

SMART
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LOOK UP FOR A CHANGE

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Mission Statement



“We provide non-metal HVAC/R solutions for air distribution and air dispersion that create outstanding value for our customers, beyond what any traditional or conventional ventilation solution has ever done.

Based on a deep regional understanding of our customers’ needs, we focus on expanding the use of our technology globally through continuous R&D and unrivalled service.

We are at the forefront of innovation – that’s why our customers find us easy to do business with.”

The **smart** way of thinking

– within HVAC/R and indoor air quality

FabricAir designs and produces custom air dispersion and air distribution solutions for a wide range of applications. In 1973 we installed the world's first fabric ducting system, which heralded a whole new way of thinking within HVAC/R and IAQ.

We continue to be at the forefront of innovation and proudly deliver superior air dispersion across the globe through sales companies and a substantial distributor network.

Our experienced engineers ensure ideal air flow regardless of project complexity. We are headquartered in Denmark and all systems are produced to measure at our facility in Lithuania.

1973





“For more than 40 years we’ve refined our technology with two simple ideas in mind: make it better and make it easier. Our systems are easy to order and easy to install, which is why our customers consider us reliable and easy to do business with.”

Brian Refsgaard, CEO, FabricAir Group

Since 1973

OUR HISTORY

IPS Ventilation (part of Electrolux)
launches the world's first
Fabric Air Dispersion System

Certified
FabricAir®
is ISO 9001
certified

Established
FabricAir, Inc.,
USA

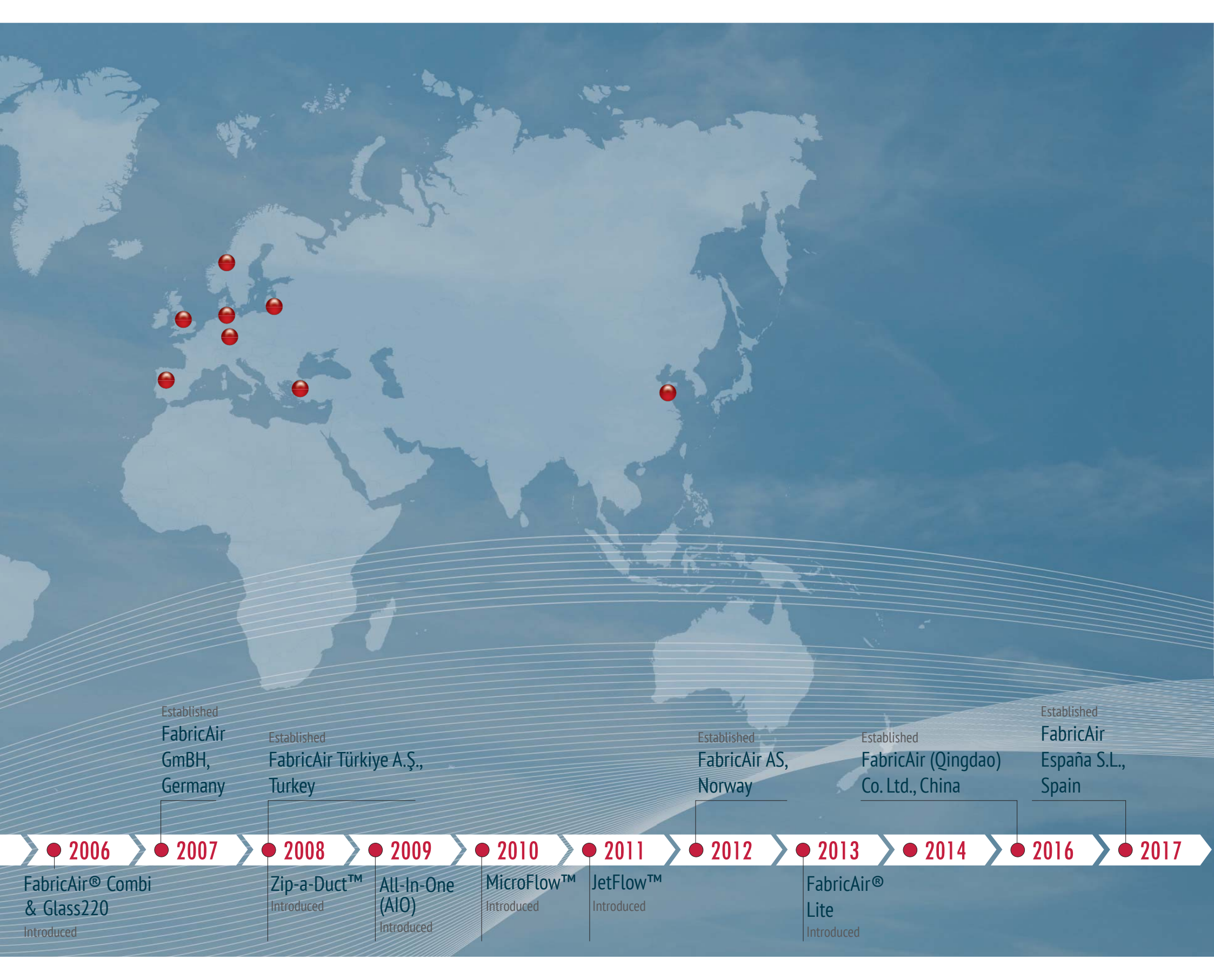
IPS Ventilation A/S
becomes an
independent
company

