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Healthy Atmosphere & Opportunity

Article by Harry Smith - Vice President of Sales

It was great seeing a lot of friendly faces at AHR Expo in Dallas, TX, its always a great time. We also just wrapped up an incredibly successful sales training in Cary, NC with close to 140 participants.



I was amazed at the job the sales staff did in both Dallas and Cary representing the corporation in such a great way. I have been in the reflective mood, as of late, thinking about the organization, the business and how far Flanders-Precisionaire has come. What I continue to understand more and more about this business, and all businesses, is it's about the people and providing healthy atmospheres and opportunities for them to perform and grow. Good leaders know, understand, and recognize it is best to have your staff upfront. Great companies build great atmospheres that promote personal achievement at the employee level, which benefits the company and rewards accordingly.

One of my resolutions this year was to do more self-analysis and to seek constructive criticism from my staff, vendors and colleagues in order to be a better manager, leader and person.

Thanks to all of you for all that you do for Flanders-Precisionaire...Harry

Back to the Basics

By: Paige Lewis, Marketing Coordinator

More than 140-Foremarket and Containment Reps attended the Back to the Basics Sales Mtg. held March 4-6, at the Embassy Suites in Cary, NC.

Flanders staff members presented products from Flanders/CSC, Flanders/FFI, Flanders/Air Seal, and Flanders/Precisionaire. Bart Naughton with ATECS, Inc. also gave an overview of the Vortel product, which will be introduced by Flanders Filters, Inc. in the near future. Many attendees were surprised and impressed by the full line-up of products offered by Flanders-Precisionaire.



Pictures and video were utilized to show off our paper making capabilities, PrecisionAire of Clarkton, Flanders/Air Seal in Stafford, TX and new automated machinery being utilized in several mfg. facilities.

A portion of the meeting also covered the Purpose, Process and Payoff through National Accounts as well as an overview of past and future marketing projects.



Rogers & Morgan was acknowledged for their 50-years of representing the Flanders Filters product line. We thank them for their loyalty! Thanks to the efforts of all Flanders Staff who helped make this meeting such a huge

success!

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Laminar Flow Products

By: Jeremiah Chamberlin

Responding to market demand, particularly in the pharmaceutical industry, Flanders has re-invigorated its custom laminar flow products, including ceiling-mounted Laminar Flow Modules, freestanding Portable Cleanrooms, and Custom Plenums. Flanders is also developing a line of vertical and horizontal Cleanbenches.

Thirty years ago, Flanders made Portable Cleanrooms, Laminar Flow Modules and Cleanbenches from painted carbon steel, employing belt-driven fan assemblies. Today's units are exclusively stainless steel and employ direct-drive fans controlled by variable frequency drives. All units are designed to meet or exceed Class 5 cleanliness levels as set forth in ISO Standards.

Typical coverage areas of individual units range from 4 ft x 4 ft to the maximum dictated by shipping or installation limitations. Laminar Flow Modules and Plenums are frequently bolted together to cover larger areas limited only by room size. Cleanbenches can be fabricated with or without work surfaces.

Each Flanders product features welded construction. Whether configured as a Portable Cleanroom, Laminar Flow Module, Plenum or Cleanbench, all units are manufactured to strict nuclear QA1 standards. Every grid is leak-tested and airflow velocity and uniformity are confirmed for the units with integral fans. Flanders closely monitors light and sound levels to meet customer needs.

Customers are pleased with the sturdy construction and quality control of Flanders products and are impressed by the responsiveness of its sales representatives.

Ready To Ship Housings (Modified)

By: Glen Moore, VP of Containment Products

This article is a follow-up to my article found in the June 26, 2006 publication regarding the RTS Housings program we were implementing.

During the past 18 to 24 months we (Flanders/CSC) have explored the possibility of keeping units in stock for a "Ready to Ship" program. Unfortunately what we have found is that our customer base is extremely broad and has a wide range of needs and particular requirements. Most of the time these requirements and needs were very different that the units that we had selected to keep in stock. The "RTS" units were designed to meet the basic needs (or so we thought) of our customers based on numerous conversations. This simply was not the case; we often found that we were taking an RTS unit from stock and modifying it to suit a customer's specific need. Most of the issues revolved around motor voltages and or phase, motor blower static capability, the type VFD drive, or other needed housing options for the applications. This increased the cost of the unit and did not accomplish the original goal of faster delivery.

