

- Floratech
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- OEM Products

Summer 2005

Floratech

Floratech shines in Houston

Floratech's new Millennium Wall Series™ received rave notices at the recent Super Floral Show in Houston.

Floratech's complete line of products now sports new upgrades and options, designed to blend beauty and superior durability with unique merchandising features, a Floratech hallmark.

From the top down, all Floratech merchandisers have been upgraded. Heavy wooden cases have been replaced with lighter-weight, durable composite materials available in a variety of finishes and colors. Tilting decks on the Low Profile model bring flower heads directly into the customer's line of vision, showing off

the blooms, not the stems.

Have a problem with customers spilling water into your cooler? Floratech engineers improved water containment by increasing drain sizes and by replacing rust-prone evaporator trays with seamless, vacuum-formed ones.

Floratech coolers — the quietest in the industry — have become virtually noiseless with an upgraded sound abatement package that includes new fans and sound absorbing insulation.

The popular Low Profile has been outfitted with sleeker, more durable lights for better product visibility, a built-in signage system, new bumpers and a shelf



Debbie Pelow, left, account manager, inspects Floratech's Low Profile upgrades with Cheryl Gressani, division manager.

option for arrangements or floral accessories.

Front panels on the Low Profile and Wall of Color

also swing open, without tools, making maintenance access to the evaporator coil faster and easier. ▲

Wine Guardian

Wine cellar AC unit debuts at national trade shows

WineGuardian represents Air Innovations' first venture into direct consumer marketing

Air Innovations' commercial grade, environmental control system for the restaurant/food service industry and high-end private cellars was introduced at the recent National Restaurant Association trade show in Chicago and the ASHRAE show in Orlando.

According to customers, WineGuardian has several advantages over other products on the market, including easy installation, reliability, remote ducting to eliminate noise and vibration, and ability to maintain precise temperature and humidity.

For more information, call Mike Militi at 1-800-825-3268. ▲



2005 Trade Show Roundup

Visit our representatives at:

SemiCon West
Cleanroom Systems
July 12-14
San Jose, CA
Booth #2132

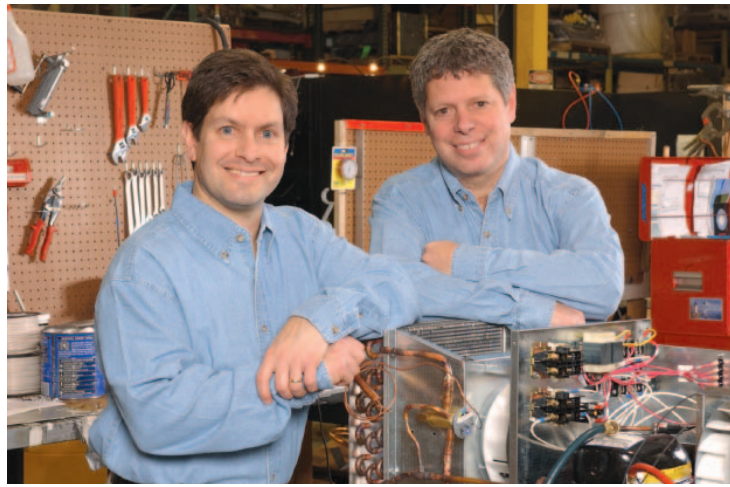
The company with a VIEW

Value Improvement, and Elimination of Waste (VIEW), the main tenets of lean manufacturing that Air Innovations adopted in 2003, inspire ongoing evaluation and improvements.

One such example is SolidWorks, a 3-D computer design program used by AI's engineering department that automatically creates work instructions and assembly images for production floor training and control. It is also used for communicating with clients during Air Innovations' design process.

Another VIEW-related program was an all-day workshop the company hosted for its vendors during which they experienced a hands-on assembly simulation, which demonstrated the efficiency lean manufacturing can bring to an operation. The Simply Better Car Company®, presented by Seven Pines Consulting Group, has been used as a training tool for all AI employees, and underscores a team approach to problem solving. Air Innovations is committed to continuous process improvement both in our facility and with our vendors.

AI instituted LEAN manufacturing principles in 2003, resulting in a more efficient layout of work stations and component handling.



Cleanroom Systems' sales manager Mike Militi, left, discusses VIEW innovations with Rich Gozigan, right, Air Innovations' director of operations.



Working on subassemblies are (left to right) Jim Penfield, Jennifer Branson and Bill Hoff.

For example, Rich Gozigan, director of operations at Air Innovations, has instituted a vendor-managed inventory system with some of our key suppliers. This promotes

partnerships with local vendors, reduces lead times and paperwork, and increases efficiency and product availability, resulting in increased customer satisfaction.

