



Effective September 1, 2021 through August 31, 2024

## Products and Services Available

This category includes air filtration products used to assist in the heating, ventilation and air conditioning (HVAC) systems' air quality purification and control processes through the use of microfiber filtration materials.

## How to Operationalize These Agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Koch, QleanAir, Trendway and Tri-Dim.
- A PMDF/PA is not required with AAF, Camfil and Clean Rooms due to single tier offerings.

## Aggregation Opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Koch, QleanAir, Trendway and Tri-Dim.
- Aggregation is not applicable with AAF, Camfil and Clean Rooms due to single tier offerings.

## Class of Trade

Agreements are available to acute care, non-acute healthcare, non-healthcare, including business and industry, retail pharmacies and durable medical equipment suppliers.

## Other Key Value and Terms

- Pricing is firm for the term of the agreement with all suppliers.
- Financial analysis reveals:
  - AAF's new agreement pricing has an overall 3.9% increase compared to its expiring agreement.
  - Camfil's new agreement pricing has an overall 9.2% increase compared to its expiring agreement.
  - Koch's new agreement pricing has an overall 9.9% increase compared to its expiring agreement.
  - Tri-Dim's new agreement pricing has an overall 9.0% increase compared to its expiring agreement.
  - Price increases due to increased costs in raw materials, such as melt-blown synthetic material.
  - AAF is the low-cost supplier according to pricing scenarios.
- AAF offers free HVAC audits and custom webinars and training sessions as value-adds.
- Camfil offers a product guarantee, no-charge reports, educational seminars, CamTester demonstrations and testing and "bag and tag" service as value-adds.
- Camfil, Clean Room, Koch, QleanAir and Tri-Dim offer early payment discounts.
- Available through distribution: AAF, Clean Rooms, Koch, Trendway, Tri-Dim
- Available direct: AAF, Camfil, Clean Rooms, Koch, QleanAir, Tri-Dim

## Supplier Contact Information

- American Air Filter Company Inc. dba AAF International: Shannon Schmidt, 618.616.6411, [shannon.schmidt@aafintl.com](mailto:shannon.schmidt@aafintl.com)
- Camfil USA Inc.: David Blackwell, 806.773.8408, [dave.blackwell@camfil.com](mailto:dave.blackwell@camfil.com)
- Clean Rooms International Inc.: Marc Montpetit, 616.452.8700 extension 125, [marcm@cleanroomsint.com](mailto:marcm@cleanroomsint.com)
- Koch Filter Corporation: Harry Allen, 502.634.5162, [harry.2.allen@kochfilter.com](mailto:harry.2.allen@kochfilter.com)
- QleanAir Scandinavia Inc.: Zachary Douglas, 614.954.1131, [zachary.douglas@qleanair.com](mailto:zachary.douglas@qleanair.com)
- Trendway Corporation: Melissa Fuller, 812.639.8141, [mfuller@fellowes.com](mailto:mfuller@fellowes.com)
- Tri-Dim Filter Corporation: Duane Colwell, 800.458.9835, [d.colwell@tridim.com](mailto:d.colwell@tridim.com)

**Note:** Supplier contact information is current as of May 1, 2021. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
	PP-FA-888	PP-FA-686
	PP-FA-889	PP-FA-687
	PP-FA-890	New
	PP-FA-891	PP-FA-688
	PP-FA-892	New
	PP-FA-893	New
	PP-FA-894	PP-FA-689

**ASCEND®:** There is no ASCEND award in this category.



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## Related Categories

- Energy Efficiency Services: Performance-based contracts that aim to achieve budget-neutral methods of funding facilities improvements, whereby downstream savings offset investment costs
- HVAC Equipment, Controls and Services: Chillers, air handlers, condensing units, roof top units, generator sets, control systems, maintenance and services
- Maintenance, Repair and Operations: Distribution of maintenance, repair and operations (MRO) products

## Full Launch Content and Additional Resources Available in Supply Chain Advisor

- Executive summary: A high-level PDF overview intended for supply chain and C-suite executives. This document includes agreement highlights, purchasing considerations and information on Premier resources.
- Value analysis toolkit: A PDF document that includes detailed category information, product/service offering, purchasing considerations, pricing tiers, financial analysis, market highlights and terms and conditions.
- Product cross reference: An Excel spreadsheet reference identifying product comparisons and functional equivalents. Both non-awarded supplier and awarded supplier product information are included.
  - *Please consult with a subject matter expert to make sure that your facility is using the correct air filter. Finding the best air filter means more than simply comparing cross references within this document.*
- Category education page: A supplemental resource page in PremierConnect that contains detailed information about specific categories. Resources, such as best practices, key performance indicators, podcasts and videos are included.

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## Table of Contents

The following tools and resources within this toolkit are designed to assist you through the value analysis process:

- [Category information](#)
- [Product and service offering](#)
- [Critical specifications](#)
- [Product and service review tips](#)
- [Supplier tiers](#)
- [Financial analysis](#)
- [Value-adds](#)
- [Terms and conditions](#)
- [Market highlights](#)
- [Sourcing summary](#)



Visit [Supply Chain News](#) for all of the latest supply chain updates.

### Why Premier's Participating Member Designation Form (PMDF) and price activation (PA) are important

- Ensures member and supplier agreement for both appropriate price tier(s) and applicable facilities
- Enables member visibility to the PMDF/PA status in the Supply Chain Advisor catalog at the contract and price tier level.
- Enables transmission of PMDF/PA information to SpendAdvisor® and Global Healthcare Exchange (GHX).
- Provides price tier visibility for boarded distributors (i.e., distributors with direct access to Supply Chain Advisor on all contracts where they were selected as a distributor).