Flanders/CSC no longer supports the Ready to Ship units as a stock item for quick delivery. What we have resorted to is the expedited program of shipping (basic - no special materials or components) Self Contained Units in approx. 4 weeks from approved drawings. This program has been tried several times recently, and seems to work very well, so far.

The four (4) standard arrangement originally presented are still available, however, the lead-time will be approximately four (4) weeks.

Contact Us

Director of Wholesale

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Ready to Ship Housings cont.

Flanders/CSC Division is continuously in the process of updating our existing product brochures and releasing new product information

Hopefully by now you have received notification, and your initial copies of Flanders/CSC's revised product bulletins.

The Operation and Maintenance Manual PB-1311-0103 has now been revised and replaced with Bulletin No. PB-1311-0207.

The Isolation Dampers Bulletin PB-2000-1099 has now been revised and replaced Bulletin No. PB-2000-0107.

All new catalogs ordered will now include these two (2) new revised Product Bulletins.

Contact your Regional Manager if we have neglected to forward notifications to your company.

Wholesale News

By: Patti Ellingson, Director of Wholesale

I would like to express my sincere thanks for the tremendous year we have experienced together as partners in air filtration during 2006. Even with the two natural disasters, Precisionaire experienced this past summer, we have continued to overcome these challenges and set the stage for an even more productive and successful 2007.

We have looked toward the future of our industry and invested in 552,000 square feet of new manufacturing and distribution space. In the past 6 months we have added 4 new facilities, and at the same time re-built both our Terrell, TX and Auburn, PA plants. We now offer you 13 strategically located manufacturing facilities throughout the country in order to better service your geographical needs.

We have taken the steps necessary to meet the demand of our industry by analyzing new trends in sizes and adjusting inventory levels on those sizes once thought of as custom. We realize that supporting our customers is the best way to encourage top line growth for Flanders Precisionaire and our commitment to quality and value are evident in our product line.

Our Regional Sales Mgrs. are coordinating with our Mfg. Reps to make sure you have the support system needed to increase sales, from joint sales calls to filtration seminars for your employees and best customers.

We have introduced (F.A.C.T) Flanders Air-filtration Certified Training this year. A series of three, one hour, sessions covering the basics of air filtration to indoor air quality. All designed to increase the contractors understanding in the roll filters play in Indoor Air Quality and the air we breathe, ultimately increasing your filter sales.

As we continue to grow as a company and in market share, I would like to disclose some of the exciting improvements we have for 2007.

In an effort to ensure we continue to meet the demands of the industry, Flanders Precisionaire will automate a number of our production lines throughout our existing plants thus increasing productivity levels. We will continue to manufacture our own fiberglass media maintaining a level of quality not found in our competitor's media and we will add additional media manufacturing processes throughout 2007.

Through the addition of new equipment, increased inventory and the distribution network in place to service your needs, Flanders Precisionaire is ready for the summer. Thank you all for your continued support.

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Pre Pleat 40 Advantages!

By: Drew Price - Central Region Regional Manager

- The number one advantage that the Flanders *Pre Pleat 40* has is that Flanders manufactures its own media. The Pleated media consists of four distinctive layers made of four different denier fibers
- The *Pre Pleat 40* has a very low initial pressure drop compared to the rest of the industry
- The *Pre Pleat 40* has a MERV 8 rating and the fibers are not electrically enhanced
- Average efficiency is 30-35% per ASHRAE 52.1
- 100% Non-woven synthetic media made from recycled material
- Expanded metal grid backing which prevents media flutter
- Moisture-resistant clay coated frame made with recycled media
- UL Class 2 listed but also available in UL Class 1 listings
- **Environmentally Friendly**