Established
FabricAir Ltd.,
UK

Established
UAB FabricAir,
Lithuania.
Production moved
to Alytus

Brian Refsgaard acquires
IPS Ventilation A/S and
changes the name to
FabricAir A/S. Moved to
Herfølge





Established
FabricAir
GmbH,
Germany

Established
FabricAir Türkiye A.Ş.,
Turkey

Established
FabricAir AS,
Norway

Established
FabricAir (Qingdao)
Co. Ltd., China

Established
FabricAir
España S.L.,
Spain





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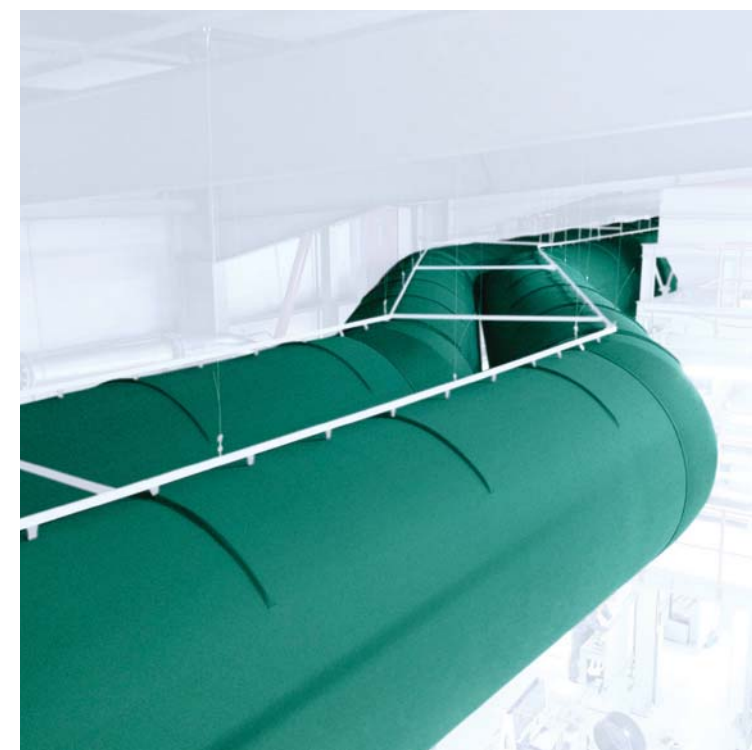
Air **dispersion** & air distribution...



"We never compromise on quality and always aspire to be superior when it comes to design and service. That's why our customers consider us easy to do business with."



Chuck Justice,
VP Sales and Marketing,
FabricAir, Inc.