### Have questions regarding these agreements or looking for someone to review a quote? Reach out to Premier's [Portfolio Advisors](#).

At Premier, our portfolio advisors aid members in product identification and selection by developing tools and resources to help members evaluate products and clinical practice. By acting as a technical consultant, the portfolio advisors conduct product line and cost analysis to help members improve utilization, clinical and financial outcomes and optimize Premier agreements.

### PremierConnect communities

- [Supply Chain News community](#): This community features a rolling feed with updates on contract launches, portfolio books, webinars, supplier promotions, group buys and industry updates. Content is organized according to Premier's service lines making service-line specific information quick and easy to find.
- [Disaster Preparedness and Response community](#): This community contains disaster training protocols, checklists, playbooks and supplier resources to help members prepare in advance of a disaster.

### Premier Solution Center

The Premier Solution Center is a central point of contact for all Premier-related questions. Its phone lines are staffed weekdays from 7 a.m. to 7 p.m. CT. Premier Solution Center can be reached at 877.777.1552 or [solutioncenter@premierinc.com](mailto:solutioncenter@premierinc.com). Pricing and other contract information may be accessed through Premier's Supply Chain Advisor® catalog at <https://premierconnect.premierinc.com>.



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## Category Information

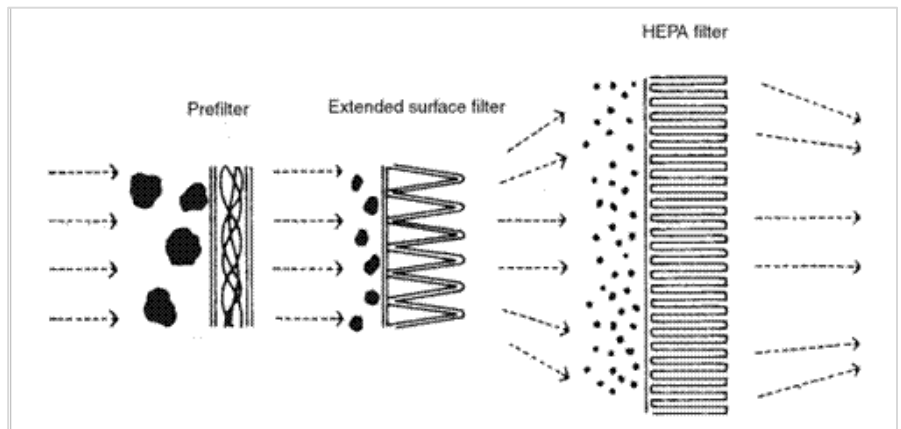
The United States Environmental Protection Agency (EPA) states that [indoor air pollution is one of the top five environmental health risks](#). One way to address this risk is by using air filters to remove solid particulates, such as dust, pollen, mold and bacteria, from the air.

The [National Air Filtration Association](#) states that air filters should be compared on three characteristics:

- **Particle (removal) efficiency:** See [table on next page](#) for details.
- **Pressure drop** (the resistance to the flow of air through the media): A high pressure drop means more energy is needed to push the filter. In most instances, the higher the [minimum efficiency reporting value \(MERV\) number](#), the higher the pressure drop across the filter. Use a gauge to determine the pressure in the system, and do not run a filter past its terminal pressure.
- **Contaminant holding capacity** (the amount of media in the filter to capture and hold contaminants before reaching its final terminal pressure): Two filters with exactly the same MERV number may have different contaminant holding capacity because one might have less media than the other. Filters with more media tend to last longer in the system, requiring fewer changes and less labor.

### Types of filters

- **Flat or panel filters:** The filter media in flat or panel filters may be treated with a viscous (thick, sticky) substance, like oil, that causes particles to stick to the fibers. These filters may also be made of an electrostatically-charged material which attracts and captures particles.
- **Pleated or extended surface filters:** These filters are generally more efficient than flat filters in capturing particles. Pleating the filter medium increases surface area, reduces air velocity and allows the use of small fibers and increased packing density of the filter without a large drop in airflow rate. Box and bag filters are considered extended surface filters.
- **High efficiency particulate air (HEPA) and ultra-low particulate air (ULPA) filters:** HEPA filters remove from the air 99.97 percent of particles with a size of 0.3 micrometers. ULPA filters remove from the air at least 99.999 percent of particles with a size of 0.1 micrometers or larger. HEPA and ULPA filters are often impractical in central HVAC systems due to the large pressure drop the dense material causes. Experiments have shown that less obtrusive, medium-efficiency filters of MERV 7 to 13 are almost as effective as true HEPA filters at removing allergens, with much lower associated system and operating costs.
- **Multi-stage filtration system:** In a multi-stage filtration system (see image below), there is often a pre-filter and a final filter. The pre-filter removes larger particles, often protecting the more efficient filters found in the next stage and extending their lifetime. The final filter is the last filter in the filtration system.



Sources: American Society of Heating, Refrigerating and Air-Conditioning Engineers (ASHRAE), EPA, National Air Filtration Association, supplier websites



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## Category Information (Continued)

### Minimum efficiency reporting value (MERV)

The MERV rating scale was designed by the [American Society of Heating, Refrigerating and Air-Conditioning Engineers \(ASHRAE\)](#) to rate the effectiveness of air filters, allowing for improved health, reduced cost and energy efficiency in heating, ventilation and air conditioning design. The scale is designed to represent the worst-case performance of a filter when dealing with particles in the range of 0.3 to 10 micrometers (µm). The MERV rating is from one to 16. MERV values of 17 to 20 are not part of the official standard test but have been added by ASHRAE for comparison purposes. Higher MERV ratings correspond to a greater percentage of particles captured on each pass, with a MERV 16 filter capturing more than 95 percent of particles over the full range. Effective March 1, 2016, air filter testing became a requirement with any MERV-rated air filter. Now manufacturers must produce a full ASHRAE 52.2-2017 test report if asked to do so.

