintenance crew who will actually be changing the filters, they were also on board immediately after a sample filter demonstration. The final meeting was with Tim, the lead plant engineer. After a lengthy technical discussion, Tim saw the value in the offer General Aire made. Tim requested Life Cycle Cost (LCC) analysis to present to the Siegfried board for approval which he received. General Aire's proposed solution was to use a Camfil 30/30 for a pre-filter and a Camfil Durafil for a final filter.

The Result

General Aire completed and submitted an LCC showing a total savings of \$65,870 per year if Siegfried decided to accept General Aire's proposed solutions. This total was calculated from a combination of savings on filter cost, energy, labor, waste, and crane rental costs. Siegfried made the easy decision of accepting General Aire's proposal and the Camfil solutions are currently in use.

The Proof

General Aire will be revisiting Siegfried with the Cam Tester in January to advise Siegfried of current performance, recommend the most efficient change out intervals, and further prove their product claims.



An Employee Owned Company
General Aire SYSTEMS[®]
We clean the air you breathe™

P.O. Box 110 • Darby, PA 19023
610.532.3070 • Fax: 610.532.3077
www.genairesys.com

Specializing in: HEPA filters & housings • Carbon filtration systems • Ultraviolet Emitter systems • Cleanroom ceiling systems
• ASHRAE rated filters & housings • Containment filtration & dust collector systems • Custom Air Handlers • Cleanroom Wall
Panel Systems • HVAC Systems Cleaning • Potassium Permanganate filtration systems • Service Contracts