

Airwaves

THE OFFICIAL NEWSLETTER OF GLASFLOSS INDUSTRIES

Summer 2011

Glasfloss, 75 Years Young! (Celebrating our Dodranscentennial)



It has been our good fortune to have worked for generations with many of you and your organizations. Without your support and leadership we couldn't have achieved this milestone. Through booming economic times or nagging recession, we are honored to continue serving your commercial and industrial filtration needs.

Is being a 75 year - family owned business your primary reason for choosing a supplier? Probably no more than being "the oldest filter manufacturer" describes what we do. Or being "continuously owned and operated" conveys the decades of experience our staff members apply in meeting your needs. Glasfloss isn't a multinational business conglomerate or venture capital outfit. Manufacturing commercial and industrial filtration products is our only business. It receives 100% of our attention. We sell through qualified distributors (not retail). Are those attributes conducive to serving your needs without conflict or distraction? Here at Glasfloss it's understood that if we can't handle your requirements, another company will. If you are like most

filtration professionals, your customers may not conveniently order single product lines in common standard sizes. They probably expect mixed shipments, produced and shipped complete, in a timely manner. This is where experienced Glasfloss professionals nationwide work their magic for you each and every day. We know we aren't perfect, customers constantly challenge us and we strive to ship quality products quickly and accurately year round. There is no substitute for experience and commitment. And when we offer sincere gratitude for the business you share, be assured it comes from the people doing the work, including the owners.

Seventy five years is a long time. Our mission is clear, our people are experienced and dedicated; and we look forward to celebrating our Centennial anniversary in the future. We hope to see you there. I think we'll make Grandpa proud!

Scott Lange
President

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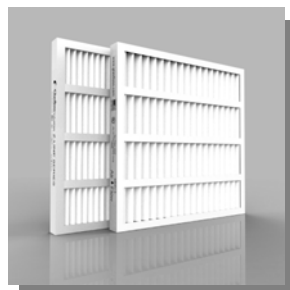
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New Self-Supporting ZXP & HXP Pleat Series



You may have heard that Glasfloss has developed new self-supporting pleated filters called ZXP (standard capacity) and HXP (high capacity). Both new pleated filters are manufactured with a patent pending, automated process that produces an exceptionally strong and consistent product that performs well in demanding HVAC applications and resists damage that may occur during shipping and handling. The ZXP and HXP achieve MERV 8 and are available in standard 2" sizes. Currently the ZXP and HXP are shipping from our Wisconsin plant only, with more capacity to be added at other plants in the near future.

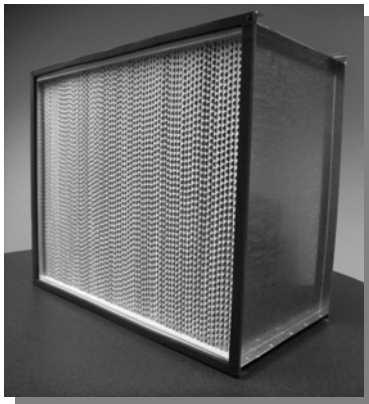
New Flush Box Magna Series 1000 HEPA Filter

Glasfloss is pleased to announce the development of our new Flush Box HEPA filter, which allows for increased square footage of media and superior performance. Most metal box style HEPA filters are made using either the double turned flange (DTF) style frame, or the X-Body frame. Other manufacturers may call these by different names, but the end result is the about the same. With the double-turned flange style frame, the inside dimensions of the frames are about two inches less than the outside dimensions. See the diagram below.

The “X-Body” style HEPA filter frame features flush pans on the top and bottom, which are seated on the outside of the side pans. The side pans are inverted. The inside dimensions of the filter frame are about two inches less than the exact width and about 1/8” less then the exact height of the filter. This style of filter frame provides for more usable filter media area than the double turned flange style filter frame because of the difference in the inside dimension on the height.

Glasfloss’ new “Flush Box” style HEPA filter is the best design in the industry. Made using flush pans on all four sides of the filter, this style of filter frame provides the most usable area within the filter frame for the filter media pack. Doing this enables Glasfloss to provide you with a filter that offers over 17% more filter media than the same capacity filter in other box style configurations. When this frame style is combined with the Super High Capacity* media option, you will provide a filter made with corrugated aluminum that offers well over 300 square feet of media for exceptional service life and low pressure drop. One of our distributors installed 120 of these in a hospital recently and commented about the ease of installation, due to the smooth, rigid construction.