Minimum efficiency reporting value (MERV)				
MERV	Minimum particle size	Typical controlled contaminants	Typical application	Typical air filter
1 to 4	> 10.0 µm	Pollen, dust mites, cockroach debris, sanding dust, spray paint dust, textile and carpet fibers	Minimum filtration, residential window air conditioning units	<b>Throwaway:</b> Fiberglass or synthetic media panel, one-inch thick <b>Washable:</b> Aluminum mesh, foam rubber panel <b>Electrostatic:</b> Self-charging (passive) woven polycarbonate panel
5 to 8	10.0 to 3.0 µm	Mold, spores, dust mite debris, cat and dog dander, hair spray, fabric protector, dusting aids, pudding mix	Better residential, commercial buildings, industrial workspaces	<b>Pleated filters:</b> Extended surface with cotton or polyester media or both, 1 to 6 inches thick <b>Cartridge filters:</b> Viscous cube or pocket filters <b>Throwaway:</b> Synthetic media panel filters
9 to 12	3.0 to 1.0 µm	Legionella, humidifier and lead dust, milled flour, auto emission particulates, nebulizer droplets	Superior residential, better commercial buildings, hospital laboratories	<b>Pleated filters:</b> Extended surface with cotton or polyester media or both, 1 to 6 inches thick <b>Box filters:</b> Rigid style cartridge, 6 to 12 inches deep.
13 to 16	1.0 to 0.3 µm	Bacteria, sneeze droplets, cooking oil, most smoke and insecticide dust, most face powder, most paint pigments	Superior commercial buildings, hospital inpatient care, general surgery	<b>Bag filters:</b> Non-supported (flexible) microfibre fiberglass or synthetic media, 12 to 36 inches deep <b>Box filters:</b> Rigid style cartridge, 6 to 12 inches deep.
17 to 20	< 0.3 µm	Virus, carb dust, sea salt, smoke	Hospital surgery suites, cleanrooms, hazardous biological contaminants, nuclear material	HEPA/ULPA filters

This table is adapted from [ANSI/ASHRAE Standard 52.2-2007](#): Method of Testing General Ventilation Air-Cleaning Devices for Removal Efficiency by Particle Size.



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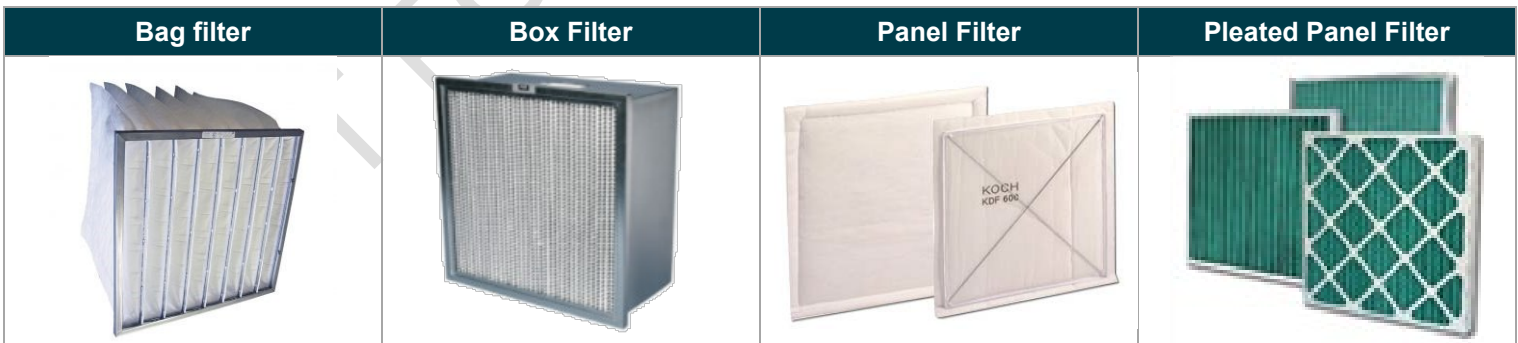


## Product and Service Offering

Product images are a representation of products included in this category. For a complete list of contracted products, please see Supply Chain Advisor® for more details. Press Ctrl and click on the supplier name to visit supplier websites.

	<u>AAF</u>	<u>Camfil</u>	<u>Clean Rooms</u>	<u>Koch</u>	<u>QleanAir</u>	<u>Trendway</u>	<u>Tri-Dim</u>
<b>Products</b>							
Bag filter	✓	✓		✓			✓
Box filter	✓	✓		✓			✓
Construction negative pressure containment			✓				✓
HEPA filter	✓	✓	✓	✓		✓	✓
HEPA air cleaning equipment			✓	✓	✓	✓	✓
Panel filter	✓	✓		✓			✓
Pleated panel filter	✓	✓		✓			✓
<b>Services</b>							
Disposal services							✓*
Indoor air quality testing/surveys	✓		✓		✓	✓	✓*
Installation			✓	✓			✓*

\* Tri-Dim's service offering is only available in select geographic areas where a Tri-Dim service team is located.





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## Critical Specifications

Premier considered the criteria below when making contract award decisions. These are the recommended variables for evaluation in product selection. All information comes directly from supplier responses to Premier's Request for Information.