UNDERFLOOR DUCTING

...and much
much more



INSULATED DUCTS



CUSTOM DUCT PROFILES



LAYFLAT DUCTS



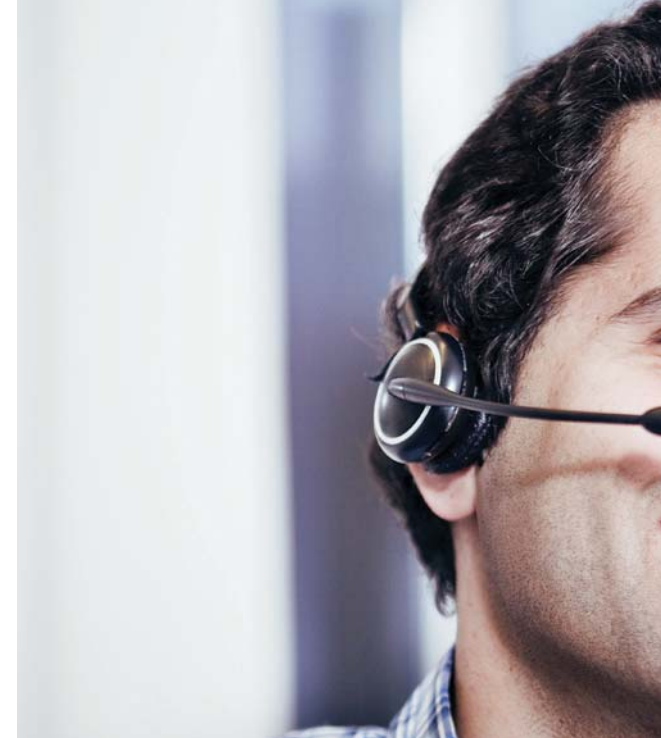
DROP DIFFUSERS



Asta, Production, Alytus, Lithuania



Kenya, Sales Support, Atlanta, USA



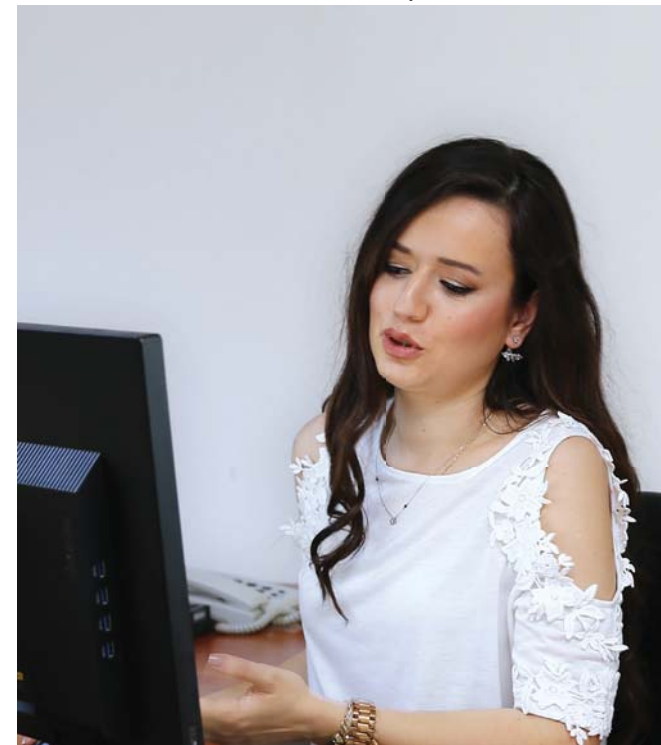
Ehsan, Internal Sales, Herfølge, Denmark



Onutė, Managing Production, Alytus, Lithuania



Feng, Internal Sales, Herfølge, Denmark



Sevim, Internal Sales, Izmir, Turkey



Ernestas, Technical Sales Support, Alytus, Lithuania

Together we create solutions

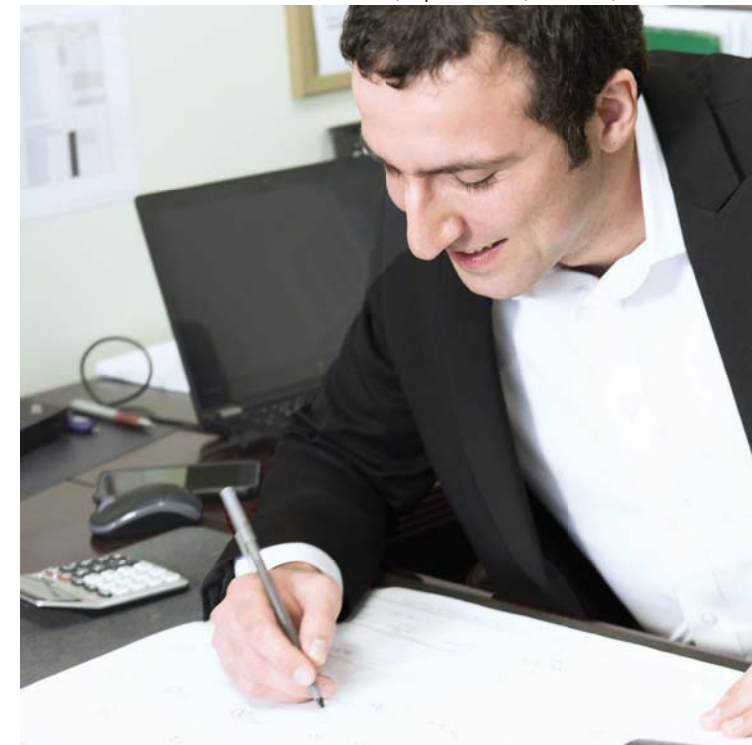
Erdal, External Sales, Turkey



Gitte, Finance, Herfølge, Denmark



Misha, Operations, Atlanta, USA





Smart **Air** Solutions

– Adding value to your indoor air quality

QUALITY & CERTIFICATION

Our brand builds on trust and quality. We are ISO 9001 certified and our fabrics meet the leading standards and national codes. This is your guarantee that your air solution represents the highest standards.



INNOVATION & TECHNOLOGY

We are experts in the latest air engineering technology and apply state-of-the-art laser cutting technology to create micro perforations and other flow models.

Regardless of the complexity of your application we deliver a smart air solution with superior comfort and ideal air dispersion to match your needs.

DESIGN & ENGINEERING

We custom engineer each order and provide 3D drawings and air flow calculations with no added costs.

Technical flexibility combined with environmental aspects and economic advantages makes us a preferred partner to architects, developers and contractors worldwide.

ADVICE & SUPPORT

Our highly skilled engineering consultants are only a phone call away. We provide technical advice in all phases from development to installation.

FAST DELIVERY & EASY INSTALLATION

We deliver punctually. 99.4% of our orders arrive on time or earlier. Our average lead time from order release to arrival at customer is <13 days.

