

# Case Study

*Camfil: Hi-Flo ES last five times longer than competitor*



## The Company: Port Hawkesbury Paper

Canada's leading pulp and paper manufacturer, recognized as one of the largest pulp and paper mills in Canada employing more than 550 workers. They run 24 hours a day and manufacture 700 tons of paper daily.

## The Problem

The customer was frustrated with their current process of having to change 117 bag filters every 3 weeks due to high static pressure and system alarms, which was costly and time consuming.

## The Solution

Source Atlantic and the mill worked together to authorize a trial run of Camfil's Hi-Flo ES filters in a single bank of 32 openings versus the current solution of charged synthetic bag filters to determine which filter would give them the best performance and if Camfil could prove its claim of double the life. The test bank ran at 64,000 CFM and was monitored by the customer's computerized automated alarm system that measured static pressure.

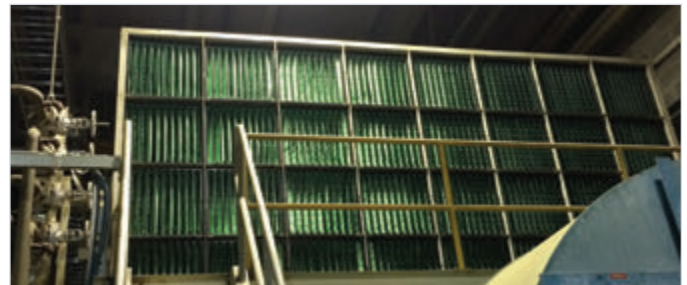
## The Result

Camfil's Hi-Flo ES MERV-A 11 filter demonstrated superior results in both overall service life and in filter resistance over time. Its particle removal efficiency was greater than the charged synthetic filter tested against and it lasted 5 times longer in service.

Based on the test bank results, it is estimated that the customer will save over \$24,000 per year just in filter costs using the Hi-Flo ES versus the present charged synthetic bag filter. This does not take into consideration the labour, energy, and waste savings that would be added to their savings. This means the end user will save approx. \$30,000 - \$35,000 per year versus their current situation. The mill was changing 117 filters and getting alarmed every 3 weeks to change the filters based on hitting 1" w.g. static pressure. This means they required over 2000 filters and 18 changes per year. Using Camfil's Hi-Flo ES they saw these filters last 4 months to 1" w.g. static pressure and not the customer only requires 351 filters and only 3 changes per year.

Could your company benefit from the advantages of longer lasting filters? Contact your Account Manager today to discuss!

Call us at 1.888.846.7637 or visit us online [www.sourceatlantic.ca](http://www.sourceatlantic.ca) to learn more.



# Supply Chain Management Solutions



## **Supply Chain Mapping**

Source Atlantic's extensive knowledge and experience, across many different industries, positions us as experts in supply chain analysis. Our solutions team will work with you to understand the current state of your business, identify the opportunities for improvement and design a future state. From there we can help implement changes, monitor the improvements and make any necessary adjustments.



## **E-Vending**

Source Atlantic's automated inventory control solution uses a state-of-the-art, robust inventory control system designed to help optimize your company's processes, minimize waste, and realize savings opportunities.



## **Vendor Managed Inventory (VMI)**

Our Vendor Managed Inventory Program (VMI) will help you manage your low-value, high-turning stock items by having a Source Atlantic representative go to your business and replenish your stock. Through a continuous improvement strategy we will reduce: receiving, stocking, stock-outs, carrying costs and procurement costs.



## **Mobile Store**

The Source Atlantic Mobile Store brings a fully stocked, customized container right to your job site. This solution has been designed to reduce operating costs and minimize down time waiting for deliveries and off-site pick-ups.



## **Source Card**

The Source Card offers you a faster alternative for purchasing goods and services. With pre-approved transaction and credit levels, simply place your order. Multiple buyers making frequent transactions can apply a job reference number at purchase. Each month your company will receive a statement showing, by cardholder, their transactions and respective job reference numbers.



## **Mobile App**

The Source Atlantic iPhone App is an order entry tool that will help to improve your business' Inventory Management and eliminate the need for manual order entry. The iPhone App uses the 1) phone's camera, 2) or accompanying Bluetooth scanner to scan an item's barcode and send the order directly to Source Atlantic. The app is a simple, cost-effective way to auto-generate replenishment purchase orders to Source Atlantic.