	AAF	Camfil	Clean Rooms	Koch
<b>Product Information</b>				
Products are recyclable	No	No	No	No
Researches and helps with filter type/change to help members with special needs for <a href="#">VOC</a> control	Yes	Yes	No	Yes
Hospital-grade filters meet <a href="#">ASHRAE standard testing 52-2-2012 testing</a> requirements	Yes	Yes	Yes	Yes
Tests hospital grade filters for the ASHRAE <a href="#">MERV</a> value	No	Yes	No	Yes
Offers products/services to ensure edge seal	Yes, gaskets	Yes, gaskets	Yes, gel seal	Yes, gaskets
Media type	Wet laid fiberglass	Cotton/poly, air-lofted glass, wet-laid glass, nano-weave polyester	HEPA	Synthetic, fiberglass
Verifies specified initial pressure drop	Yes	Yes	Yes	Yes
Specifies maximum recommended pressure drop	Yes	Yes	Yes	Yes
Tests filters using the <a href="#">brake horsepower</a> standard	Yes	Yes	No	No
Tests the filter's efficiency over the life of the filter	Yes	Yes	Yes	Yes
Hospital-grade filters have a dust holding rating	Yes	Yes	No	Yes
Manufactures filters with antimicrobial properties	Yes	No	No	Yes
Manufactures filters that have a <a href="#">MERV</a> rating equal to 11 or below	Yes	Yes	N/A	Yes
Pre-tests <a href="#">HEPA</a> filters with approved products	Yes	Yes	Yes	Yes
Uses ultraviolet light in systems	No	No	Yes	Yes
Systems use variable speed control	No	No	Yes	Yes
Systems provide a visible mechanism for monitoring the filter condition (i.e., <a href="#">magnehelic gauge</a> , etc.)	Yes	Yes	Yes	Yes
<b>Strength of the Supply Chain</b>				
Manufacturing locations	United States, Mexico	United States	United States	United States
Recalls within the last three years	No	No	No	No
Backorders within the last two years	Yes	Yes	No	Yes
Backorder notification	Does not track	24 to 48 hours	Does not track	≤ 24 hours
Allocation policies	Yes	No	No	Yes
Import alerts within the last two years	No	No	No	No
Policies or procedures for natural disasters or plant emergencies	Yes	Yes	No	Yes
Emergency inventory in the event of a natural disaster or pandemic	No	Yes	Yes	Yes
<b>Supplier Attributes</b>				
<a href="#">ISO registered</a>	Yes	Yes	No	Yes
Sales representatives (full-time employees)	41 to 60	> 100	< 5	5 to 20
Toll-free customer service support	8 hours per day/ 5 days per week	8 hours per day/ 5 days per week	8 hours per day/ 5 days per week	12 hours per day/ 5 days per week



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## Critical Specifications (Continued)

	QleanAir	Trendway	Tri-Dim
<b>Product Information</b>			
Products are recyclable	No	No	No
Researches and helps with filter type/change to help members with special needs for <a href="#">VOC</a> control	Yes	No	Yes
Hospital-grade filters meet <a href="#">ASHRAE standard testing 52-2-2012 testing</a> requirements	Yes	Yes	Yes
Tests hospital grade filters for the ASHRAE <a href="#">MERV</a> value	N/A	Yes	Yes
Offers products/services to ensure edge seal	N/A	Foam surrounds are built into design	Yes
Media type	HEPA	HEPA	Fiberglass, synthetic, hybrid
Verifies specified initial pressure drop	Yes	N/A	Yes
Specifies maximum recommended pressure drop	No	N/A	Yes
Tests filters using the <a href="#">brake horsepower</a> standard	No	No	Some
Tests the filter's efficiency over the life of the filter	No	Yes	Yes
Hospital-grade filters have a dust holding rating	Yes	Yes	Yes
Manufactures filters with antimicrobial properties	No	Yes	Yes
Manufactures filters that have a <a href="#">MERV</a> rating equal to 11 or below	No	No	Yes
Pre-tests <a href="#">HEPA</a> filters with approved products	Yes	N/A	Yes
Uses ultraviolet light in systems	No	No	Yes
Systems use variable speed control	No	Yes	Yes
Systems provide a visible mechanism for monitoring the filter condition (i.e., <a href="#">magnehelic gauge</a> , etc.)	Yes	Yes	Yes
<b>Strength of the Supply Chain</b>			
Manufacturing locations	Speak with supplier	United States, China	United States
Recalls within the last three years	No	No	No
Backorders within the last two years	No	No	Yes
Backorder notification	Does not track	24 to 48 hours	≥ 72 hours
Allocation policies	No	No	No
Import alerts within the last two years	No	No	No
Policies or procedures for natural disasters or plant emergencies	No	No	Yes
Emergency inventory in the event of a natural disaster or pandemic	Speak with supplier	No	Speak with supplier
<b>Supplier Attributes</b>			
<a href="#">ISO registered</a>	Yes	Yes	No
Sales representatives (full-time employees)	5 to 20	5 to 20	> 100
Toll-free customer service support	None	8 hours per day/ 5 days per week	12 hours per day/ 5 days per week





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## Product and Service Review

Factors influencing the decision to move suppliers through the contracting process focused on committee member discussions and [critical specifications](#).