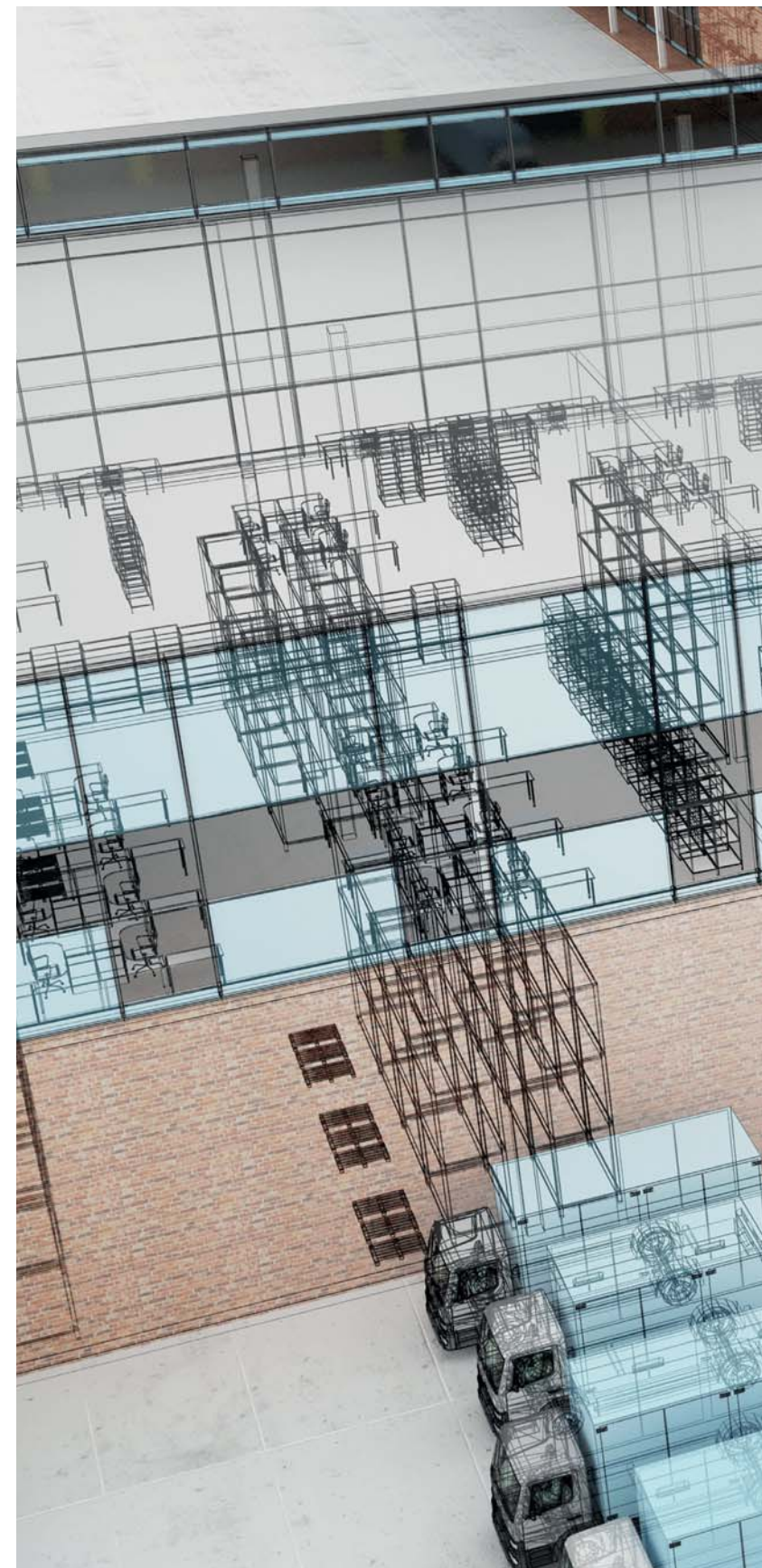
Our solutions are easy to install and we provide installation supervision for your convenience and reassurance.

We make the architect's **creative vision** possible

FabricAir solutions are architecture and engineering in seamless integration; function and aesthetics combine to create the perfect indoor environment with a stylish look that matches the building architecture.

Flexibility includes size, shape and color schemes and the result is a draft-free, condensation-free and noiseless air dispersion solution designed to strengthen your architectural vision.

Include us in the initial concept development phase or add us during refurbishments.





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"At Z-Space Design we focus on developing the utmost in all gastronomic experiences through efficiency and thought-provoking design. We recommend FabricAir dispersion solutions because of the efficiency and because it offers unique design opportunities. There are no hot spots and cold spots, there is no condensation dripping like with metal ducts and it comes in a swoon of colors."

The contractor is usually skeptical but then realizes if anything it's definitely cheaper than spiral ducts and much easier to install."