In addition, AI uses the Kanban method for building its electrical components. Kanban, a Japanese term for "signal," is a manufacturing principle that results in an orderly and efficient flow of materials through a set cycle of replenishment, for instance, "always five on the shelf." Kanban methods empower employees to make quick decisions during the manufacturing process.

According to Mike Wetzel, AI president, "VIEW has revolutionized our manufacturing, bringing dividends to our customers in the form of better products, faster service and reduced cost, and also benefits to ourselves. During our last quarter we broke all our previous manufacturing records, and this is in a large part due to VIEW." ▲



Community partnership: IsolationAir

Late morning on September 11, 2001, hospitals containing burn units within several hundred miles of New York City received directions to stand by to admit what was predicted to be possibly thousands of victims. The victims never came, but if indeed there had been a massive number of survivors, the hospitals would have been unable to house them in the existing number of costly, permanent patient burn rooms. There are only a total of 1,500 of these burn beds in the entire United States.

In May 2004, the U.S. government issued the National Bioterrorism Hospital Preparedness Program to all participating hospitals requiring them to make available multiple isolation rooms that

could be used for infectious disease control, such as SARS, TB, smallpox, pneumonic plague and influenza, and as a protective environment for burn victims or immunosuppressed patients. Because of continuing terrorism threats, hospitals are prompted to achieve this goal by August 2007.

The New York Indoor Environmental Quality Center (NYIEQ) awarded Air Innovations a \$50,000 grant last year to work with the Center for Emergency Preparedness at Upstate Medical Center in Syracuse to develop and test a portable and cost-efficient HVAC system that quickly converts a standard hospital patient room into an isolation room. Preliminary tests of IsolationAir in February



proved extremely encouraging. The unit exceeded the guidelines for isolation facilities established by the Centers for Disease Control and American Institute of Architects.

To bring IsolationAir to the hospital market nationwide, Air Innovations has partnered with the Central New York MedTech group of architects, engineers, facility planners, medical departments, emergency preparedness

personnel and medical device manufacturers to finalize the unit's features and plan the distribution process. CNY MedTech is a manufacturer-driven organization focused on the commercialization of medical technologies and dedicated to promoting Central New York to emerging medical sector companies.

For more information on this project, please contact Mike Wetzel, 1-800-825-3268.



Employee Watch

Air Innovations staff — new hires and promotions — first quarter of 2005.



Karen Marceley joined the AI staff as an administrative assistant to the management team.

Matt Lazarony, formerly a two-year student intern, has joined the engineering department.



Jennifer Wells, formerly receptionist, has been promoted to the position of materials and purchasing assistant in the operations department.

Check out
www.airinnovations.com
for job opportunities
at Air Innovations

What exactly does Air Innovations do?

The client-driven solution

By now you have received or read online one or more issues of our newsletter, which debuted just last fall. So you know that Air Innovations, established in 1983, is an application specialist for niche market air conditioning and environmental control. Our core strength is our ability to understand a particular customer's technical needs, constraints and goals, and then transform these challenges into a unique client-driven solution.

This is a multi-step process that starts with strategic goal setting, then concept development of the solution or solutions, followed by detailed design development. As a vital part of the solution, we conduct alpha builds and tests and coordinate regulatory submissions, culminating with rigorously QC'd full-scale production. In the area of homeland security, for instance, one client-driven solution led to our producing a refrigeration system that fully integrates into the original equipment manufacturer's explosion detection unit. This system was designed for operational redundancy in a wide-ranging operating envelope that meets strict global distribution parameters.

Air Innovations delivers extensive air conditioning expertise to not only OEMs like these, but to its other product lines as well:

Floratech, floral display merchandising systems;

Cleanroom Systems, cleanroom and mini-environment air conditioning units; WineGuardian, self-contained, air conditioning units for wine cellars; and, IsolationAir, self-contained, portable air conditioning and environmental control units for healthcare facilities and isolation rooms.

In addition to these five areas, AI is constantly seeking out new opportunities based upon specific customer requests, or through mergers and acquisitions.

Air Innovations owns a 40,000 square foot, state-of-the-art facility in Syracuse, New York. The company is family-owned and operated by licensed professional engineers.

Contact Mike Wetzel, 1-800-825-3268, to discuss your next environmental control project. ▲

Visit our newly revised website
www.airinnovations.com



In May, Air Innovations' employees celebrated achieving highest-ever manufacturing production records with a company picnic and a group photo.

Floratech® AdvancAir® HEPAir® Wine Guardian™ IsolationAir™

*For more information on Air Innovations, or its divisions,
please visit us online or request a brochure at*

www.AirInnovations.com
www.Floratech.net

www.CleanroomSystems.com
www.WineGuardian.com

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