### When conducting a review in your facility, consider:

- Total cost of ownership – Initial cost of filter, frames and installation; number of months that filters will last; pressure drop (average static pressure the filter runs during life); energy cost; labor to change out the filters; cost of duct cleaning; cost of removal and disposal of used filters
- Ability to test air quality
- Material composition of the filter
  - Fiberglass filters are the least expensive, they are not as durable or specialized as synthetic or cotton air filters. Fiberglass filters are intended to capture large particles, such as hair, from the air and are commonly used in residential applications. However, fiberglass filters must be replaced at regular intervals of about 30 days or else can break and damage the ventilation system.
  - Synthetic filters are priced higher due to their longer useful life of about 90 days and higher air flow resistance, indicating greater air filtration capability. These filters are used in residential and commercial buildings.
  - Cotton air filters are the most expensive type of filter available for purchase. They are washable and boast a long useful life of six to eight years. However, these filters are meant to build up large amounts of debris, which can lead to bacterial growth in the filter, and are mostly limited to industrial use.
- [Pressure drop](#) and the initial/starting pressure of the filter
- Storage constraints – The average HEPA air filters typically retain functionality for at least five years in storage; facilities should place air filters in cool, dry and unchanging environments with minimal exposure to the outdoors
- Types of filters (panel, bag, box) and dimensions of filters needed
- [MERV rating](#) of filters
- Where the filters will be used – Square footage of the facility, main pollutants present in the area, etc.
- Additional services provided, such as surveys and audits, special tagging and labeling, energy savings calculations, cross references, product training
- Warranties – A warranty should span at least 90 days

### Consider speaking with the following influencers and decision makers:

- Facilities and environmental services directors



## Supplier Tiers

AAF Expiring Tiers (PP-FA-686)	
Total purchases (per calendar year)	
<b>Tier 1</b>	No commitment required, PMDF not required



AAF New Tiers (PP-FA-888)	
Total purchases (per calendar year)	
<b>Tier 1</b>	No commitment required, PMDF not required



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## Supplier Tiers (Continued)

Camfil Expiring Tiers (PP-FA-687)	
Total purchases (per calendar year)	
<b>Tier 1</b>	No commitment required, PMDF not required (Puerto Rico only)
<b>Tier 2</b>	No commitment required, PMDF not required (excluding Puerto Rico)
<b>Tier 3</b>	≥ \$5,000 <b>OR</b> academic health system (excluding Puerto Rico)

→

Camfil New Tiers (PP-FA-889)	
Total purchases (per calendar year)	
<b>Tier 1</b>	No commitment required, PMDF not required

New supplier →

Clean Rooms New Tiers (PP-FA-890)	
Total purchases (per calendar year)	
<b>Tier 1</b>	No commitment required, PMDF not required

Koch Expiring Tiers (PP-FA-688)	
Total purchases (per calendar year)	
<b>Tier 1</b>	No commitment required, PMDF not required
<b>Tier 2</b>	≥ \$120,000 <b>OR</b> academic health system

→

Koch New Tiers (PP-FA-891)	
Total purchases (per calendar year)	
<b>Tier 1</b>	No commitment required, PMDF not required
<b>Tier 2</b>	≥ \$120,000 <b>OR</b> academic health system

New supplier →

QleanAir New Tiers (PP-FA-892)	
Total purchases (per calendar year)	
<b>Tier 1</b>	No commitment required, PMDF not required
<b>Tier 2</b>	\$100,000 to < \$250,000
<b>Tier 3</b>	\$250,000 to < \$500,00 <b>OR</b> academic health system
<b>Tier 4</b>	≥ \$500,000

New supplier →

Trendway New Tiers (PP-FA-893)	
Total purchases (per calendar year)	
<b>Tier 1</b>	No commitment required, PMDF not required
<b>Tier 2</b>	\$250,000 to < \$500,000
<b>Tier 3</b>	≥ \$500,000

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## Supplier Tiers (Continued)

Tri-Dim Expiring Tiers (PP-FA-689)	
Total purchases (per calendar year)	
Tier 1	< \$75,000
Tier 2	\$75,000 to < \$200,000 <b>OR</b> academic health system
Tier 3	≥ \$200,000

→

Tri-Dim New Tiers (PP-FA-894)	
Total purchases (per calendar year)	
Tier 1	No commitment required, PMDF not required
Tier 2	\$75,000 to < \$200,000 <b>OR</b> academic health system
Tier 3	≥ \$200,000



## Financial Analysis

The financial analyses include the following:

- Incumbent new agreement pricing compared to incumbent expiring agreement pricing
- Supplier new agreement pricing – Differential between tiers
- Supplier comparison – Pricing scenarios

Calculations are based upon overall Premier utilization. **Individual savings will vary.**

Notes: Weighted financial analysis considers the impact of each product increase/decrease in proportion to the aggregated Premier member purchase volume. The non-weighted financial analysis considers every product equally regardless of volume purchased.

AAF <u>New</u> Agreement Pricing Compared to AAF <u>Expiring</u> Agreement Pricing (Weighted)	
Tier 1/Tier 1	Overall
3.9% increase	3.9% increase
Price increase due to increased costs in raw materials, such as melt-blown synthetic material.	

Camfil <u>New</u> Agreement Pricing Compared to Camfil <u>Expiring</u> Agreement Pricing (Weighted)			
Tier 1/Tier 1	Tier 1/Tier 2	Tier 1/Tier 3	Overall
2.7% savings	14.4% increase	17.9% increase	9.2% increase
Price increase due to increased costs in raw materials, such as melt-blown synthetic material.			

Koch <u>New</u> Agreement Pricing Compared to Koch <u>Expiring</u> Agreement Pricing (Weighted)		
Tier 1/Tier 1	Tier 2/Tier 2	Overall
9.7% increase	10.1% increase	9.9% increase
Price increase due to increased costs in raw materials, such as melt-blown synthetic material.		



