

- *Floritech*
- *Cleanroom Systems*
- *Wine Guardian*
- *OEM and Custom Products*

ECU designed for FDA medical device manufacturer

A medical device manufacturer requiring a close-tolerance cold and dry environment to protect its on-board process chemicals brought a concept environmental control unit design to Air Innovations. AI's task was to refine the concept to meet the customer's performance, serviceability and space specifications, and to design a unit ready for manufacturing.

Because the client sells these units to a worldwide customer base, part of the challenge was designing a system that could hold temperature and humidity levels across a broad range of differing environmental conditions while operating 24/7 year-round.

To achieve the client's required temperature and humidity specifications the cooling coil needed to operate well below the point of freezing. The major challenge became how to maintain the environmental needs without defrost interruptions. The solution that has been developed relies upon two independent cooling coils and process fans operating on an alternating basis managed by software and various sensor inputs to determine switch-over intervals. All the more challenging considering this was required to fit into a space equivalent in size to a small microwave!

The product is currently in the final stages of FDA approvals and is expected to go into full production later this year. ▲



Jim English, design engineer, tests OEM customer's environmental control unit



FloritechEurope exhibited our refrigerated floral coolers at Butiksleverandør Øresund, a shop fitting trade show held in Copenhagen in September; attendees included Danish and Swedish store executives, store planners and visual merchandisers from the region's major retail chains.

◀ Floritech's new EuroVue floral cooler displays both cut flowers and arrangements while providing clear lines of sight throughout the supermarket

EuroVue design introduced

A long-time Floritech customer in Canada is installing our new EuroVue floral cooler in its eco-friendly supermarkets throughout the country. EuroVue is a mid-height cooler 65-inches tall that has no confining top or sides, which gives customers flexibility when locating the unit in their stores since it provides excellent product visibility and doesn't obstruct lines of sight. EuroVue's Always Open® design also maintains ideal temperature and humidity, keeping flowers fresher longer without the barrier of doors.

EuroVue's unique merchandising features include adjustable shelving that positions flower bouquets at optimal display and shopping angles and also can be converted to showcase arrangements. Bouquets can easily be added, moved or removed from the vases, which are set securely in specially designed vase holes. This results in the cooler looking full at all times.

EuroVue can be ordered in any length or color and combined with other Floritech units to suit store layouts and décor. Adding specially designed wedges creates an island that fits into a narrow footprint. Optional LED lighting adds panache to messaging and eco-friendly cabinet materials can earn LEED credits for supermarket customers.

EuroVue will make its European debut at HortiFair, the worldwide horticultural fair in Amsterdam, October 14-17, <http://www.hortifair.com> ▲

Scott Toukatly named Director of Engineering

Scott Toukatly assumed the position of director of engineering at Air Innovations in August. Scott will lead the team in developing heating, ventilation, air conditioning and refrigeration products for original equipment manufacturers, especially for those requiring precise packaging and performance specifications.



Scott Toukatly

“I was attracted to Air Innovations because it is a small, hands-on company with a lot of personal interaction and communication among the employees,” he said. A resident of Westmoreland, New York, he recently worked as engineering manager for Enviro-master International in Rome, New York, manufacturers of ductless split air conditioning systems.

Scott has 24 years experience in designing HVAC equipment and a broad knowledge of regulatory issues affecting industry and products. He is a member of the American Society of Refrigeration and Air Conditioning Engineers and of the Air Conditioning, Heating and Refrigeration Institute.

Scott holds an A.S. degree in air conditioning and refrigeration technology from Mohawk Valley Community College and a B.S. degree in mechanical engineering from the State University of New York Institute of Technology. ▲

Deb Emery named CFO of the Year

“It was a great honor to be chosen and I accepted the award on behalf of every CFO out there who works hard every day,” said Air Innovations’ Controller Deborah J. Emery, who was recently picked by the *CNY Business Journal* as Chief Financial Officer of the Year.

Emery won in the “Businesses with Annual Sales of \$2 million to \$10 million” category. The award recognizes CFOs in an 11-county region for achievements in ensuring their company’s growth and profitability, leadership, and community involvement.

Emery joined Air Innovations in 2004. She is a member of the organization Young CPAs and is on the Board of Directors of Syracuse’s Landmark Theater. ▲



Deb Emery

Wine Guardian highlights

WG Ships First European Unit Wine Guardian celebrated its first European delivery—a ¼-ton, 50-hertz unit to Vintage Keeper, a Danish wine cellar distributor. The sale was transacted through FloratechEurope’s office in Copenhagen.

Application Notes and Articles Online Application notes on installing, operating and maintaining Wine Guardian products are now available electronically, and will be updated quarterly, at www.wineguardian.com

New Distributors Added We welcome the following distributors of Wine Guardian products: Evolution Air, Wine Care Concepts, International Wine Accessories and Wine Racks America. ▲

HEPAiRx study presented at international meetings

HEPAiRx research was presented by Air Innovations’ partner Clarkson University at three conferences promoting scientific advances in the field of indoor air quality: the European Aerosol Conference in Greece; the Indoor Air Conference in Denmark; and, the American Association for Aerosol Research Conference in Florida. More than 700 participants from over 40 countries took part, representing the areas of medicine, engineering and architecture. Topics focused on indoor air quality and climate and their effects on human health, comfort and productivity in homes, offices, schools, industry and transportation vehicles. AI’s air purifier and ventilator is designed to improve indoor air quality through fresh air dilution—not from chemical filtration—and Clarkson has been conducting a clinical trial of HEPAiRx in the homes of 30 children during the past year.