Pleat Philosophy

Flanders-Precisionaire vs. Competition

| 2" Pleat Data | | | Depth | SC | HC | HC |
|--------------------------|-------------------|---------------|--------------|------|------|----|
| Filtration Group | | | Initial at X | CFM | PPLF | |
| Filtration Group | FG400 | M8 Electro | 2" | 0.26 | 500 | 10 |
| Glass Floss | Z-Line M8 | ElectroM8 | 2" | 0.31 | 500 | 15 |
| AAF International | PerfectPleatUltra | Mechanical M8 | 2" | 0.40 | 500 | 15 |
| Camfil Farr | Farr Aeropleat4+ | ElectroM8 | 2" | 0.25 | 500 | 15 |
| Flanders-Prec. | Std Cap PP40M8 | Mechanical M8 | 2" | 0.28 | 500 | 10 |
| Flanders-Prec. | Hi-Cap PP40M8 | Mechanical M8 | 2" | 0.27 | 500 | 15 |

| 4" Pleat Data | | | Depth | SC | HC | HC |
|-------------------------|------------------|---------------|--------------|------|------|----|
| Filtration Group | | | Initial at X | CFM | PPLF | |
| Filtration Group | FG400 | M8 Electro | 4" | 0.39 | 625 | 9 |
| Glass Floss | Z-Line M8 | ElectroM8 | 4" | 0.25 | 500 | 11 |
| Camfil Farr | Farr Aeropleat4+ | ElectroM8 | 4" | 0.23 | 500 | 11 |
| Flanders-Prec. | Std Cap PP40M8 | Mechanical M8 | 4" | 0.23 | 500 | 9 |
| Flanders-Prec. | Hi-Cap PP40M8 | Mechanical M8 | 4" | 0.20 | 500 | 13 |

National Account - Premier Inc.

By: Heather Currie - National Accounts Manager

Flanders-Precisionaire is now a contracted supplier for Premier, Inc. As a Premier contracted supplier, we have access to 200 of the nation's leading hospital and healthcare systems. These systems operate or are affiliated with approximately 1,500 hospital facilities in 50 states and hundreds of other care sites representing over \$25 billion in annual purchasing power.

This contract is effective January '07 through September '09. Our contract number is PP-FA-065 and our entity ID is 607957. Please reference this information when dealing with each Premier member.

We want to thank you for your willingness to partner with Flanders-Precisionaire on this Premier contract. When you call on the Premier member, you will have them send the PO to the Smithfield office. Please fax orders to 919-934-9582, email them to Fay Boyette (fboyette@email.precisionaire.com) or email to (efitzgerald@email.precisionaire.com) in her absence. For order inquiries, please contact Fay

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National Account - Premier Inc. cont.

at 919-934-3020 x32225 or Ellie Fitzgerald, Kristy Adams or Stacie Beasley in her absence.

If you have any additional questions or need additional information regarding this order entry process, please don't hesitate to contact me.

Marketing Corner

By: Paige Lewis - Marketing Coordinator

The Marketing Department is working on several marketing tools listed below:

LEED® Data Sheet - We will be producing a data sheet showing Flanders Products that fit into the LEED® guidelines. Once completed, we will forward an email announcement to all customers. Plans are to also include this data sheet in the Technical Section of the ASHRAE, Cleanroom & Equipment catalog, along with posting on our website.

Website - We look to soon have a new and updated Flanders website which should include new product announcements, as well as our current product information, newsletters, contact information, etc. An email announcement will be sent once online.

ASHRAE, Cleanroom & Equipment Catalog - This catalog is a 3-ring binder, which includes products from the ASHRAE, Cleanroom and Equipment product line. It is designed for Foremarket and Cleanroom Representatives. Ordering information will be mailed soon.

Commercial Replacement Air Filtration Catalog - This catalog is also being revised and reprinted. An announcement will be forwarded to customers upon availability.

Literature Request Forms (Attached) - These order forms have been made available so customers can order literature, catalogs and CD's by completing and faxing back to the appropriate number. These forms are now available for the Flanders/CSC and Flanders/FFI Divisions. We will also offer literature request forms for other divisions once literature becomes available.

The Marketing Department is steadily working to offer new and informative tools to keep Flanders on top of the filtration industry. Your suggestions would be helpful in fulfilling this task. Please contact myself at plewis@email.precisionaire.com or (727) 331-7478 for assistance.

Marketing Assistant

By: Paige Lewis, Marketing Coordinator

I'm pleased to announce Beth Williams as a new employee in the Marketing Department. She has been employed several months and doing a great job. Beth will be fulfilling catalog and CD request as well as other miscellaneous marketing tasks. You may contact Beth by phone (252) 946-8081 or email at bwilliams@ffi.flanderscorp.com.