Upgrade your customers to Aprilaire

Make more revenue, reduce inventory, convert cakebox media to collapsible, and offer your customers a better product.

Increase revenue – Aprilaire media is available only through the HVAC channel.
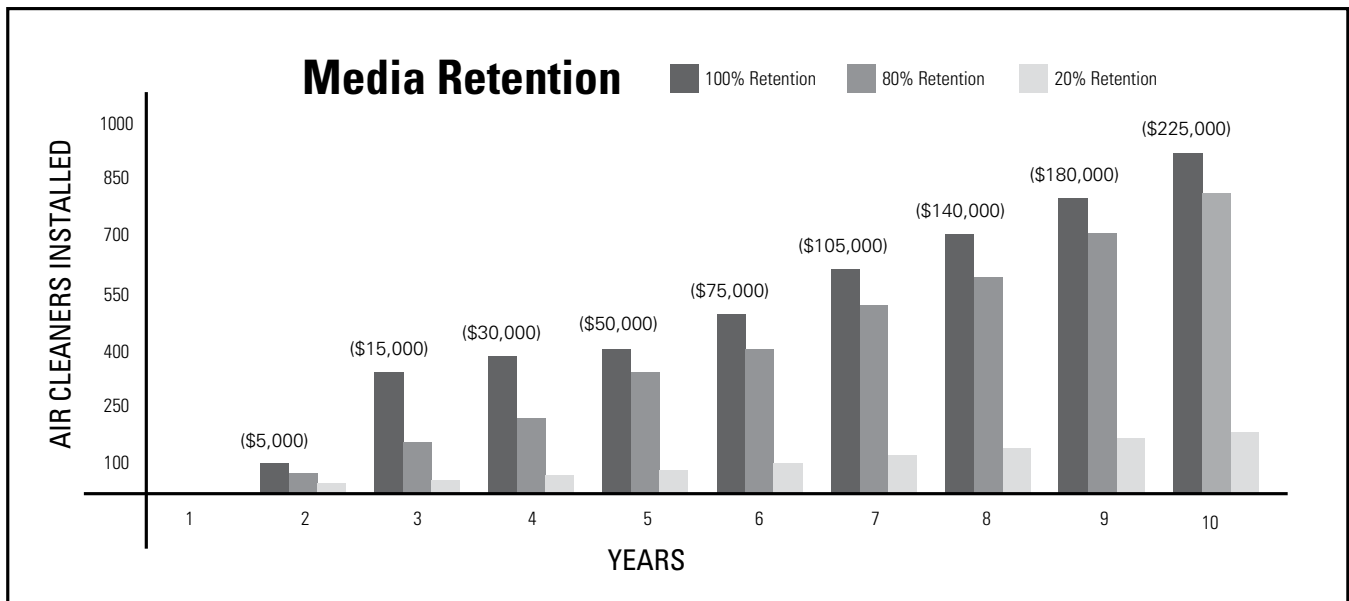
Consolidate inventory – Servicing the various brands of air cleaners requires media from multiple vendors. Consolidate your inventory to one brand/vendor.

Reduce damage – Collapsible media is smaller and protected from the damage associated with large, clumsy cartridge filters.

Improve air cleaner performance – Aprilaire's patented Self Seal™ design prevents air bypass, which is a common problem with cartridge filters.

Air cleaner media is an annuity; treat it like an investment in your business. Why not expect 100% media retention, it's real money. Start today!

Media Retention

Legend: 100% Retention, 80% Retention, 20% Retention

Y-axis: AIR CLEANERS INSTALLED (100, 250, 400, 550, 700, 850, 1000)

X-axis: YEARS (1–10)

Data labels:
- Year 2: ($5,000)
- Year 3: ($15,000)
- Year 4: ($30,000)
- Year 5: ($50,000)
- Year 6: ($75,000)
- Year 7: ($105,000)
- Year 8: ($140,000)
- Year 9: ($180,000)
- Year 10: ($225,000)

If you install 100 air cleaners per year and sold replacement media to your customers for $50, over the next 10 years you will have installed 1000 air cleaners. At 100% retention you would have $225,000 in total revenue. Even at 20% retention you would have $45,000. Currently, you could be losing $180,000 in revenue to a big box retailer or hardware stores. Use this Aprilaire upgrade kit to recapture that lost revenue.

Aprilaire®

Upgrade Rails	Fits Air Cleaner Size	Filters	Fits Air Cleaner Models by:
Model 4897	16" x 25"	610, 613	Carrier General Honeywell Lennox Trion Ultravation
	20" x 25"	810, 813	
Model 4898	16" x 20"	110, 113	
	20" x 20"	310, 313	

PRODUCT SPECIFICATIONS

MERV 11				
	Nominal Size (In Inches)	Resistance @ Airflow Volume (inches w.c. @CFM)	Shipping Weight (full carton)	Filtering Media Area
Model 110	16" x 20"	.02"@200 .10"@800 .05"@400 .14"@1000 .06"@600 .20"@1200	18 lbs.	22.2 sq. ft.
Model 310	20" x 20"	.02"@200 .10"@800 .04"@400 .14"@1000 .06"@600 .19"@1200	19 lbs.	19.4 sq. ft.
Model 610	16" x 25"	.07"@800 .12"@1200 .09"@1000 .15"@1400 .19"@1600	22 lbs.	20.8 sq. ft.
Model 810	20" x 25"	.06"@800 .13"@1400 .08"@1000 .16"@1600 .11"@1200 .19"@1800 .22"@2000	24 lbs.	26.5 sq. ft.

MERV 13				
	Nominal Size (In Inches)	Resistance @ Airflow Volume (inches w.c. @CFM)	Shipping Weight (full carton)	Filtering Media Area
Model 113	16" x 20"	.03"@200 .16"@800 .07"@400 .22"@1000 .11"@600 .29"@1200	18 lbs.	22.2 sq. ft.
Model 313	20" x 20"	.03"@200 .13"@800 .05"@400 .17"@1000 .09"@600 .23"@1200	19 lbs.	19.4 sq. ft.
Model 613	16" x 25"	.10"@800 .22"@1400 .14"@1000 .26"@1600 .17"@1200 .31"@1800 .37"@2000	22 lbs.	20.8 sq. ft.
Model 813	20" x 25"	.09"@800 .19"@1400 .12"@1000 .23"@1600 .15"@1200 .27"@1800 .31"@2000	24 lbs.	26.5 sq. ft.

Aprilaire®
Trusted Solutions for a Healthy Home™