



# IPI Waiver Request Form

Sales Office & Showroom: 1445 E Grand Ave, Des Moines, IA 50316  
 P: 800-870-4537 | F: 515-725-8714 | www.iaprisoinind.com

See page 2 for information on the Waiver Request process and instructions on submitting this Waiver Request.

<b>Department:</b> <u>Ia Corr Inst for Women</u> <b>Address:</b> <u>420 Mill St SW</u> <u>Mitchellville, IA 50169</u>  <b>Contact Person:</b> <u>Lori Choate</u> <b>Phone:</b> <u>515-725-5020</u> <b>Fax:</b> <u>515-725-5015</u> <b>Email:</b> <u>lori.choate@iowa.gov</u>	<b>Today's Date:</b> <u>4-16-18</u> <b>Date to Complete Project:</b> <u>5-1-18</u>  <hr style="width: 80%; margin: 0 auto;"/> <b>State Agency Director's Signature</b>
---	---

**Explanation of Waiver Request:**

ICIW is requesting a waiver for air fillers, I have attached the other 3 quotes.

Fill out completely the items to be purchased below or include an Itemized quote with price, delivery and installation charges. For any modular order also include a copy of the drawing proposed. You may also attach your quote from the supplier you plan to purchase from in lieu of filling in the boxes below.

**Product to Purchase:**

Stock #	Vendor	Brand	Quantity	Made in USA		Cost	Extended
				Yes	No		
				<input type="checkbox"/>	<input type="checkbox"/>		
				<input type="checkbox"/>	<input type="checkbox"/>		
				<input type="checkbox"/>	<input type="checkbox"/>		
				<input type="checkbox"/>	<input type="checkbox"/>		
				<input type="checkbox"/>	<input type="checkbox"/>		
				<input type="checkbox"/>	<input type="checkbox"/>		
				<input type="checkbox"/>	<input type="checkbox"/>		
<b>Total Extended Cost:</b>							

**Iowa Prison Industries Response:**

WAIVER DENIED - SEE ATTACHED DIRECTOR'S NOTE

THANK YOU

4/25/2018  
 Approval Signature

----- Forwarded message -----

From: **Clark, Daniel** <dan.clark@iowa.gov>

Date: Tue, Apr 24, 2018 at 4:37 PM

Subject:

To: Steven Carroll <steven.carroll@iowa.gov>, Lori Choate <lori.choate@iowa.gov>

Cc: "Peterson, Kevin" <kevin.peterson1@iowa.gov>

Hi Steve and Lori,

Following to my discussion with Steve, we are not approving the requested waiver on HVAC filters due to a difference in quality. The IPI filter has an initial air resistance which is 18% lower, and so this is not an apples-to-apples comparison. For ICIW, the lower initial air resistance is more valuable than the difference in filter price. A lower air resistance means there is less strain on the blower motors and other parts of the HVAC systems at ICIW, and lower energy usage. It will also result in cleaner air for you, other staff, and offenders.

You might be interested to know that the purchase price of a filter represents just 18.5% of its life cycle cost, while energy costs make up 81% (from the Grainger website):

Paying attention to the amount of pressure drop is important because "increasing efficiency without regard to pressure drop can result in dirtier air and increases in energy usage/cost. Additionally, there is an increased risk of system malfunction, compromising overall HVAC system performance caused by reduced airflow."

The cheapest filter isn't necessarily the lowest cost filter. Life cycle costing is a tool that can help you determine the actual cost of a filter. There are 3 factors that go into the life cycle cost, initial investment and maintenance, energy consumption and disposal.

**Initial Investment/Maintenance** – Initial investment and maintenance account for about 18.5% of the cost to operate a filter. This upfront cost includes the price of the filter and as well as shipping costs, damage or loss during shipment, storage and the cost of labor for maintenance and installation.

**Energy consumption** – At 81%, energy consumption comprises the bulk of the operating cost. Therefore, using a high efficiency filter that offers low initial resistance can help reduce pressure drop and result in both cleaner air and lower operating costs.

**Disposal** – This is the least expensive factor within the life cycle at only 0.5%. Disposal is associated with the cost of labor to either throw away or incinerate the used filter.

Considering that energy consumption makes up the bulk of life cycle cost, purchasing the cheapest filter doesn't always make sense. A more expensive, but higher efficiency filter can help cut down on energy usage. Higher efficiency filters may also require less maintenance and the labor costs for even one less filter change per year can make a difference, especially when changing multiple filters. With higher energy costs and labor costs, that can really add up.

Kevin will be happy to assist you with your order. Thanks for your support of the IPI work training program, which reduces recidivism and makes Iowa communities safer. It also makes the institution a safer place, since offenders are busy with positive and pro-social activities.

<https://mail.google.com/mail/ca/?ui=2&ik=5af5f96393&jsver=OeNArYUPo4g.en.&view=pt&cat=Labels%20Special%20Folders%2FDan%20Clark&search=cat&th=>

4/25/2018

State of Iowa Mail - Filter waiver that I didn't approve for ICIW

Best regards,

Dan



Dan Clark, Director

Office: 510 East 12th Street, Des Moines, IA 50319

Showroom: 1445 East Grand Avenue, Des Moines, IA 50316

Tel: 515-822-8920

[www.iaprisoinind.com](http://www.iaprisoinind.com)