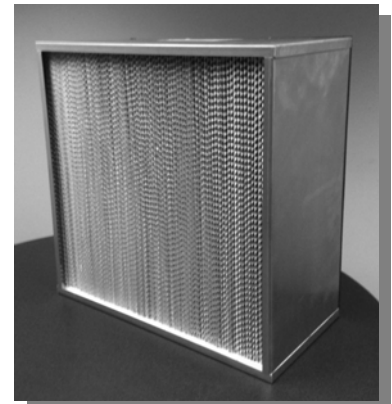
For more information about the Flush Box Style HEPA filter, contact your sales or customer service representative.
(* Super High Capacity available exclusively from the Glasfloss Ohio facility)



Double Turned Flange



X-Body Construction



Flush Box Style Construction

New Mini-Pleat Department in Dallas

Great News! Glasfloss has added a new mini-pleat department at our Dallas, TX manufacturing plant. The new mini-pleat machine is similar to the machine in OH but with all of the newest software and technology. The machine is located in a climate controlled room and has the ability to manufacture min-pleat packs for any product in the Puracell line. The new department significantly expands manufacturing capacity on Puracell products and will improve quality and lead times as well.

If you have any questions about the Puracell line of products, please contact your Glasfloss sales or customer service representative.



Why Upgrade to V-Cell Mini-Pleat Filtration?

By Chris Zaker, National Sales Manager

The last decade has brought many innovations to this industry. None has had a greater impact than the introduction of the mini-pleated filters. With this product design, the customer can enjoy the benefits of increasing media square footage from 58 square feet (Z-Pak) or 111 square feet (12" ASHRAE Magna) up to 211 square feet in the box style mini-pleat configuration. Similar increases in media area are realized in the header style products as well.

Performance is not dictated solely by media square footage, because different media types deliver different levels of performance. However, what usually can dictate the service life of the filter is the initial pressure drop. A filter with a lower pressure drop will allow the fan to deliver more airflow. This filter could also be left in the air handling unit longer, which reduces service and disposal costs. The other option is to change this type of filter according to the same frequency as the traditional ASHRAE Magna or Z-Pak filters. Doing this will reduce the energy consumption of the system drastically during that time.

The end users of this type of product have these options at their disposal. For applications where service of the air handling unit is cumbersome or difficult to manage, then leaving the filter in longer may be the primary concern. For building owners who are concerned with saving money, then changing these filters at the same frequency as they would normally change the other box type filters may be their choice.

The bottom line is that regardless of what is the most important to the end user, the fact remains that mini-pleat filtration may be beneficial to almost any end user.

Glasfloss offers this type of product in both the box and header style configuration in most common standard sizes. The header style product is available in a molded plastic frame for the value conscious consumer, or a metal frame. For applications where a 12" box style filter was used, a metal box style product is available. For the value-minded consumers, a 2-V model is available in both the plastic and metal versions of this product.

You should take some time to explore these options with your customers. Now that Glasfloss has a brand new mini-pleat machine in Dallas TX, we have the manufacturing capacity to service our entire customer base with this product line with excellent lead times.

For more information about these product lines, visit our website at: www.glasfloss.com, go to the Products Tab, and select the Puracell V/VX brochure for the metal version and the Puracell VP/VPX for the plastic model.

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MERV Chart Adjustments Proposed

At the upcoming summer ASHRAE meeting the public review of the MERV chart adjustments will be reviewed. Submitted a few months back was an adjusted MERV chart for MERV ranges of 8-11. As discussed in meetings there was a possibility (and an actual case) where a drop in 0.1% points in the E3 range could drop a filter's MERV from an 11 to an 8. This proved to be such a small drop in efficiency to be given such a huge drop in a MERV number. If there are no negative comments the proposal will automatically become the new standard.

Once passed, it may be possible some of our current test reports on pleated filters could take a 1-2 MERV level jump. Highlights from the meeting's discussion are as follows:

- The reason for the proposed change is a filter can drop from a MERV 11 to a MERV 8 due to a 0.1% point change in the E3 range
- The presented solution does not adversely affect the MERV of any current tested filter
- The solution may increase the resulting MERV for previously tested filters

The proposal is to change Table 12.1 as follows:

- Current E3 for MERV 9 and 10 is 85% \leq E3
- i. New MERV 10 E3 value would be 80% \leq E3
- ii. New MERV 9 E3 value would be 75% \leq E3