

# Air Purifier Price Comparisons and Long Term Operation Cost

December, 2001

|                                     |                     |                  |                  |              |                          |                 |                               |                   |
|-------------------------------------|---------------------|------------------|------------------|--------------|--------------------------|-----------------|-------------------------------|-------------------|
| Manufacturer/Model                  | Honey well<br>13520 | SunPure<br>Ultra | Whirlpool<br>450 | BlueAir      | AustinAir<br>HealthMate+ | C.A.R.E<br>2000 | Sharper<br>Image GP           | AirSource<br>3000 |
| Rated coverage S.F.                 | 375                 | 400              | 400              | 550          | 1500                     | 1500            | 500                           | 3000              |
| Purchase cost/unit                  | \$175               | \$599            | \$270            | \$589        | \$465                    | \$599           | \$500                         | \$699             |
| Filter cost<br>Per unit             | \$125               | \$140            | \$125            | \$147        | \$229+                   | \$65            | Clean every<br>2 weeks + \$20 | \$39              |
| Approx. Energy cost<br>@ .07/ KW/hr | \$110               | \$80             | \$73             | \$45         | \$69                     | \$60            | \$10                          | \$13              |
| Number of units to<br>treat 3000 SF | 8                   | 7                | 7                | 5            | 2                        | 2               | 6                             | 1                 |
| Cost to treat 3000<br>SF            | \$1,400             | \$4,193          | \$1,890          | \$2,945      | \$930                    | \$1,198         | \$3,000                       | \$699             |
| Annual Cost<br>Filters + Energy     | \$1,880             | \$1,540          | \$1,386          | \$960        | \$596                    | \$250           | \$180+                        | \$51              |
| Treats air for:                     |                     |                  |                  |              |                          |                 |                               |                   |
| Particulates (size)                 | To .1 micron        | To .1 micron     | To .1 micron     | To .1 micron | To .3 micron             | To .1 micron    | To .5 micron                  | All               |
| Gases (VOCs)                        | Not rated           | Yes              | No               | Most         | Yes                      | Yes             | Partial                       | Yes               |
| Odors                               | Not rated           | Yes              | No               | Yes          | Yes                      | Yes             | Partial                       | Yes               |
| Microbials<br>(bacteria, mold etc.) | Not rated           | Yes              | Some             | Most         | Partial                  | Yes             | Partial                       | Yes               |
| Treats All The Air                  | No                  | No               | No               | No           | No                       | No              | No                            | Yes               |
| Lab Test Results                    | ?                   | ?                | ?                | ?            | ?                        | ?               | ?                             | Yes               |

Notes:

1. Competitor prices are sale prices, reflecting 5% to 10% off suggested retail. AirSource price is at the suggested retail.
2. Prices are taken from various websites, including allergybuyersclub.com and aircleanerexpress.com
3. Units shown are representative of popular units sold at various price ranges.
4. Some companies have not tested for efficacy in removing certain pollutants, but still rate their units as partially effective based on generic information on effectiveness.
5. The AirSource 3000 has not been tested for all gases or microbials, but has been tested and found effective for all TYPES of microbials and all types of VOCs. AirSource is one of the few that offers real lab test results on its system.
6. AirSource is the only system that treats the air instead of filtering the air. This is a great benefit because it will not only clean the air of pollutants; it will also clean the pollutants that are on objects in the home such as the walls etc.

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Another very important factor to take into consideration is the long-term cost of owning and operating an air system.

Don't be taken in on the low up-front cost of purchasing a system. You may be in for a big surprise over the long run to keep it running.

The chart below is an operation cost comparison based on treating 3000 S.F. up to a 20 year life span.

| Manufacturer/Model  | Honey well<br>13520 | SunPure<br>Ultra | Whirlpool<br>450 | BlueAir        | AustinAir<br>HealthMate+ | C.A.R.E<br>2000 | Sharper<br>Image GP               | AirSource<br>3000 |
|---|---------------------|------------------|------------------|----------------|--------------------------|-----------------|-----------------------------------|-------------------|
| Number of Units<br>Needed for<br>3,000 S.F.               | 8                   | 7                | 7                | 5              | 2                        | 2               | 6                                 | 1                 |
| Purchase cost of<br>Total # units<br>1st year             | \$1,400             | \$4,193          | \$1,890          | \$2,945        | \$930                    | \$1,198         | \$1,750                           | \$699             |
| Filter cost of<br>Total # units<br>1st year               | \$1,000             | \$980            | \$875            | \$735          | \$458                    | \$130           | Clean every<br>2 weeks +<br>\$120 | \$39              |
| Approx. Energy cost<br>@ .07/ KW/hr<br>1st year           | \$880               | \$560            | \$511            | \$225          | \$138                    | \$120           | \$60                              | \$13              |
| <b>Total Cost to<br/>Homeowner<br/>1st year operation</b> | <b>\$3,280</b>      | <b>\$5,733</b>   | <b>\$3,276</b>   | <b>\$3,905</b> | <b>\$1,526</b>           | <b>\$1,448</b>  | <b>\$1,930</b>                    | <b>\$751</b>      |
| Cost over a 5 year<br>Operation period                    | \$10,800            | \$11,893         | \$8,820          | \$7,745        | \$3,910                  | \$2,448         | \$2,650                           | \$959             |
| Cost over a 10 year<br>Operation period                   | \$20,200            | \$19,593         | \$15,750         | \$12,545       | \$6,890                  | \$3,698         | \$3,550                           | \$1,219           |
| Cost over a 15 year<br>Operation period                   | \$29,600            | \$27,293         | \$22,680         | \$17,345       | \$9,870                  | \$4,948         | \$4,450                           | \$1,479           |
| Cost over a 20 year<br>Operation period                   | \$39,000            | \$34,993         | \$29,610         | \$22,145       | \$12,850                 | \$6,198         | \$5,350                           | \$1,739           |
| Cost Per Day<br>Over 20 year period                       | \$5.34              | \$4.79           | \$4.06           | \$3.03         | \$1.76                   | \$0.85          | \$0.73                            | \$0.24            |
| Cost Per Week<br>Over 20 year period*                     | \$37.38             | \$33.53          | \$28.42          | \$21.21        | \$12.32                  | \$5.95          | \$5.11                            | \$1.68            |

\* Assuming all units last as long as AirSource