Why the Total Cost of Ownership Matters

Labor + Filter Cost + Energy Consumption + Disposal Cost = Total Cost of Ownership (TCO)

The Total Cost of Ownership (TCO) takes into account the purchase price of a product or filtration solution plus the associated costs of installation and operation. Accounting for TCO helps the customer understand the complete cost and ultimately, the value of a product over time.

Understanding the purchase price is only part of the equation and is crucial to understanding your operational costs. Competitive companies use TCO analyses as a way to make comprehensive purchasing decisions. Filtration solution experts can provide a TCO analysis to include direct and indirect expenses.

KEY TAKEAWAYS

- ☐ A TCO analysis will yield data to help you estimate costs over the product's lifespan.
- ☐ Use TCO as a means of projecting operational costs.
- ☐ The product or solution with the lowest TCO will deliver the better value and higher profits over time.
- ☐ Are your HVAC system and production machines optimized for TCO?
- ☐ When was the last time you had a complete Air Filter Audit?

Innovative Products that Deliver Value

FP 4V-Bank Minipleat

The FP 4V-Bank Minipleat's efficient media and industry-first design results in high Dust Holding Capacity which consumes less energy, has a low pressure drop, and is the best TCO choice.

Enduropleat

The EnduroPleat is constructed with stronger components for longer service life in all applications. When compared to a standard pleat, the Enduropleat saves time and money.

Geopleat

A compact efficiency filter with a large amount of media, the Geopleat guarantees a long lifespan and requires less space, while filtering at a high MERV.

FG™ Indoor Air Quality

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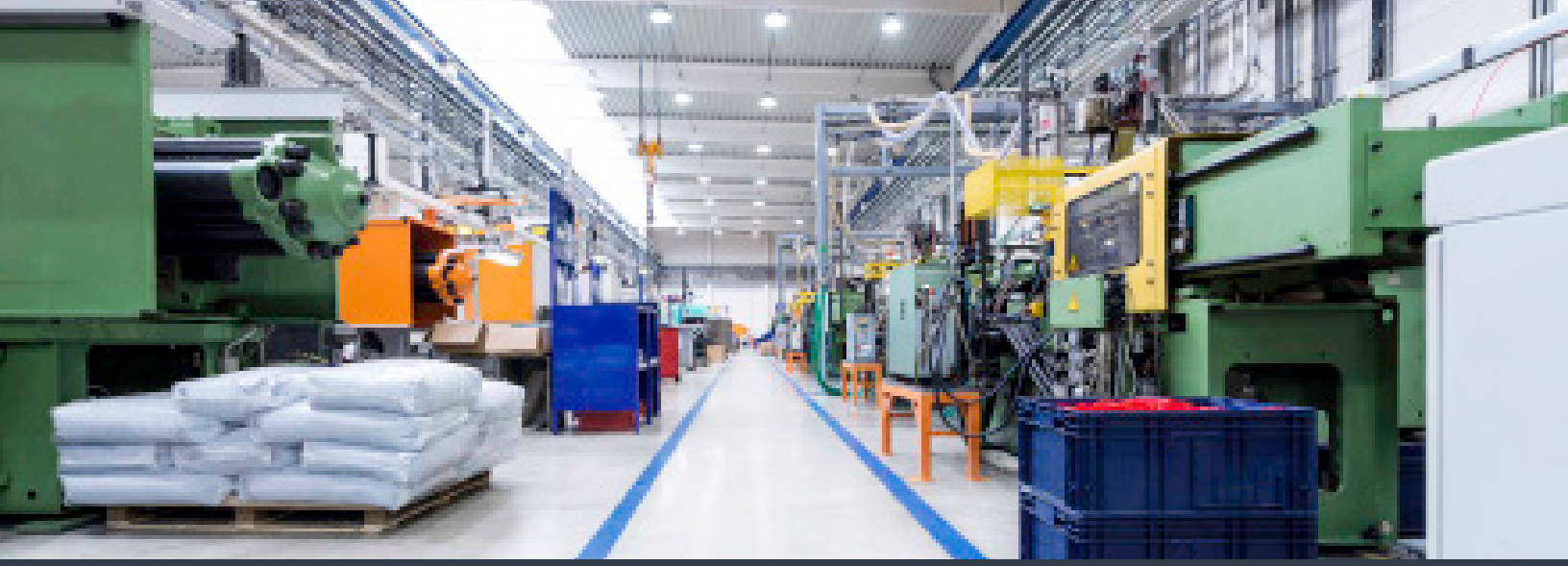
SAFER | HEALTHIER | MORE PRODUCTIVE

INNOVATIVE FILTRATION SOLUTIONS FOR INDUSTRIAL APPLICATIONS

FG™
Indoor Air Quality



How Quality Industrial Filtration Assures Clean Air

Clean air is essential to a safe, healthy and productive environment. Employee safety, product yield, mechanical performance, and energy consumption are all factors impacted by air filtration. Airborne containments can cause a wide range of problems for employees, the equipment they operate, and the facilities that house them.

