

# SAAF™ Cassette Life Cycle Valuation (LCV) Analysis

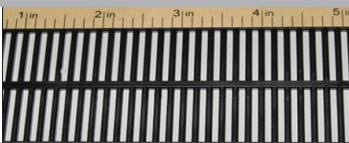
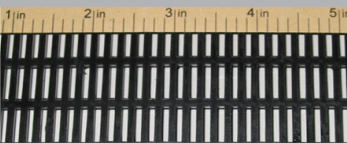
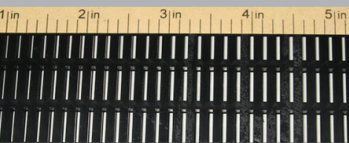
## ADDENDUM TO “THE PERFECT CASSETTE” TECHNICAL PAPER

Optimizing energy usage and costs is a critical component to any business. As a global leader in air filtration, AAF Flanders understands that every buying decision is an important one, and we are here to help you make the best decision.

As a supplement to The Perfect Cassette Technical Paper, our Life Cycle Valuation (LCV) analysis compares our AAF Flanders Cassettes to other market available legacy cassettes. While Legacy cassettes have been in circulation for many years, users worldwide are rapidly shifting to AAF Flanders’ SAAF Cassettes with AAF Flanders’ superior product effectiveness and energy efficiency. The cassette’s

patent-pending screen is a critical component that directly impacts energy efficiency. Note the substantial financial impact of using a lower pressure drop technology on a single cassette. Total savings are obtained by multiplying the unit savings by the number of cassettes in service. AAF Flanders’ SAAF Cassette also includes multiple enhancements and features and our patent-pending superior sealing technologies.

AAF Flanders makes your buying decision easy—promote energy efficiency and lifecycle performance, and save today with AAF Flanders Total Filtration Solutions!

	AAF Flanders' SAAF Cassette Technology	Legacy Cassettes	
		Product P	Product R
Screen Close-up (to equal scale)			
% open area on screen (as measured)	Screen design promotes <b>ENERGY EFFICIENCY</b>	<b>-16.73%</b> Less open area than AAF Flanders screen	<b>-36.77%</b> Less open area than AAF Flanders screen
	51.4% open area Consistent spacing	42.8% open area Inconsistent spacing observed	32.5% open area Consistent spacing observed
Intellectual Property/ Patent Protection	<b>YES</b> AAF Flanders multiple patents pending	No intellectual property on cassette screen	No intellectual property
Pressure drop <sup>§</sup> @ 500 FPM	0.31 IWG (77 Pascals) Actual Documented AFTL test data	<b>0.53 IWG</b> (132 Pascals) From literature	<b>0.65 IWG</b> (162 Pascals) Literature stated pressure drop inconsistent with screen configuration. Pressure drop based on % open area.
Annual energy consumption <sup>†</sup>	275 kWh	467 kWh	575 kWh
Annual operating cost for one cassette (500 CFM) <sup>§§</sup>	\$22 USD/year	\$38 USD/year	\$48 USD/year
Annual operating cost per 24" x 24" (per 2,000 CFM)	\$88 USD/year	\$152 USD/year	\$192 USD/year
Comments	<b>MOST ENERGY EFFICIENT</b>	<b>-\$64 USD/year</b>	<b>-\$104 USD/year</b>

Note: § Pressure drop data on AAF Flanders’s SAAF™ Cassettes is actual documented data as tested by the reputed Air Filter Testing Laboratories (AFTL), USA. AAF Flanders is unaware of any other manufacturer validating its cassettes. Literature claims may be third party unsubstantiated.

†, §§ Annual energy consumption and annual operating costs are based on USD\$0.08/kWh and calculated using AAF Flanders’s Life Cycle Valuation (LCV) program. Higher energy costs would translate to additional savings upon use of AAF Flanders’ SAAF Cassettes.

