

In This Issue:

- Reflections on Life
- National Accounts
- IAQ in Relation to the HVAC/R Industry
- Marketing Corner
- New CSC Representative
- Flanders Dimple Pleat Filters
- Material Escalation
- IEST Awards Shawn Windley of Flanders
- Flanders/Air Seal New Facility
- Shawn Windley Marries

Website:

<http://www.flanders-ffi.com>

Reflections on Life

Article by Harry Smith - Vice President of Sales

A mentor once told me "it's never as good as it seems and it's never as bad as it seems". Lately, I must admit that statement runs through my head multiple times a day. We, as you know, are struggling to deliver when again we are facing a major challenge with the loss of the Bartow plant in Florida. Timing could not have been worse as we were pushing the equipment and employees incredibly hard in trying to meet your needs and demands.

I have found little solace in this challenging time and the solace I have found has been little uninterrupted time with my two children and wife. From an early age, we are taught the importance of family, which I'm not really sure I grasped until recently. My family allows me the opportunity to take off the "corporate hat" and be plain "ole dad" who plays, fishes and just has fun with little expectations other than just giving them uninterrupted quality time. Challenges will always be just around the corner and it is important to keep everything in perspective. Everyone needs to understand you cannot get back the time you miss with your family who merely wants good quality time that will be cherished forever.

I want to extend my apologies for our struggles in getting each of you much-needed product, as we are working incredibly hard to deliver, and know things will improve as each week passes. I also want to thank my staff, both sales and operations that have worked many long hours, without complaint, in order to meet your needs. Lastly, I want to thank my family who see's me as "Dad" and welcomes me with open arms on a daily basis.

Hope each of you has a great remaining summer and look forward to seeing and talking to you in coming months.

Best Wishes, Harry

National Accounts

By: Heather Currie, National Account Representative

Flanders staff attended the **Premier** Annual Breakthrough Conference and Exhibition on June 19-22, '07. Flanders was awarded Contract # PP-FA-065 effective Jan. '07 through Sept. '09. Premier is a comprehensive supply chain services to an alliance of 1,500 not-for-profit hospitals. Contract your Regional Mgr. to locate the Premier facilities in your territory.

Flanders was also successful in procuring the **AmeriNet** contract through December '08. **Equity Office Properties** and **Rockwell Collins** National Accounts through fiscal year 2007.

Do not hesitate to contact Heather Currie (727) 458-1536 for assistance in securing potential national accounts in your area. You can also contact your Regional Manger for assistance in locating facilities covered under these contracts.

Contact Us - St. Petersburg, FL:

Flanders-PrecisionAire
2399 26th Avenue N.
St. Petersburg, FL 33713-7568
Phone: (727) 822-4411
Fax: (727) 823-5510

Contact Us - Washington, NC:

Flanders Filters, Inc.
531 Flanders Filters Road
Washington, NC 27889
Phone: (252) 946-8081
Fax: (252) 946-3425

Harry Smith
Vice President of Sales
hsmith@ffi.flanderscorp.com

Charlie Kwiatkowski
National Sales Manager
Cell # (727) 488-4875
charliek@ffi.flanderscorp.com

Shawn Windley
Dir. of High Purity Products and R&D
Cell # (727) 504-5401
swindley@ffi.flanderscorp.com

IAQ in Relation to the HVAC/R Industry

By: Patti Ellingson, Director of Wholesale

As the entire industry looks for ways to educate our customers and the public on best practices for Indoor Air Quality (IAQ), Flanders Precisionaire has developed a series of training classes designed to educate your sales team and the contractors offered exclusively through our Wholesale Distributors.

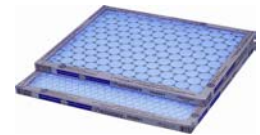
We want you to get the F.A.C.T.'s*

On average we spend over 90% of our time indoors. We are often exposed to fungal, biological, and chemical elements, which can affect our health. As buildings age, problems can occur undetected or detected resulting in an environmental airborne hazard.

According to the EPA's website**, IAQ is perhaps the largest public health problem in the United States workforce. A simple way to help alleviate this problem is with proper filtration and regular change outs.

- Filters should be replaced on a regular basis, on the basis of pressure drop across the filter, or on a scheduled basis. A dirty filter will slow down airflow and make the system work harder to keep you warm or cool – wasting energy.