When installing HVAC filtration solutions and determining ventilation strategies, the types of materials a facility uses and the products they manufacture are important considerations. Elevated levels of danger and hazardous conditions can result from improper management of indoor air quality challenges. Reliable filtration experts can asses and help determine the most effective solution for any operation.

Metal Working

Primary Activity	Contaminate Bi-Products
Buffing Gringing Polishing Sanding Welding	Carbon Monoxide Cadmium Fumes Hydrogen Chloride Gases Iron Oxide Manganese Fumes Metal Particulates Phosgene Smoke

Unfiltered Hazards

Human	Operational
• Hearing loss • Kidney damage and nervous system damage. • Metal fume fever • Stomach ulcers • Prolonged exposure to manganese fume can cause Parkinson's–like symptoms.	• Explosive • Flammable Metals In Working Areas • Lost Product Yield • Unregulated Compliance Costs • Workman's Compensation

Gas & Chemical

Primary Activity	Contaminate Bi-Products
Chemical Drilling Fracking Gas extraction Manufacturing Refining X	Aldehydes Carbon Monoxide Crystalline Silica Diesel Particulate Hydrogen Sulfide Mercury Metals Odor Organic Acids Oxide Of Nitrogen Oxides Of Sulfur Ozone Radioactive Materials Solvents

Unfiltered Hazards

Human	Operational
• Cancer • Hearing loss • Lung damage • Nervous system damage	• Corrosive Fume • Damage To Equipment • Explosive • Flammable • Lost Product Yield • Workman's Compensation • Unregulated Compliance Costs

Transportation

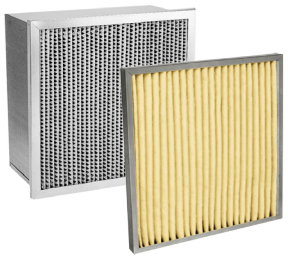
Primary Activity	Contaminate Bi-Products
Aircraft Automobile Buffing Engine & Part Production Marine Polishing Painting Welding	Cadmium Carbon Monoxide Chromium Fumes Iron Oxide Lead Oil Mist Nickel Particulates Phosgene Smoke Manganese

Unfiltered Hazards

Human	Operational
• Cancer • Hearing loss • Metal fume fever • Kidney damage and nervous system damage. • Prolonged exposure to manganese fume can cause tremors and neurological damage • Stomach ulcers	• Flammable metals in working areas • Lost product yield • Slip and fall risk oil mist explosive • Unregulated compliance costs • Workman's Compensation

Filters for Metal Working, Gas & Chemical, and Transportation Applications

For more than 75 years, we have successfully produced filtration solutions to fill for a wide range of industrial applications. When considering multiple filters, evaluating on TCO is the best way to decide on the right product for an application. In addition to initial pressure drop, it is important to evaluate the Dust Holding Capacity (DHC) of each product to fully understand TCO. Optimizing your system will enhance your overall operations and help maintain a safe and productive facility.



Painting & Finishing

Course Filtration & High Loft Media

- MERV 4-9
- Industry standard and custom sizes
- Non-migrating tackifier increases DHC

Drying & Sterilization

High Temperature Pleats & Cartridge Filters

- MERV 12-13 Pleats up 500°F
- MERV 11-14 Cartridge Cells up to 900°F

Molecular & Chemical

Gas Phase Filters

- HEGA Pleated Filters - 2", 4" and 12"
- 4 Grades to filter Volatile Organic Compounds (VOC), Acid Gas, Diesel Exhaust, Ammonia and Ammines

What the Experts Say

Preventative maintenance is the key to an optimized system. You must schedule routine filter change-outs and be prepared with a stocked inventory to prevent costly production downtimes and keep energy consumption low.

CONTACT US FOR A **FREE** ON-SITE AUDIT
BY ONE OF OUR VALUED DISTRIBUTION PARTNERS.