PJ Zakas, Z-Space Design, USA

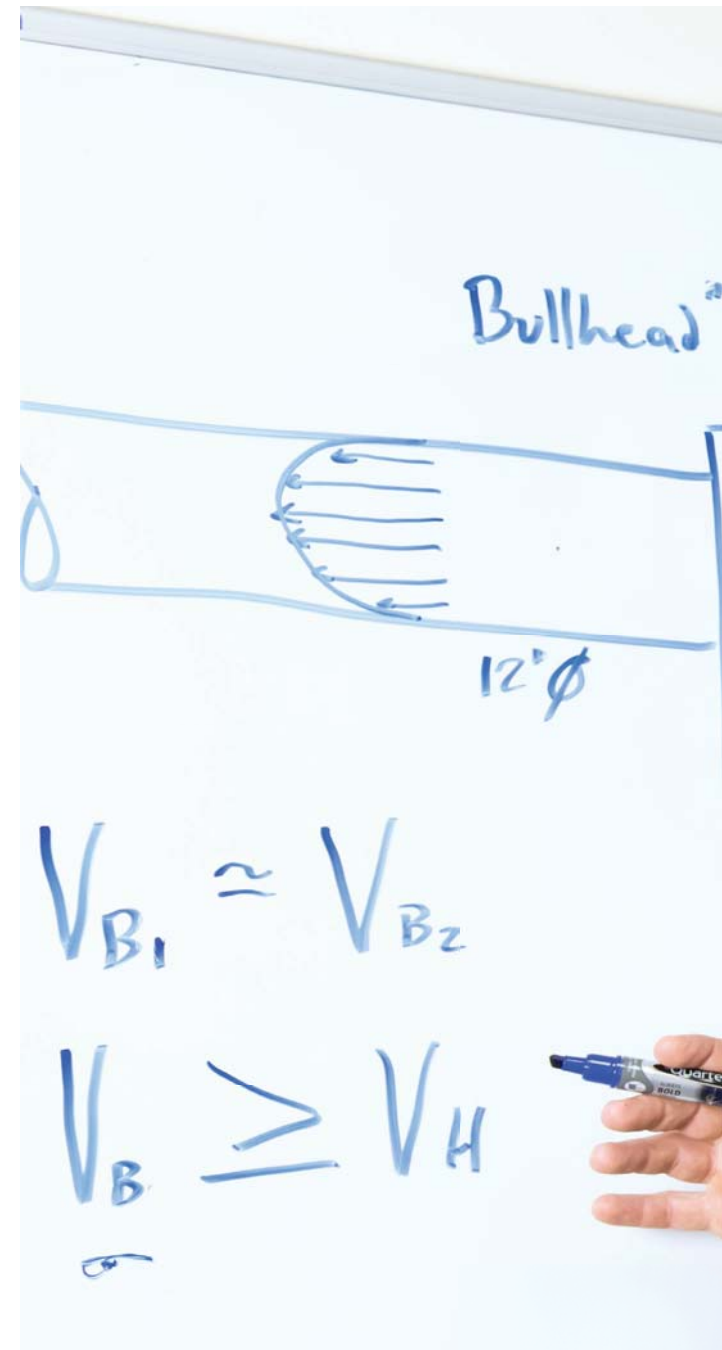


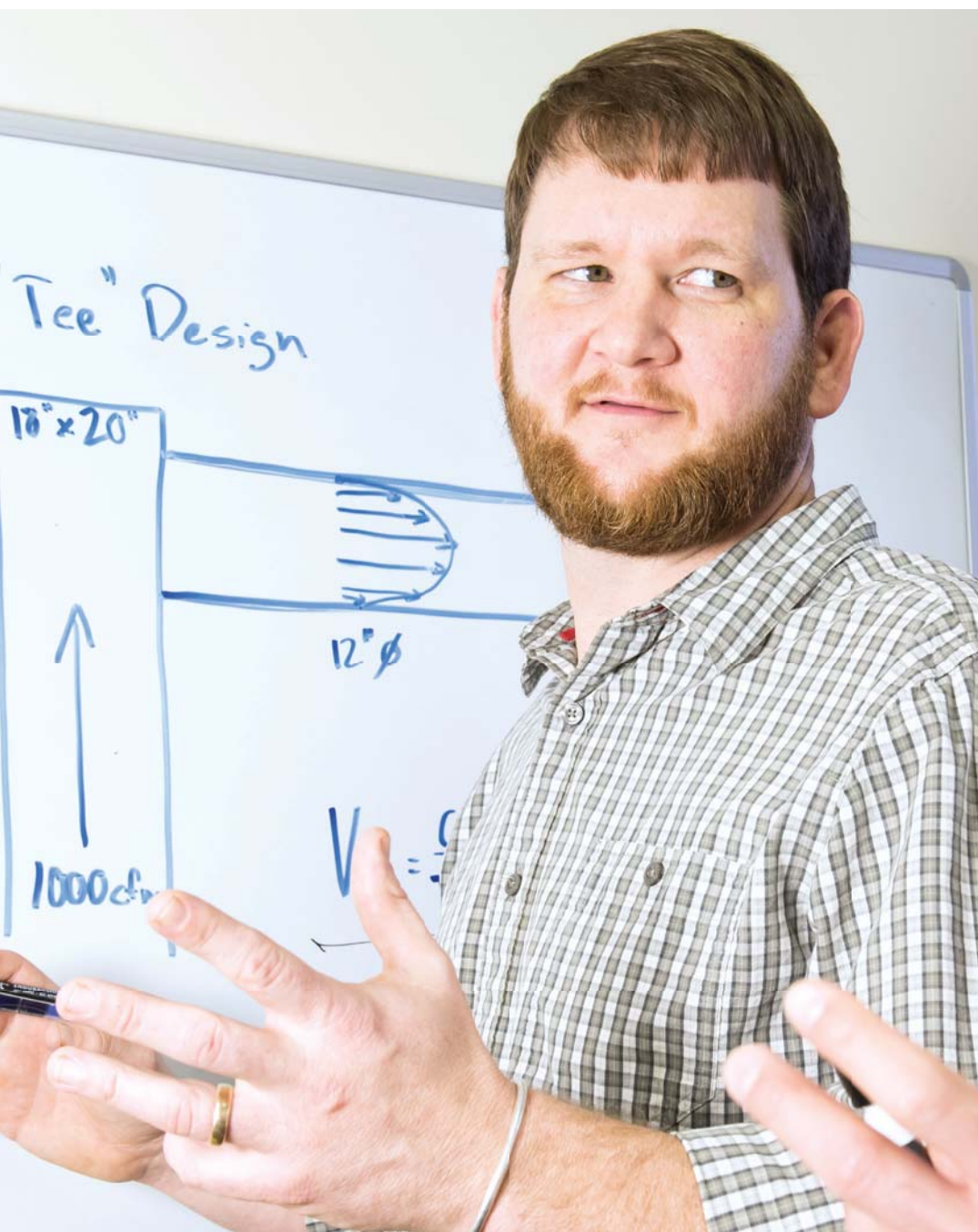
We make engineering IAQ easy

Prescribing a FabricAir solution is adding engineered value with superior technical performance to the indoor air quality. It is free of condensation, noise and drafts, and less expensive than conventional metal ducting.

It is easy for you as a consulting engineer to partner up with us. We design the systems for you and estimate the tender documents so you don't have to.

However, it is not just an easy solution; it is the best solution in terms of creating superior indoor air quality.





It provides uniform air distribution and can be tailored to the specific needs of a changing internal environment quickly and easily.

The ability to install FabricAir much more quickly than conventional duct work allows tight construction programmes to be met without impeding other trades.

Along with improved air distribution, flexibility and ease of installation, the cost savings brought about by the use of FabricAir as a value engineering option when compared to conventional ductwork extend past purchase price alone but also reduce labour costs and project duration.



Nick Berrie, Mechanical Design Engineer,
Dave Dickinson & Associates Limited, UK