Low efficiency filters (ASHRAE Dust Spot rating of 10%-20%), if loaded to excess, can become deformed and even “blow out”, leading to clogged coils, dirty ducts, reduced indoor air quality and greater energy use.



Higher efficiency pleated filters are often recommended as a cost-effective means of improving IAQ performance while minimizing energy consumption. Filtration efficiency should be matched to equipment capabilities and expected airflows.

- Fans should be shut off when changing the filter to prevent contamination of the air.
- Filters should fit tightly in the filter housing.

Improving the quality of the air you breathe in a controlled environment can be as simple as these three steps.

*Flanders Air-filter Certified Training (FACT) is a three session training program designed as three one-hour classes, each with visual hands on training and technical discussion to understand the process of filtration, choosing the most effective type of filter for each application and how it relates to Indoor Air Quality (IAQ). Ask your Regional Sales Manager for more information.



**EPA website address- www.epa.gov/iaq

Northeast Regional Manager

Tim Robinson

trobenson@email.precisionaire.com

Cell # (508) 345-2870

Southeast Regional Manager

Jim Parrish

jparrish@email.precisionaire.com

Cell # (727) 793-7436

West Coast Regional Manager

Charlie Kwiatkowski

Cell # (727) 488-4875

charliek@ffi.flanderscorp.com

Central Regional Manager

Drew Price

dprice@email.precisionaire.com

Cell # (210) 865-0049

Director of Wholesale

Patti Ellingson

pellingson@email.precisionaire

Cell # (727) 424-1945

National Accounts Manager

Heather Currie

hcurrie@email.precisionaire.com

Cell # (727) 458-1536

Marketing Coordinator

Paige Lewis

plewis@email.precisionaire.com

Cell # (727) 331-7478

Marketing Corner

By: Charlie Kwiatkowski - National Sales Manager

The Flanders Marketing Department will soon make available the "Product Guide for LEED® Certification" datasheet. With an enormous amount of products going "Green" to help clean up the environment, the United States Green Building Council (USGBC) has developed guidelines to assist manufacturers in developing and producing environmentally responsible products. Flanders is glad to produce products that will assist in keeping the environment healthy and prosperous. Contact your Regional Sales Manager or the Marketing Department to receive your copy. Ask for PB3000!



Please note the following fax number revision for literature/CDs:

Literature Request Forms for Flanders/FFI and Flanders/CSC need to be faxed to the Washington, NC office at **252.946.3425**. Faxing to Smithfield, NC will delay fulfillment.

Updated contact information:

Paige Lewis, Marketing Coordinator

531 Flanders Filter Road, Washington, NC 27889

Cell: 727-331-7478 - Fax: 252-946-3425

Email: plewis@email.precisionaire.com

Glen Moore, VP Containment Products

531 Flanders Filter Road, Washington, NC 27889

Phone: 252-946-8081 - Fax: 252-946-3425 - Cell: 252-944-6395

Email: gmoore@csc.flanderscorp.com

New CSC Representative

By: Glen Moore - VP Containment Products

Flanders/CSC proudly announces their new representative in the Washington DC, Prince Georges and Montgomery County, Maryland area. This occurrence is effective June 1, 2007.

Air Cleaning Technologies, Inc., based in Sterling, Virginia, has been assigned this territory. They can be contacted by using the following information.

AIR CLEANING TECHNOLOGIES, INC.

44966 Falcon Place

Suite 190

Sterling, Virginia 20166

Phone: 703-547-1680

Fax: 703-689-9710

Website: www.aircleaningtechnologies.com

Pete Laiti and his team at Air Cleaning Technologies has been handling most of Flanders Corporation products in this area for several years and is extremely experienced in all aspects in the field of air filtration.

We look forward to working with Pete and his staff.

Director of Direct Offices -
East Coast & Midwest

Todd Poythress
tpoythress@ffi.flanderscorp.com
Cell # (727) 475.0945

Director of Direct Offices -
West Coast

Dave Sickles
dsickels@email.precisionaire.com
Office # (858) 271-8111

CSD Division

Eric Deal - General Manager
edeal@ffi.flanderscorp.com
Cell #: (727) 504-4277

Contact Us - Bath, NC:

Flanders/CSC Corporation
7013 Hwy 92 East
Bath, NC 27808
Phone: (252) 923-2911
Fax: (252) 923-6931
www.Flanders-CSC.com

Glen Moore
VP of Containment Products
531 Flanders Filter Road
Washington, NC 27889
Cell # 252-944-6395
Email: gmoore@csc.flanderscorp.com

Flanders Dimple Pleat Filters

By: Tim Robinson, Regional Sales Manager

Flanders **DIMPLE PLEAT**[®] HEPA/ULPA media, used in Flanders High Purity cleanroom products, is still the best available.

