

Air Innovations awarded three grants

Air Innovations aggressively seeks funding for new product development, and recently received three grants ranging from \$49,000 to \$93,000.

Heat and Power System for Supermarkets

A \$93,000 grant from the New York State Energy Research and Development Authority (NYSERDA) under Governor George Pataki will investigate the feasibility of developing and marketing a combined heat and power packaged system to provide power generation and refrigerant sub-cooling for supermarkets. The study outcome will include a detailed analysis and a prototype design.

Hospital Isolation Rooms

The New York Indoor Environmental Quality Center awarded a \$50,000 grant to work in conjunction with the Center for Emergency Preparedness at Upstate Medical Center in Syracuse, N.Y. to develop and test a portable HVAC system that quickly converts a standard hospital patient room into an isolation room.

Employee Training

The Workforce Investment Board of the New York Department of Labor awarded a \$49,000 grant to pay for three types of training in the manufacturing facility, all geared toward improving productivity, eliminating waste and upgrading quality. ▲



Jim Penfield makes final wiring connections on an AdvancAir unit.



A message to our Floratech friends

Floratech sent out its first newsletter eight years ago to a small circle of customers that has steadily expanded in size and interest over the years. Going forward, the *Floratech Newsline* now becomes part of its parent's new venture — this first Air Innovations newsletter. Features will include news on all aspects of the Air Innovations' family of products, from floral refrigeration to mini-environment systems to wine cellar climate control. We invite your comments! ▲

OEM PRODUCTS

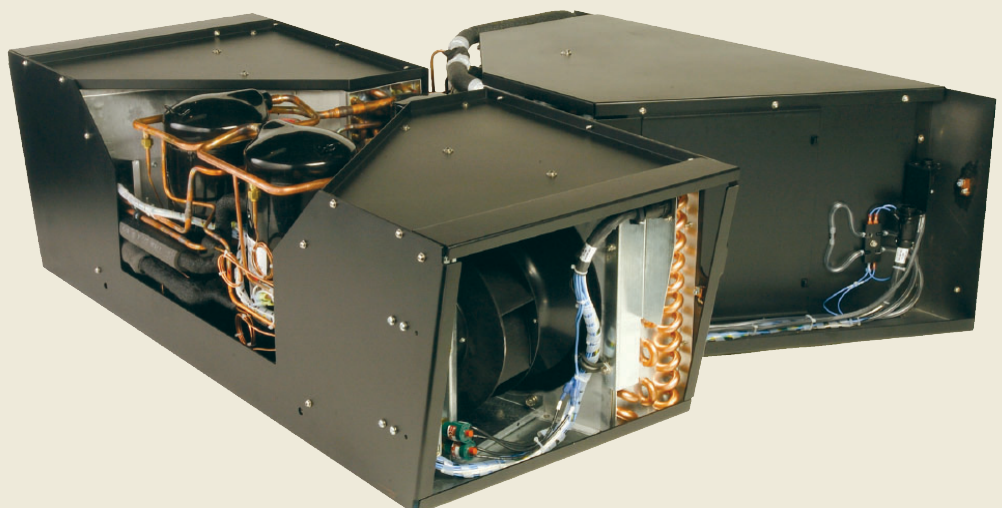
Homeland security challenge met

Automated baggage-handling explosives-detection equipment is used in airports around the world. A manufacturer of this equipment required a standard, powerful, compact air conditioning unit capable of reliably operating in both the hot and extreme cold temperatures found in unconditioned baggage areas, and the ability to function in all world electrical voltage modes.

According to AI president Mike Wetzel, "This contract involved working with very challenging physical and

technical constraints. We had to design the air conditioner to fit into an existing box and work well from sub-freezing up to 125 degrees Fahrenheit."

After extensive testing, the problem was solved with an overlapping dual-refrigeration system, and carefully selected highly reliable components. Production of the units began in January 2004. ▲



FLORATECH

Wall of Color gives new look to industry

Floritech's patent-pending Wall of Color is the floral industry's first upright case with no confining top and sides, giving a fresh new look to a standard product. The most versatile, best merchandising, open cooler on the market has many unique features.

The case offers a higher, forward sloped display putting flowers within easy sight and reach. The Wall of Color also promotes complete flexibility in product arrangement. One row of buckets

locks into the deck. The rest are supported off the back by a split shelving/bracket system allowing either vertical or horizontal displays of arrangements and buckets. All shelving has 4-way tip angles, including a flat position.

Adjustable rack positions accommodate tall or standard vases and arrangements.

Wall of Color features Floritech's patented boundary layer airflow, which directly cools all vases equally, and gently envelops flowers with cold, moist air. Floritech refrigeration technology is included: self-contained or remote refrigeration system; digital thermostatic control with an automatic "on demand" defrost cycle;



oversized evaporator coil to minimize moisture removal, keeping relative humidity high; and a maintenance-free return air grille. ▲

The Wall of Color is available in 4', 5', 6', and 8' lengths.

Market Watch

Wine Guardian — Air Innovations' newest division — recently launched its website, www.WineGuardian.com. Look for more information on this exciting product online now, and in our next AI newsletter!



OEM PRODUCTS

Portable HVAC system for military airborne laser project

A missile defense system built inside a 747 has been developed by Lockheed Martin and TRW. This flying weapon can detect and then fire upon foreign inter-continental ballistic missiles as they are being launched, before they are able to reach U.S. airspace.

The powerful intense laser in the weapon contains highly sensitive optics, which can only be serviced in a cleanroom atmosphere. As it would not be practical to move the entire plane into a cleanroom, AI was presented with the challenge of developing a portable, self-contained HVAC system to deliver cleanroom-quality air directly to the point of use. The unit, AI's largest to be built



with wheels, will sit outside the plane, and be connected, via flex duct, to the plane.

This portable unit includes cooling, heating, an integral air-cooled condenser, humidification, HEPA filtration, high static blowers to push through not only the HEPA filters but extensive ducting, and all necessary controls. ▲

Three new positions announced

Deborah J. Emery CPA recently joined the Air Innovations team as Controller. She is reviewing the accounting process at the company and searching for systems that provide better efficiency and which are easier and faster to use. She will apply lean manufacturing techniques utilized by the production staff to office systems and order entry through invoicing.



Deborah Emery CPA

Air Innovations customers benefit from value-added approach

Two other new employees at Air Innovations are building on the company's long-standing commitment to managing value for our customers.

On the job just a few months, **Susan Patchin, Purchasing Manager**, and **Donn Dixon, Director of Engineering**, have already uncovered ways the company can streamline certain operations in terms of time and money, to bring quality products to customers.

"Is there a better way to do a good job for our customers with less waste and expense? That's the question I ask every day," says Susan.

"We are trying to have more coordination between the engineering and the manufacturing side," says Donn. "That way we can specify materials that are more universal and cost-effective." ▲



Donn Dixon and Susan Patchin

Need More? 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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