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"Being competitive in today's construction industry comes down to my ability to hand over on time and within the budget. Fabric ducting is a good source for value engineering gains and working with FabricAir is a pleasure, as I know they always deliver on time. The solution is compact and ready to install, so I don't have to store large quantities of heavy components on site."

SİS-TEK

Baris Suri, Mechanical Engineer
SiS-TeK Sistem Mühendislik Teknoloji Tic. Ve San. A.Ş., Turkey



We make being on time and budget easy

As a contractor you are part of a value chain relying heavily on suppliers to get your job done. Partnering with us makes you competitive and profitable. FabricAir solutions can reduce total installed cost by 30-70% compared to conventional metal ducting, and we provide compact, lean delivery on time, keeping your costs down.

Our solutions are easy and intuitive to install and, if needed, help is only a phone call away. Our installation supervision concept is your guarantee of making the perfect handover and close out to your customer.

Engineering smart air solutions

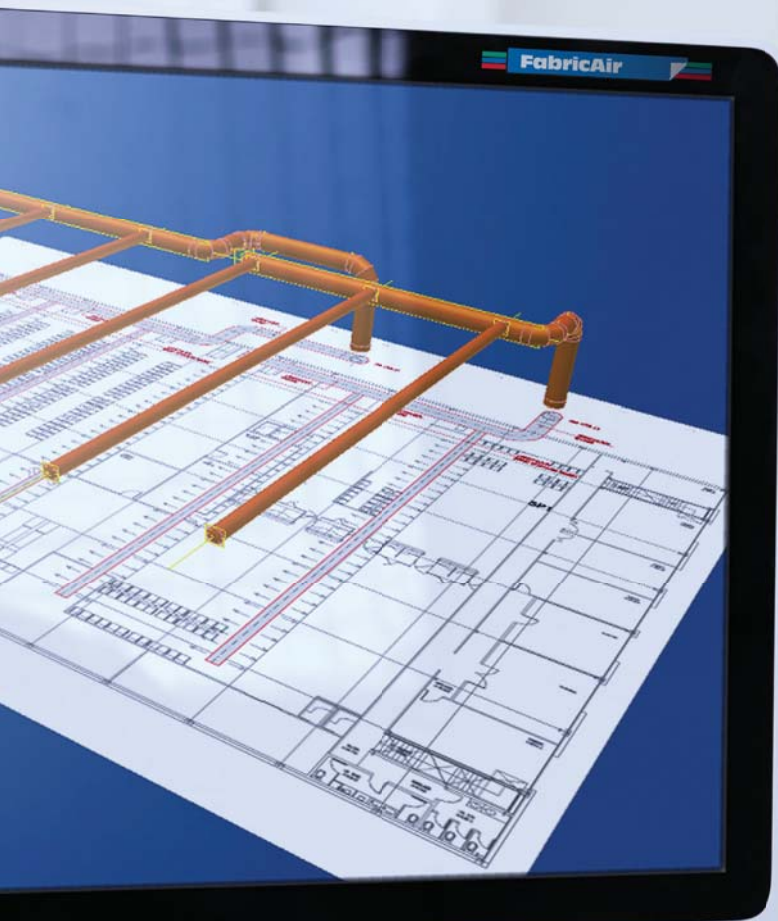
Since the beginning, in 1973, we have continuously developed and refined our technology to make it better and make it easier.