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## Financial Analysis (Continued)

Tri-Dim <u>New</u> Agreement Pricing Compared to Tri-Dim <u>Expiring</u> Agreement Pricing (Weighted)			
Tier 1/Tier 1	Tier 2/Tier 2	Tier 3/Tier 3	Overall
9.0% increase	9.0% increase	9.1% increase	9.0% increase
Price increase due to increased costs in raw materials, such as melt-blown synthetic material.			

Supplier New Agreement Pricing – Differential Between Tiers				
Supplier	List Price to Tier 1	Tier 1 to Tier 2	Tier 2 to Tier 3	Tier 3 to Tier 4
AAF	50.7% savings	N/A	N/A	N/A
Camfil	31.8% savings	N/A	N/A	N/A
Clean Rooms	5% savings	N/A	N/A	N/A
Koch	66.5% savings	3.0% savings	N/A	N/A
QleanAir	10.3% savings	2.2% savings	2.4% savings	2.6% savings
Trendway	45.0% savings	3.6% savings	5.7% savings	N/A
Tri-Dim	43.2% savings	5.4% savings	3.8% savings	N/A

Pricing scenario: Two-stage filter bank using the lowest-cost MERV 8 pre-filter and MERV 14 final filter Each supplier is ranked in ascending order where 1 is the low-cost supplier.			
Supplier	Total yearly filter cost	Total energy cost	Total cost of ownership
AAF	3	2	1
Camfil	4	1	2
Koch	1	4	4
Tri-Dim	2	3	3

**Note:** Clean Rooms, QleanAir and Trendway offer niche products and are not included in the pricing scenario.



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## Value-adds

### Supplier Value-Add Programs

#### AAF

See Exhibit I Value Adds for more details.

<b>HVAC Audits</b>	AAF offers free HVAC audits.
<b>Training</b>	AAF offers custom webinars and training sessions with a certified application engineer.
<b>Camfil</b>	
See Exhibit I Value Adds for more details.	
<b>Premium products guarantee</b>	If Camfil's filter products fail to perform, they will be replaced free of charge.
<b>Reports</b>	ASHRAE 52.2 test reports, air filter life cycle cost reports and financial proposal reports are available upon request at no charge.
<b>Circle of Success program</b>	The Circle of Success program, which includes site surveys, air filter selection and optimized change-out points resulting in a lowest total cost of ownership filtration system for an HVAC system, is available at no charge.
<b>Educational seminars</b>	45-minute presentations on the following topics are available at no charge: <ul style="list-style-type: none"> <li>• ASHRAE 170</li> <li>• ASHRAE 52.2</li> <li>• ASHRAE guideline 26</li> <li>• Air filter optimization</li> </ul>
<b>CamTester demonstrations and testing</b>	A CamTester, a portable, educational air handling unit used to demonstrate air filter performance and fan energy consumption, is available at no charge. A CamTester Pro is a mobile air filter test rig. It can demonstrate and report sub-micron particle removal efficiency. This data is important for those members monitoring indoor air quality in their facilities. This service is free of charge
<b>"Bag and tag" service</b>	Camfil's distributors and branch locations provide box marking services for members at no charge.

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Effective September 1, 2021 through August 31, 2024



## Terms and Conditions

	AAF	Camfil	Clean Rooms	Koch
<b>Diversity status</b>	N/A	N/A	N/A	N/A
<b>Electronic PA/PMDF</b>	Not required due to single tier offering	Not required due to single tier offering	Not required due to single tier offering	Required at Tier 2 or higher
<b>Aggregation</b>	Not applicable due to single tier offering	Not applicable due to single tier offering	Not applicable due to single tier offering	Allowed for multi-facility systems, GPOs and established networks of facilities
<b>Class of trade</b>	Allowed for acute care, non-acute healthcare, non-healthcare, including business and industry, retail pharmacies and durable medical equipment suppliers	Allowed for acute care, non-acute healthcare, non-healthcare, including business and industry, retail pharmacies and durable medical equipment suppliers	Allowed for acute care, non-acute healthcare, non-healthcare, including business and industry, retail pharmacies and durable medical equipment suppliers	Allowed for acute care, non-acute healthcare, non-healthcare, including business and industry, retail pharmacies and durable medical equipment suppliers
<b>Local negotiation</b>	Allowed	Allowed	Allowed	Allowed
<b>Price protection</b>	Firm for the term of the agreement	Firm for the term of the agreement	Firm for the term of the agreement	Firm for the term of the agreement
<b>Direct/distribution</b>	Direct and through authorized distributors	Direct	Direct and through authorized distributors	Direct and through authorized distributors
<b>Payment terms*</b>	Within 45 days of product delivery or invoice receipt, whichever is later	Within 45 days of product acceptance or invoice receipt, whichever is later	Within 30 days of product delivery, invoice receipt or acceptance, whichever is later	Within 60 days of invoice date
<b>Early payment discount*</b>	None	1% discount if paid within 10 days	2% discount if paid within 10 days of product delivery, invoice receipt or acceptance, whichever is later	1% discount if paid within 15 days of invoice date
<b>Electronic payments*</b>	Electronic fund transfers, purchase cards and credit cards allowed at no added cost	Electronic fund transfers, purchase cards and credit cards allowed at no added cost	Electronic fund transfers, purchase cards and credit cards allowed at no added cost	Electronic fund transfers, purchase cards and credit cards allowed at no added cost
<b>Shipping terms*</b>	<p><b>Orders ≥ \$750 and within continental U.S.:</b> Transportation and insurance paid by seller</p> <p><b>Orders &lt; \$750 and that require special delivery:</b> Transportation and insurance prepaid by seller and invoiced to member</p> <p>Title and risk of loss transfer on delivery to member</p>	Transportation and insurance prepaid by seller and invoiced to member; title and risk of loss transfer on delivery to member	Transportation and insurance prepaid by seller and invoiced to member; title and risk of loss transfer on delivery to member	Transportation and insurance paid by seller; title and risk of loss transfer on delivery to member

\*For orders through distributors, terms are negotiated between authorized distributor and member.



