

Manufacturers Page

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Page 1

Featured Manufacturer

Desert Aire

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Germantown, WI 53022
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Description of Product: Refrigeration-based dehumidifiers and dedicated outdoor air systems that provide effective, efficient solutions to humidity problems in residential, commercial, institutional and industrial environments. A Desert Aire system properly removes humidity to promote greater comfort, structural integrity, improved indoor air quality (IAQ) and higher energy savings.

Years in Business: 30

Number of Employees: About 100

Business Model: Desert Aire strives to provide innovative, high value products to our diverse customer base through a variety of sales channels including our network of manufacturer's representatives, owner direct to the retail grocer market and through a private label relationship. Desert Aire high performance equipment solutions provide building owners the means to effectively and efficiently control the temperature and humidity within their facilities while utilizing various important energy recovery techniques.

Markets Served: Schools and universities, ice rinks, natatoriums, water and wastewater treatment plants, warehouses, assisted living facilities, condos, apartments, hotels and motels, libraries and archives, residential indoor pools, military bases, office buildings

Major Customers: Roundy's, YMCA, LA Fitness, many school districts, government facilities, aquatic centers, hotel and fitness facilities throughout North America.

Long Range Plans:

1. Increasing market penetration of our Q-Pump water source heat pump products
2. Increase market penetration in the retail and grocery store markets
3. Expanding our line of energy-saving, "green" dehumidifiers
4. Securing more business with OEMs and corporate accounts

Best Practices:

- Lean manufacturing including the use of Kaizan Blitzs, 5S, and Value-Stream Mapping.
- Plant staff cross-trained for manufacturing flexibility
- Proprietary stage and gate process for New Product Development that incorporates methodologies for Design for Six Sigma (DFSS)

Success Story:

New School Rules

A Lesson in IAQ

Project: Killearn Lakes Elementary School – Tallahassee, FL

Application: Humidity-Temperature Control in Classrooms
Desert Aire Units: Multiple TotalAire™ Systems with Wheel and Q-Pump™

Desert Aire Rep: Chris Fowler, Applied Mechanical Equipment, Inc. – Jacksonville, FL

Customer's Battle

As mechanical manager for Tallahassee, (FL) Leon County Schools, Dave Ventry needed to update the HVAC equipment for 50 campuses in the district. Most importantly, he had to meet Florida's version of ASHRAE Standard 62 requiring the introduction of 15 cfm outdoor air per person – a three-fold increase over the original code requiring 5 cfm per person. Aging equipment also demanded the mechanical renovation.

To address these issues, the district scheduled five schools for retrofitting during a five-year span starting in 2002. Roger Walsh, P.E., Walsh Engineering, Inc., was selected by the district to work with Dave to develop a district plan which included Killearn Lakes Elementary School.

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The school's original system was a mess. "Every classroom and administrative office had its own small water source heat pump unit to cover its HVAC and IAQ needs," says Dave. Maintaining 60 separate units created constant headaches.

Desert Aire's Strategy

To handle the dehumidification, Roger worked with Chris Fowler from Applied Mechanical Equipment. They developed the idea of using Desert Aire Q-Pumps™ combined with TotalAire™ 5- to 20-ton dehumidifiers, each equipped with an enthalpy wheel to maximize the sensible and latent heat recovery.

Dave studied TotalAire™'s control logic. "I wanted to make full use of our existing controllers, so I wrote my own software program to make sure our controllers would match the Desert Aire controller requirements."

Also important to Dave was that the new system's higher cooling load requirement was engineered to each building's existing electrical capacity. The Q-Pump™'s efficient operation and energy recovery characteristics made this possible. "The costs would have been considerable if we had needed electrical system upgrading to deal with the increased load," comments Roger.

Mission Accomplished - Debriefing

Installed in October 2002, Dave has carefully assessed the system's performance. "I'm very pleased. The Desert Aire system has reduced our maintenance costs substantially and has delivered on everything promised." Having experienced outstanding IAQ success, Killearn Lakes now serves as a tour site for other school decision makers interested in Desert Aire's products.

G-TOWN Manufacturers Alliance

Report from the Schools

BotsIQ Competition at Discovery World - Germantown High School was represented with two bots at the state tournament which included 14 bots from around southeastern Wisconsin.

GT Destroyer, sponsored by KLH Industries, won one out of three matches.

Widow Maker, sponsored by Toolcraft, Inc., made it all the way to the championship match, which was awarded to the other bot on a decision by the judges. Next competition will be March 2009.

Manufacturers in the School

To get in front of as many students as possible, including those outside the tech ed classes, Joe Rintelman suggested a table for manufacturers to man in the cafeteria during the lunch hours similar to what the school recruiters do. The key will be to draw students to their display; make it visual and interactive. Manufacturers will need to be able to tell students these are the specific classes you can take right here at the high school. Joe will coordinate with the manufacturers on this.

Economic Development Washington County

UW-WC recently hosted an Energy Management Seminar sponsored by EDWC, West Bend EDC and HADC to address issues regarding the rising costs of energy.

Two Quick Fixes

Steve Gorecki, a program manager at WE Energies, said installing more high-efficiency lighting-which is often eligible for incentives and credits-is the best start. "It's the quickest, easiest, least expensive way to lower your energy bills, mainly because the technology is changing so much," Gorecki said.

Dan Becker of Plunkett & Raysich Architects, a Milwaukee design firm, said sealing cracks, windows and doors should be the absolute first step in maintaining efficiency. "You can put in a more efficient furnace and better lighting to make it more manageable, but if your building is leaking air, it's still going to be a huge problem."

Upcoming Events from the EDWC:

**January 24, 2009, Growing Green Seminar,
Exploring Non-Traditional Farms & Agribusiness
February 12, 2009, Annual Board Meeting at UW-WC
February 17, 2009, Building a Healthy Workforce at
West Bend Mutual Prairie Center**

For more information about these events, contact Tuti at EDWC, 262-335-5769, tsaysana@edwc.org, or visit the website: www.businessreadywi.org