Our engineers use proprietary 3D software to design your air solution. Each quote is created with a set of drawings, which confirms consensus before the order is released for production.

The flexibility of the solutions builds on mass customization principles and the result is a unique combination of fabric, flow model and suspension, factoring in environmental elements such as color schemes, ceiling height and throw lengths.

This is why architects, engineers and contractors across the world more and more often convert conventional metal ducting into fabric based solutions.





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"Innovative & environmentally friendly fabric technology is the core of our product; but the secret to our added value is our people. We're a solution provider that's easy to do business with."

Philip Daugherty, Engineering Manager, FabricAir, Inc.



Advancing air dispersion technology

Innovation has always been key to our business. Our mantra is "make it better & make it easier". With those two simple ideas in mind we advance our smart air solutions to meet current and future demands. The TechCenter allows us to build on the existing technology, refine our solutions and explore new opportunities.

In the Air Lab we simulate isothermal conditions as well as heating and cooling conditions, while highly advanced equipment is used to monitor airflows inside and outside the air dispersion systems and measure vital metrics such as temperature, velocity, pressure, humidity, draft, etc. These results are used in combination with Computational Fluid Dynamics (CFD) to document product capabilities and provide a basis for product development and refinement.

As new building techniques, standards and environmental requirements present new challenges within the field of HVAC/R and indoor air quality, we raise the quality and service standards within air distribution and air dispersion.





"At the TechCenter we conduct product testing on vital factors and use CFD simulations to refine our flow models. We provide documentation on existing products and identify areas of improvement and R&D projects to ensure that we meet tomorrow's demands. Since we invented fabric ducting in 1973 we've been the vanguard of engineering air solutions and it's only natural that we constantly develop our products to meet or exceed our customer's demands and expectations."

Lauris Rezgals, R&D Manager, UAB FabricAir



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"Being responsible for our global energy optimization program, I am always looking for innovative solutions. FabricAir dispersion systems are a valuable alternative to conventional metal ducting and provides significant savings.

Due to the low weight of the fabric, we can add the solution to existing production facilities without compromising the structural integrity of the building.

The even air dispersion creates comfort in the occupant zone and the solution is easy to reconfigure if we need to remodel our production facilities.

We appreciate the good customer support. Having a local point of contact makes it easy for us to use FabricAir across the globe."



Manager of GS-RBT, Senior Consultant HVAC,
Danfoss Global Service



Enjoying a superior indoor environment

Air dispersion is the key to a functional, healthy and comfortable indoor environment. Irrespective of the application, we provide solutions with superior air dispersion, taking into account the purpose of the air, e.g. process supporting fresh air flows, comfort cooling or heating, and so forth.

Owners and occupants reap the benefits. Correct dispersion of fresh, warm or cool air eliminates drafts and condensation, minimizes sick leave and significantly increases comfort. It even has positive effects on the durability of buildings and equipment through elimination of e.g. mold growth, dampness, and other known problems within facility management.

Producing smart air solutions

All ducts are produced to measure at our facility in Lithuania. Our average lead time is <13 days from order to delivery on the job site and less than two out of a thousand orders have non-conformance registrations.

We employ highly advanced laser cutting technology and we are ISO 9001 certified, attesting consistent, good quality products and services. Strong product planning, skilled professionals and strict quality procedures ensure flawless deliveries on time and budget.

We continuously develop our product range and production methods to suit the needs of current and future customers.





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"The backbone of our production is our capable and dedicated team who find intelligent solutions to any production challenge and adhere to the highest quality and safety standards. I'm proud of our team spirit; we pull together to ensure that we're easy to do business with."

Onutė Tamulionienė, Production Manager, UAB FabricAir



Delivering smart air solutions

Once produced, our logistic department conducts a final inspection and creates a full overview of all order items listed by box number. This overview is included in the shipment for your convenience along with the relevant documentation, such as the installation guide, laundry and maintenance manuals and spec drawings.

We ship using a renowned worldwide delivery service that allows us to track the delivery and ensures punctuality.





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"At the packing center the order undergoes final inspection and all relevant documents, including the order specification, are added. Innovative logistical planning means we have an impressive lead time of <13 days from order release to arrival on the job site, making us easy to do business with."

Lars Jakobsen, VP Production and Logistics, FabricAir Group



Did you **know?**

COMPANY FACTS

We invented fabric ducting

In 1973 we launched the world's first fabric duct in collaboration with the Danish Meat Research Institute.

1,000 holes per second

We apply high-tech laser cutting technology, which cuts 1,000 holes per second.

2x Golden Gate Bridge a day

We tailor 1 million meters of ducting a year, which averages 4.5 km per day or 2 times the Golden Gate Bridge.

99.4% punctuality

We deliver on time with 99.4% punctuality.