DIMPLE PLEAT[®] media is made by Flanders Filters Inc. in Washington, NC. Due to Flanders' stringent quality requirements, this media consistently has a higher efficiency than advertised. As a result, **DIMPLE PLEAT**[®] media passes "in - field" testing, when our competitors do not pass.

There are many reasons for this "better than advertised" performance. Below, are a few for you to consider. First, **DIMPLE PLEAT**[®] media uses no separators, glue, or string. This allows for more usable media, and greater surface area. Also, the manufacturing process recycles water, and fibers. The recycling of water, and fibers, means that later batches of media have smaller diameter fibers, which equates to higher efficiencies. Another reason for superior performance is that **DIMPLE PLEAT**[®] media meets, or exceeds the MIL-SPEC media thickness requirement.



Due to these features, Flanders Filters, Inc. **DIMPLE PLEAT**[®] filters can handle higher velocities, with out diminished efficiencies, and without a higher resistance to airflow. Also, in regards to "in - field" testing, the **DIMPLE PLEAT**[®] filters will not suffer from "BLEED THROUGH".

"BLEED THROUGH" is a large topic of discussion, and lively debate in our industry. This is especially true for filter manufacturers whose products do "BLEED THROUGH". "BLEED THROUGH" occurs when a HEPA filter is "field - tested" and does not meet the efficiency that the customer requires.

Please talk to your customers about **DIMPLE PLEAT**[®] filters. If they have critical processes, I am confident that they would want the best.

Material Escalation

By: Glen Moore - VP Containment Products

As a manufacturer's representative for other HVAC companies, I am sure you have experienced the spiraling cost of raw materials due to the unpredictable monthly applied surcharge on stainless steel from the mills, and service centers, not to mention labor rates.

We are continuing to experience significant price increases on stainless steel purchases from our suppliers. Low inventories from suppliers, surcharges, and a 30-40% tariff on imported steel has created this situation.

Some of our suppliers are reporting they expect to see raw steel increases of up to an additional 16-18% over the next few months and possible further increases later this year. From May 2005 to June 2007 we have seen an increase in the surcharge from \$0.7019 per pound to \$2.1999 per pound on 304/304L stainless steel. July 2007 has already been published at \$2.2739 on 304/304L, and \$3.4635 per lb. on 316/316L stainless steel. The following web link www.northamericanstainless.com is from one of the mills that produce the stainless steel verifying the surcharge prices. Further, this does not include the normal increase in stainless that we experience each year.

To help protect our margins, you will begin to see our payment terms change on some projects. This change will be looked at on a case-by-case

Flanders/CSC has developed a Quality Assurance program that addresses the entire range of Flanders/CSC involvement, including the purchase of raw materials, storage of these materials, incorporation of raw materials into a product or service, testing the products, and shipping of product to its final destination. Read more about Flanders/CSC Quality Assurance Program at www.Flanders-CSC.com/quality.htm

Contact Us - Smithfield, NC:

Flanders-PrecisionAire
2121-B Wal-Pat Road
Smithfield, NC 27577
Phone: (919) 934-3020
Fax: (919) 934-9582

Contact Us - Flanders/Air Seal:

Air Seal Corporation
153 N. Steele Street
Sanford, NC 27330
Phone: (919) 718-5818
Fax: (919) 718-5819
Gary Cox
gcox@email.precisionaire.com

Air Seal Housings, Inc.
2502 Wehring Road
Rosenberg, TX 77471
Phone: (281) 232.1748
Fax: (281) 232.4739
Donald Bathe
dbathe@email.precisionaire.com

(Material Escalation cont.)

basic depending on the size and expected time of completion for the project.

Thank you for your continued support and interest in Flanders/CSC products.

IEST Awards Shawn Windley of Flanders

By: Paige Lewis - Marketing Coordinator

The Institute of Environmental Sciences and Technology (IEST) are pleased to announce the IEST technical award winners. The awards were presented at ESTECH 2007, the 53rd Annual Technical Meeting and Exposition of IEST.

