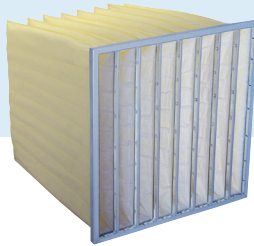


AmericanAirFilter® case study Food Processing

AAF® DriPak® 2000 Filters Extend Life - Lower Costs at Food Manufacturing Plant

Customer Profile

- World's leading producer of food products
- Headquartered in Michigan
- 2010 Revenue = \$12.0 billion



Current Filtration Situation

A food manufacturing plant was using a competitor's headerless rigid bag filter in its six main production air handling units (AHU). In this particular production line, sugary cereal was being run. The current filters were quickly plugging up with sugar particles. As a result, the plant had to change the filters every two weeks. AAF International was asked to complete a survey of the facility to determine if there were any solutions that would result in cost savings.

The AAF Solution

AAF recommended replacing the current competitor's filter with the AAF DriPak® 2000 filter with a header.

The DriPak 2000 filter features a unique, ultrasonically welded pocket configuration that guarantees complete pocket inflation and eliminates crowding or leakage. Reinforced pocket support frames eliminate flexing or buckling, even in a turbulent operating environment.

It was determined that by using DriPak 2000 filters with a longer pocket size, the plant would be able to extend the time between changeouts. The plant agreed to install the DriPak 2000 filters in one of the six AHUs on a trial basis.

Total Cost Benefits

Switching to AAF's DriPak 2000 filters extended the life of the filters from two weeks to five weeks before the filters had to be replaced. Due to the extended life of the AAF filters, the plant decided to replace all of the competitor's filters and realized an annual product cost savings of \$23,720 for the six AHUs. As part of the plant's continuous improvement program, additional savings were calculated due to reduced maintenance and freight savings. Total cost benefit was \$25,175 per year.

Direct Cost Savings

Savings

| Utilization | | | | |
|-------------------------------------|--|---|---------|---------------------------|
| 1. Longer Product Life | P/N 704-110-300 | \$50,232.00 | x 0.47 | \$23,721.16 |
| 2. Energy Efficiency | | | | \$ |
| 3. Reduced Maintenance | Reduced changeouts from 26/per yr. to 10.4/per yr. | \$ 26.00 | x 23.40 | \$ 608.40 |
| Price Reduction | | | | |
| 4. Inventory Reduction | | | | \$ |
| 5. Inventory Buy Back | | | | \$ |
| 6. Freight Savings | Freight and disposal savings by reduction of filters | \$26,510.00 | x 0.03 | \$ 795.30 |
| 7. Purchase Price Savings | | | | \$ |
| Material Substitutions | = | Price Difference x Annual Volume | | |
| Long Product Life | = \$ 23,721.16 | Reduced Units x Unit Price | | |
| Reduced Maintenance | = \$ 608.40 | Direct Labor Cost x Hours Saved | | |
| Energy Efficiency | = | Energy Savings KW Hours x Cost per KW Hours | | |
| Purchase Price Savings | = | | | |
| Freight Savings | = \$ 795.30 | | | |
| Projected Annualized Savings | | Realized Savings | | Savings Carry-Over |
| \$32,000 | | \$25,174.86 | | \$6,875.14 |

Customer's cost savings report showing a savings of \$25,175 per year!

DriPak® is a registered trademark of AAF-McQuay Inc. in the U.S., Brazil, and Venezuela.

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AAF has a policy of continuous product research and improvement and reserves the right to change design and specifications without notice.

ISO Certified Firm

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