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## Terms and Conditions (Continued)

	AAF	Camfil	Clean Rooms	Koch
<b>Freight management*</b>	Will accommodate at no added cost	Will accommodate at no added cost	Will accommodate at no added cost	Will accommodate at no added cost
<b>Acceptance</b>	Within 10 business days of delivery date	Within 10 business days of delivery date	Within 10 business days of delivery date	Within 10 business days of delivery date
<b>Minimum order*</b>	None	None	None	None
<b>Guaranteed delivery time*</b>	<b>Standard products:</b> 7 days <b>Non-standard products:</b> Locally negotiated	<b>Stocked products:</b> 10 business days <b>Non-stocked products:</b> Locally negotiated	Locally negotiated	<b>Stocked products:</b> 15 days <b>Non-stocked products:</b> Locally negotiated
<b>In-service training</b>	Included in product price	Included in product price	Not contracted for	Included in product price
<b>Returned goods policy*</b> See Exhibit G for details.	15% restocking fee; products cannot be returned after 30 days past delivery	25% restocking fee; products with a manufacturing date code older than 90 days cannot be returned	20% restocking fee; custom products, HEPA and ULPA filters cannot be returned	15% restocking fee; products cannot be returned after 120 days past invoice date; special size and custom products cannot be returned
<b>Ordering instructions*</b> See Exhibit H for details.	<b>Phone:</b> 888.223.2003 <b>Fax:</b> 888.223.6500	<b>Email:</b> <a href="mailto:US-nationalaccounts@camfil.com">US-nationalaccounts@camfil.com</a>	<b>Email:</b> <a href="mailto:orders@cleanroomsint.com">orders@cleanroomsint.com</a> Include Premier GPO ID when ordering	<b>Fax:</b> 502.969.2364 <b>Email:</b> <a href="mailto:orders@kochfilter.com">orders@kochfilter.com</a>

\*For orders through distributors, terms are negotiated between authorized distributor and member.

	QleanAir	Trendway	Tri-Dim
<b>Diversity status</b>	N/A	N/A	N/A
<b>Electronic PA/PMDF</b>	Required at Tier 2 or higher	Required at Tier 2 or higher	Required at Tier 2 or higher
<b>Aggregation</b>	Allowed for multi-facility systems, GPOs and established networks of facilities	Allowed for multi-facility systems, GPOs and established networks of facilities	Allowed for multi-facility systems, GPOs and established networks of facilities
<b>Class of trade</b>	Allowed for acute care, non-acute healthcare, non-healthcare, including business and industry, retail pharmacies and durable medical equipment suppliers	Allowed for acute care, non-acute healthcare, non-healthcare, including business and industry, retail pharmacies and durable medical equipment suppliers	Allowed for acute care, non-acute healthcare, non-healthcare, including business and industry, retail pharmacies and durable medical equipment suppliers
<b>Local negotiation</b>	Allowed	Allowed	Allowed
<b>Price protection</b>	Firm for the term of the agreement	Firm for the term of the agreement	Firm for the term of the agreement
<b>Direct/distribution</b>	Direct	Through authorized distributors	Direct and through authorized distributors
<b>Payment terms*</b>	Within 60 days of product delivery, invoice receipt or acceptance, whichever is later	Within 60 days of product delivery, invoice receipt or acceptance, whichever is later	Within 60 days of product delivery, invoice receipt or acceptance, whichever is later

\*For orders through distributors, terms are negotiated between authorized distributor and member.



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## Terms and Conditions (Continued)

	QleanAir	Trendway	Tri-Dim
<b>Early payment discount*</b>	2% discount if paid within 30 days of product delivery, invoice receipt or acceptance, whichever is later	None	2% discount if paid within 30 days of product delivery, invoice receipt or acceptance, whichever is later
<b>Electronic payments*</b>	Checks and electronic fund transfers allowed at no added cost	Electronic fund transfers, purchase cards and credit cards allowed at no added cost	Electronic fund transfers, purchase cards and credit cards allowed at no added cost
<b>Shipping terms*</b>	Transportation and insurance paid by member; title and risk of loss transfer on delivery to member	Transportation and insurance paid by seller; title and risk of loss transfer on delivery to member	<b>Orders &gt; \$2,000:</b> Transportation and insurance paid by seller Title and risk of loss transfer on delivery to member
<b>Freight management*</b>	Will accommodate at no added cost	Will accommodate at no added cost	Will accommodate at no added cost
<b>Acceptance</b>	Within 10 business days of delivery date	Within 10 business days of delivery date	Within 10 business days of delivery date
<b>Minimum order*</b>	None	None	None
<b>Guaranteed delivery time*</b>	Locally negotiated	Locally negotiated	10 business days
<b>In-service training</b>	Included in product price	Included in product price	Included in product price
<b>Returned goods policy*</b> See Exhibit G for details.	Returns initiated within 15 days of delivery have no restocking fee; returns initiated within 16 and 30 days of delivery have 20% restocking fee; returns after 30 days are at seller's discretion	Per authorized distributor	15% restocking fee
<b>Ordering instructions*</b> See Exhibit H for details.	<b>Phone:</b> 614.954.1040 <b>Email:</b> <a href="mailto:ordersus@qleanair.com">ordersus@qleanair.com</a>	Per <a href="#">authorized distributor</a>	<b>Phone:</b> 800.458.9835 <b>Fax:</b> 540.967.2835 <b>Email:</b> <a href="mailto:info@tridim.com">info@tridim.com</a>

\*For orders through distributors, terms are negotiated between authorized distributor and member.