*IEST Fellows

- Jan Eudy for her professional knowledge, skills, and contributions to the advancement of the environmental sciences and practices through publications, education, and distinguished service to IEST.
- Dustin Aldridge for his significant technical contributions to laboratory test methods, government and commercial test standards, and environmental reliability management and assessment.

*Honorary Fellow - Humphrey Gilbert for his ingenuity and continuous improvement in the development of HEPA filters, his unselfish mentoring of engineers, and his dedication to IEST.

*President's Award - Jerry R. Nelson for his contributions to the advancement of contamination control and sterilization practices, and the development of related standards in the medical device and pharmaceutical industries.

*Monroe Seligman Award - Jim Ohlsen for his dedication, professionalism, and outstanding service to the betterment of IEST.

*Robert L. Mielke Award - Mark Camenzind for his work in developing and implementing new and innovative analytical techniques for cleanroom monitoring and his participation in many working group activities.

*Al Lieberman Mentoring Award - Richard Shawn Windley for his dedication in helping younger professionals in their understanding of the mechanics of air filtration.

*Willis J. Whitfield Award - Qingyan Chen for his significant contributions to the field of contamination control through numerous published papers, studies, and reports.

*Maurice Simpson Technical Editors Award

- Ramamurthy Nagarajan received this award for his paper, "Use of Ultrasonic Cavitation in Surface Cleaning: A Mathematical Model to Relate Cleaning Efficiency and Surface Erosion Rate."
- Mark S. Bounds and George O. White received this award for their paper, "Investigating Rigidity of Military Vehicle Body Using Operating Deflection Shape (ODS) Analysis."

*Edward A. Szymkowiak Award - Allan Piersol for his work in authoring and updating IEST-RD-DTE12.2: Handbook for Dynamic Data Acquisition and Analysis.

*Climatics Award - Ken Thompson for his dedication to improving US and NATO environmental testing documentation, and for his strong leadership, organization, and technical mgmt for the development of MIL-STD-810G.

Upcoming Shows:

- CHES 2007
September 9-11, 2007
Calgary Telus Convention Ctr.
Calgary, AB Canada
- Key Wholesale Vendor Workshop
September 11-13, 2006
Las Vegas, NV
- Johnstone Supply Annual Meeting & Tradeshow
September 20-22, 2006
Las Vegas, NV
- Annual Hardi Meeting
October 6-10, 2007
Orlando, FL
- Hardi 2006 Annual Mtg. & Booth Conference
November 4-7, 2006
Palm Desert, CA
- AHR Expo
January 22-24, 2008
Javits Convention Center
New York, NY
- Interphex PR 2008
February 14-15, 2007
Puerto Rico Convention Center
San Juan, Puerto Rico

(IEST Awards cont.)

*John D. Campbell Space Simulation Award - Harry Himelblau for his work on the Cassini-Huygens project, contributing to the successful launch of this probe and its ongoing study of Saturn and its inner moons.

*Fred Hermann Memorial Award - David Banaszak for his years of leadership of the Greater Ohio Chapter, his promotion of IEST, and education through the support of science fairs.

IEST Chapter Awards were presented to the Greater Ohio Chapter for Outstanding Chapter and Outstanding Chapter Communications.

More information about IEST can be found at <http://www.iest.org/>.

New Flanders/Air Seal Facility

By: Paige Lewis, Marketing Coordinator

After 24-years, Flanders/Air Seal has recently moved into a new 51,000 sq. ft. facility in Rosenberg, Texas. This facility offers 45,000 sq. ft. of manufacturing space, a 2,000 sq. ft. paint booth and 4,000 sq. ft. of office space. A new 10-ton overhead crane runs the length of the manufacturing facility.

The new facility will allow customers to receive maximum customer support and top of the line custom-built air handlers in a more expedient manner.



Please make a note to update your records with this new contact information.

Flanders/Air Seal

2502 Wehring Road, Rosenberg, TX 77471

Phone: 281-232-1748 - Fax: 281-232-4739

The entire staff looks forward to servicing all customers from this new location.

Please contact Donald Bathe, Gary Cox or Charlie Kwiatkowski to discuss sales possibilities with Flanders/Air Seal.



Wedding Bells Ring for Shawn Windley

By: Paige Lewis, Marketing Coordinator

Shawn Windley, Director of High Purity Products and Toni Jo Webster were married on July 28, 2007. Friends and family were on hand to celebrate this special occasion. Best Wishes go out to the new Windley couple.