

### “Green” not just a buzzword at Floratech

Environmental responsibility has always been a key goal of Floratech, since its inception in 1986. Finding a way to reduce lost floral product while providing unique merchandising solutions inspired the first Floratech product design.

The growing awareness of global sustainability, high oil prices, and rising material costs create an ever more difficult challenge to produce better profit margins. Nevertheless, Floratech continues to add to the “green” features of its products, while keeping costs in line. This is especially welcome not only to our customers in the United States, but for all our clients around the world.

### “Green” features found in Floratech products include:

- environmentally friendly refrigerant options and cabinet materials;
- remote monitors for optimal central system energy efficiency;
- use of wetpack vases to reduce labor and waste;
- re-usable filters on evaporator and condenser sections to prevent debris from clogging the system; and,
- easy access to mechanicals to encourage preventive maintenance, which in turn helps the equipment run more efficiently.

In addition, Floratech’s patented boundary layer airflow design does not require a ceiling on the cooler to keep the air circulating properly and ensure efficient cooling. And it provides low velocity airflow over the heads of the blooms,



Floratech practices “green” principles

which is then returned under the vases to keep the water cold and the flowers fresher longer.

Because Floratech’s Always Open® coolers are “topless,” they can use ambient store lighting to illuminate the merchandise display, eliminating the need for ecologically questionable fluorescent bulbs and additional electricity.



Floratech gives you merchandising flexibility

Floratech practices manufacturing compliance for hazardous substances and lead-free electronics manufacturing (RoHs and WEEE). The factory is actively engaged in lean manufacturing principles that contribute to sustainability being practiced throughout the corporate supplier chain.

Floratech designs refrigerated floral coolers for leading supermarkets in the US and Canada, and has expanded internationally to grocery chains, retail outlets, garden centers and florist venues from Portugal to Russia to South America. ▲

### Wine Guardian names Canadian and west coast distributors

Two more established distributors specializing in custom-built wine cellars are now representing Wine Guardian products.

Toronto-based Rosehill Wine Cellars has been building cellars since 1995 and offers Wine Guardian as one of its preferred cooling systems for large private and commercial applications.

Vintage Cellars in Southern California also recently added Wine Guardian to its list of cooling systems. The company has been designing and constructing wine cellars for 15 years.

Both distributors offer a full range of wine storage products and wine accessories and have a coast-to-coast clientele. ▲



Sonoma Valley Film Festival

For a list of North American WG dealers visit [www.wineguardian.com](http://www.wineguardian.com)

## Update on AI's patents and trademarks

The technology fostered at Air Innovations is important intellectual property that we take concerted steps to protect. This provides us with a competitive edge in the marketplace and strategically positions the company as inventive designers and manufacturers.

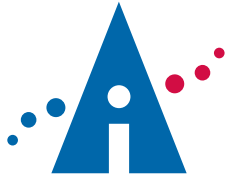
Our most recent patent was awarded for IsolationAir, our portable contamination control unit for healthcare and emergency preparedness industries. This patent gives AI the exclusive right to make and sell the unit for the next 20 years.

**Other patented AI technology includes** Floratech's Low Profile, Checkstand and Wall of Color designs, the return air grille and boundary layer airflow.

**Patents are currently pending on** Floratech's Wall of Color shelving system and on HEPAiRx™, a total room air purifier and ventilator.

### Registered trademarks at the company include

Air Innovations' signature logo, IsolationAir®, Floratech®, Always Open®, Wine Guardian®, HEPAiR®, and AdvancAir®.



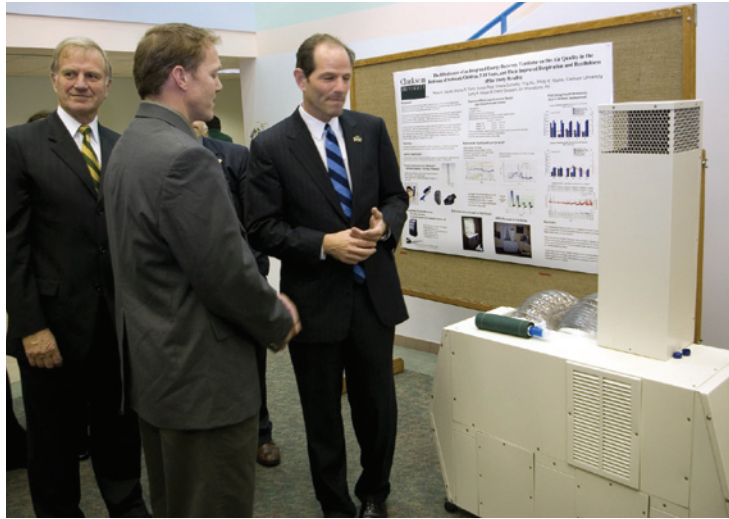
**European Community trademarks have been awarded** to Floratech and Wine Guardian. This development is especially important given our brands' expansion into the global arena, prompted by the opening of a sales and service branch in Denmark in 2005. Our customers currently hail from the United Kingdom to Russia. ▲



Floratech and Wine Guardian are now trademarked in the European Community



AI plans to roll out several 13-foot wide Shop 24 units during the next few months. These automated convenience stores are the largest units to date to be designed and built at Air Innovations.