Air Innovations was praised for its energy-efficient ventilation solution in a recent issue of *Distributed Energy: The Journal for Onsite Power Solutions*. Paul Hull writes: “HVAC is all about our comfort, so the ‘V’ is most important. In this area, I came across a program going on in New York that intrigued and pleased me.” Hull cited Clarkson’s preliminary HEPAiRx findings that show the product reduced concentrations of particulate matter, volatile organic compounds, carbon monoxide, and carbon dioxide that trigger respiratory response. ▲



Wine Guardian’s humidifiers can be ordered either as free-standing or integrated units, to best suit application needs/preferences. Both models—made in the USA—are evaporative drip-pad types that are easy to install and operate. They add moisture to the cellar as required and sensed by the WG’s humidistat.

The free standing version can be used with any manufacturer’s wine cellar air conditioning system, while the integrated version shown above must be mounted to a WG unit.



Senator Hillary Rodham Clinton (D-NY) got an introduction to HEPAiRx and IsolationAir, AI’s portable contamination unit, from AI’s Director of Business Development Cheryl Gressani during a “Green and Clean” technology showcase in Syracuse.

Senator Clinton is leading Congressional efforts to monitor and treat 9/11 first responders suffering from long-term medical health problems as a result of exposure to toxic air at Ground Zero.

Employee News

2008 Employees-of-the-Month Honored In the Air Innovations' tradition of "putting the customer first" seven employees have been selected by their peers for their exemplary interaction with the public. Congratulations to ★ **Russ Warner**, service manager; ★ **John Stone**, senior purchasing agent and AI's 2007 Employee of the Year; ★ **Rick Couse**, shipping line leader; ★ **Frank Canestrare** and ★ **Dave Stansty**, manufacturing assemblers; ★ **Marilyn Raymond**, accountant; and, ★ **Jim English**, design engineer.

Anson Reed and **Keith Wilson**, floral and wine cooler assembly personnel, recently earned U.S. EPA refrigeration certification.

This summer's interns worked on research and development, manufacturing and marketing projects. The two were **Hannah Singer**, from Brown University, and **Kristen Knodel**, from Cornell University. Kristen's internship was sponsored by the Syracuse Center of Excellence in Environmental and Energy Systems.

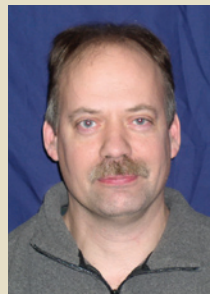
NYS Assemblywoman Joan Christensen toured the AI manufacturing plant with company President and CEO Michael Wetzel. Mrs. Christensen chairs the NYS Legislative Commission on Skills Development and Career Education. Air Innovations was recently honored by Central New York's Partners for Education and Business with a "Teacher-in-the-Workplace" award for its involvement in career preparation activities.

In Passing

The Air Innovations family was saddened by the death in July of **Terri Hutt**, who was AI's second employee, hired thirteen years ago. Terri worked in several capacities at AI during her career, most recently as a manufacturing assembler.



Anson Reed



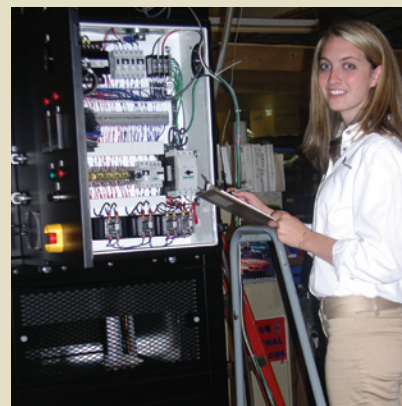
Keith Wilson



Hannah Singer



Joan Christensen and Michael Wetzel



Kristen Knodel

"CREATIVE CORE" BOOSTS OPPORTUNITIES

Air Innovations is headquartered in Syracuse, New York, the heart of the state's "Creative Core" initiative. Central New York is the place where technology and quality of life converge. Our Core's assets include 35 colleges, highly-ranked health care and elementary/secondary education facilities, located in a region that's a global leader in green environmental and energy systems, biosciences, financial services and advanced manufacturing. All this and more in the picture-perfect setting of unparalleled scenery and outdoor year-round recreational opportunities of the surrounding Finger Lakes, Adirondack Mountains and Thousand Islands.



Spotlight on Air Innovations' Board of Directors

The four-person AI Board of Directors includes two outside members, Richard (Rich) Husted and John A. Rizzo, chosen for their expertise in air conditioning and refrigeration technology and manufacturing. In this issue we feature Rich Husted.

Richard (Rich) Husted

Rich Husted owns R.S. Husted Consulting Inc., a company specializing in business strategy, manufacturing efficiency improvement, and acquisition and divestitures.

"I joined the AI board because I liked the business diversity of the company, with the Wetzel family showing a strong desire to be innovative in exploring new opportunities," Rich said. Previously he had a 28-year career with the Carrier Corporation, a subsidiary of United Technologies Corporation, where he rose to senior vice president of the Container Refrigeration unit and vice president and general manager of the North American Residential Heating and Air Conditioning business. He directed both operations to industry-leading market share positions and double digit returns on sales and assets.

Rich also spent several years with Carlisle Companies Inc. where he was corporate vice president of the Carlisle System and Equipment Group and involved in many acquisitions and joint ventures.

Rich is active in SCORE, an arm of the U.S. Small Business Administration that provides pro-bono support to start-up and small businesses, and Defenshield, a company providing security protection to entry control points. ▲



Air Innovations seeks merger and acquisition opportunities

To discuss our criteria please contact Dave Mosher at dmosher@cfaw.ca or 802-492-2405



Floratech and Wine Guardian seek global opportunities

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

Direct inquiries to info@airinnovations.com



AiR INNOVATIONS

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