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Company Profile:

Delaware Biotech Institute is a part of the University of Delaware. It is a 72,000 sqft research facility in Newark, De.

The Situation:

The Delaware Biotech Institute was purchasing old style air filters through a local manufacturer. The low-cost air filters were ultimately costing the site in excessive air filter changes, energy cost, labor and waste. Pre-filters were being changed quarterly and final filters were being changed once a year. The filters being used were the TriDim 3ply panel and the TriCell MERV14

The Action:

After several meetings to educate the customer on total cost of ownership, General Aire Systems was able to demonstrate a possible solution that would lower the cost associated with changing air filters, reduce the amount of energy used to move air through their air filters all while maintaining or increasing the indoor air quality of the facility. General Aire Systems completed a life cycle analysis to show what the savings could be and encouraged the facility manager to conduct on site testing.

A side by side comparison was set up to show that the solution General Aire Systems provided would last longer while lowering the amount of energy consumed in the air handlers. A Certified Energy Manager was brought in to log data to ensure readings were accurate.

The Result:

Testing took place over a 9 month period. In that 9 month period the facility manager had to change the current pre filters 3 times to the 1 time in the proposed air handler. The data collected from the air handler showed the current air filter set up was costing the facility an additional \$4,500.00 compared to the Camfil solution proposed.