New York State Governor Eliot Spitzer, right, and Clarkson University President Tony Collins, left, view HEPAiRx at a Clarkson technology forum in Potsdam, NY

## Syracuse, NY to host Healthy Buildings Conference September 13–17, 2009

The International Society for Indoor Air Quality (ISIAQ) has selected the Syracuse Center of Excellence in Environmental and Energy Systems and Syracuse University to be hosts of Healthy Buildings 2009.

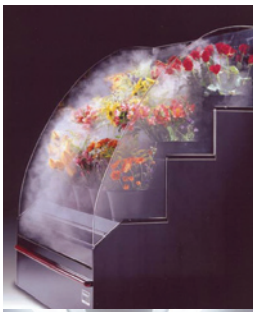


The conference, held every three years in various worldwide locations, comes to Syracuse on the basis of the national recognition and reputation gained by local environmental systems firms such as Air Innovations and the Syracuse CoE, a federation of over 140 businesses, academic, research and technology development organizations specializing in built and urban environments.

AI is a charter member and silver patron of the Syracuse CoE. ▲



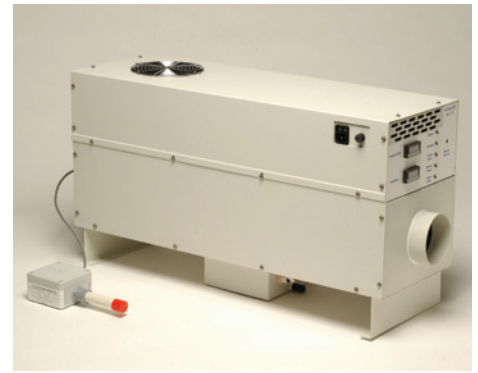
The new headquarters for the Syracuse Center of Excellence is slated to open January 2009. For more details on the Healthy Buildings 2009 program, visit [www.hb2009.com](http://www.hb2009.com)



## Air Innovations seeks M&A opportunities

Air Innovations believes in growth by advancing its current brands and developing new products, especially those integrated into OEM equipment, as well as by acquisition in our target markets. We have aggressive goals for where our company will be by 2010 and we welcome discussions with qualified candidates. To discuss our criteria in greater detail, please contact:

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802-492-2405  
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www.cfaw.ca



AI can custom design micro-environment enclosures as well as the ECU

## Custom-designed OEM micro-environment solutions

Air Innovations' table top-sized environmental control solutions designed for OEM micro-environment applications can be modified to meet your exact specifications.

For instance, the ArrayAir II, shown above, maintains precise and stable micro-environments up to 30 cubic feet in size. The unit features humidification, dehumidification, heating, thermoelectric cooling and HEPA filtration and is typically used in biotech, pharmaceutical and photolithography applications. ▲

## Employee Watch

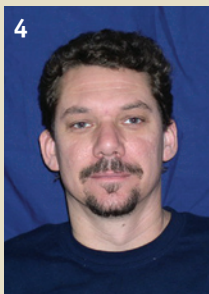
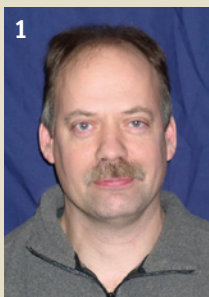
Air Innovations welcomed seven new employees during the last half of 2007

1 and 2 - Keith Wilson and Anson Reed, floral and wine cooler assembly

3 and 4 - Frank Canestrare and Paul Monroe, OEM assembly

5 - Beth Green, refrigeration design engineer

6 - Marilyn Raymond, accounting



Not pictured: Dave Statsny, maintenance, shipping and warehouse.

## AI CAREER OPPORTUNITIES

Air Innovations is actively seeking **MECHANICAL ENGINEERS** to work in our expanding niche markets. This is a great opportunity for design creativity in a friendly workplace. Complete information is available on the AI website, <http://www.airinnovations.com/careeropportunities.asp>

For information about **INTERNSHIPS** in engineering, marketing, and manufacturing write to [hr@airinnovations.com](mailto:hr@airinnovations.com)

*Check out  
[www.airinnovations.com](http://www.airinnovations.com)  
for job opportunities  
at Air Innovations*

## Floritech expands international reach

Floritech's international team convened at HortiFair 2007 in Amsterdam to meet with clients and demonstrate Floritech's technical advantages and unique merchandising features. The

assembled team conversed fluently with prospective customers in ten languages: Danish, English, French, German, Italian, Norwegian, Polish, Portuguese, Spanish and Swedish. ▲



Left to right: Michael Wetzel P.E., President, Air Innovations; Jean Yves Pamart; John Patalita, Floritech Division Manager; Nuno Ribeiro; Henrik Klinge; Jan Hallum Hansen, Sales and Marketing Manager, FloritechEurope; and Curt Sorensen. Floritech products are distributed throughout Europe by FloritechEurope in Denmark. The Syracuse, New York office sales team handles all other international floral merchandising solutions.



### *Floritech and Wine Guardian seek global opportunities*

Both of these popular AI brands are expanding their international sales and distribution efforts.

Direct inquiries to  
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**Floritech®  
AdvancAir®  
HEPAir®  
Wine Guardian®  
IsolationAir®  
HEPAiRx™**

For more information  
on Air Innovations  
or its divisions,  
please visit us online  
or request a brochure at  
[www.AirInnovations.com](http://www.AirInnovations.com)

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**1-800-825-3268**

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