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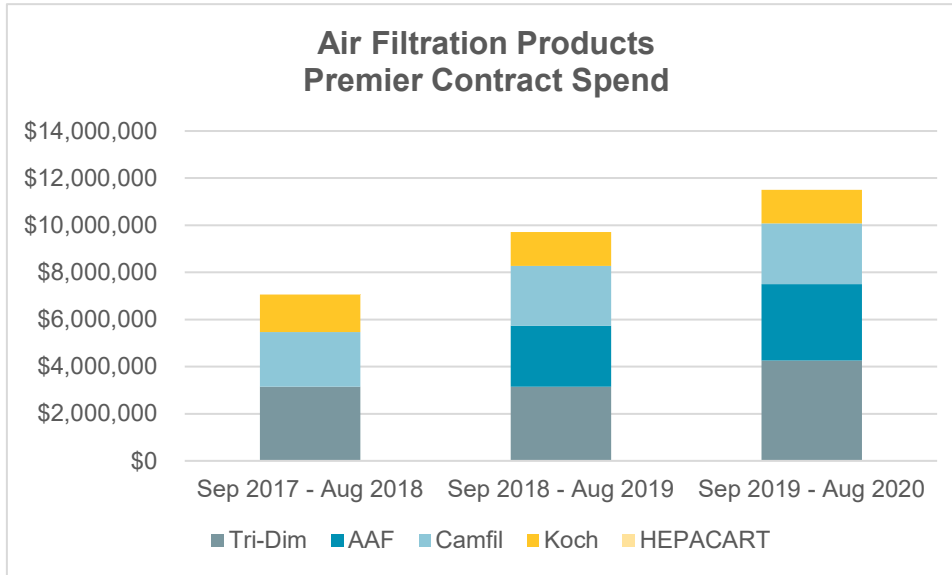




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## Market Highlights

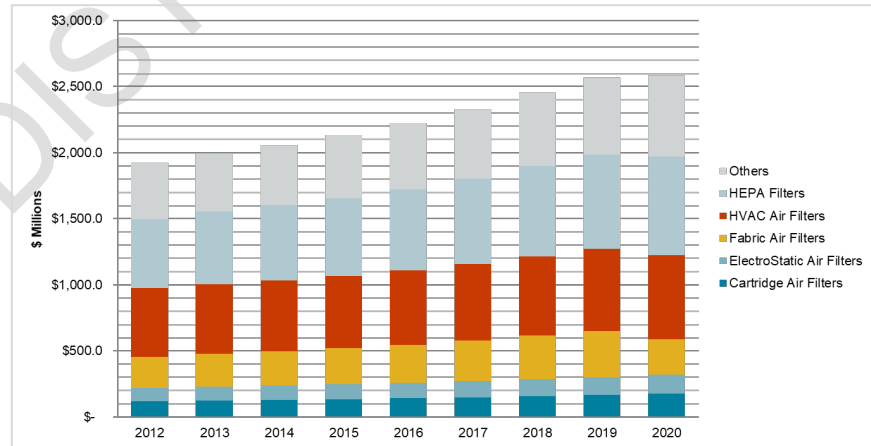


Source: Premier SARA database

In the past three years, the average price of air filters has been growing at an estimated average annual rate of 1.0%. During the next three years, continued growth in input costs and demand for air filters are forecast to drive market prices up at an annualized rate of 1.6%.

### Market trends

- Demand for air filtration devices is steady. Longevity of HVAC units drives the need for replacement filters.
- Environmental regulations
- Increased focus on infection control and the role air quality plays
- Raw materials (filtration media such as polyurethane, polypropylene and highly refined paper, plastics, steel) cause pricing fluctuations



Sources: Global Industry Analysts, IBISWorld



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## Sourcing Summary

Air Filtration Products	
<b>Committee:</b>	Facilities and Environmental Services – All contract award decisions for the Facilities and Environmental Services portfolio are decided upon by this team of dedicated professionals
<b>Suppliers invited to participate:</b>	<ul style="list-style-type: none"> <li>• AAF International</li> <li>• Air Quality Engineering</li> <li>• Camfil</li> <li>• Clean Rooms International</li> <li>• Koch Filter</li> <li>• QleanAir Scandinavia</li> <li>• Trendway</li> <li>• Tri-Dim Filter</li> </ul>
<b>Contracted suppliers:</b>	<ul style="list-style-type: none"> <li>• AAF International</li> <li>• Camfil</li> <li>• Clean Rooms International</li> <li>• Koch Filter</li> <li>• QleanAir Scandinavia</li> <li>• Trendway</li> <li>• Tri-Dim Filter</li> </ul>

### About the Facilities and Environmental Services Committee

The Facilities and Environmental Services Committee includes facility chief operating officers, vice presidents, directors of purchasing and contracting and environmental services directors. Member credentials include FASHE, PE, CPM, CHESP, CHFM and MBAs. The committee member facilities are in all regions of the United States, including both rural and urban settings. They represent large integrated delivery networks (IDN), small hospital systems and teaching institutions.

*Information contained in this document is current as of May 1, 2021.*

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