3D drawings

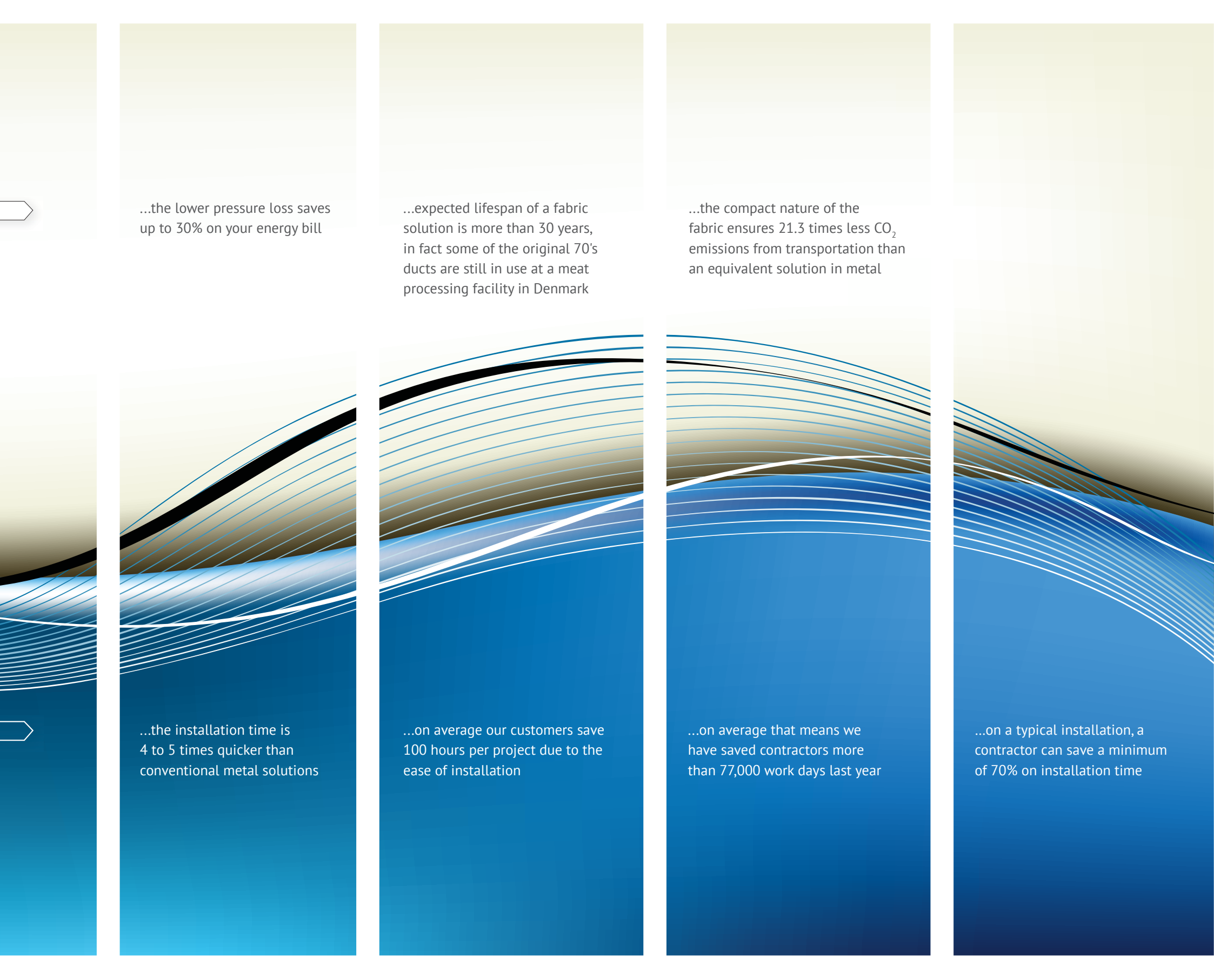
All quotes and orders are drawn in proprietary 3D software.

3x the Vatican State

We process 1.2 million m² fabric a year, which is equivalent of 3 times the area of the Vatican.

Fabric ducting is an energy friendly alternative to conventional metal solutions

Fabric ducting is a significant source of cost savings



...the lower pressure loss saves
up to 30% on your energy bill

...expected lifespan of a fabric
solution is more than 30 years,
in fact some of the original 70's
ducts are still in use at a meat
processing facility in Denmark

...the compact nature of the
fabric ensures 21.3 times less CO₂
emissions from transportation than
an equivalent solution in metal

...the installation time is
4 to 5 times quicker than
conventional metal solutions

...on average our customers save
100 hours per project due to the
ease of installation

...on average that means we
have saved contractors more
than 77,000 work days last year

...on a typical installation, a
contractor can save a minimum
of 70% on installation time



FabricAir A/S
Sandvadsvej 2
4600 Køge
Denmark
Phone: (+45) 5665 2110
E-mail: sales-dk@fabricair.com

FabricAir, Inc.
312-A Swanson Drive
Lawrenceville, GA 30043
USA
Phone: (+1) 502 493-2210
E-mail: sales-us@fabricair.com

FabricAir Ltd.
1st. Floor, Unit 7, Genesis Park,
Sheffield Rd, Rotherham
S60 1 DX
United Kingdom
Phone: (+44) 01709 835989
E-mail: sales-uk@fabricair.com

FabricAir Turkey A.Ş.
Şair Eşref Bulv. No. 6/801
35230 Çankaya, İzmir
Turkey
Phone: (+90) 232 446 34 58
E-mail: sales-tr@fabricair.com

FabricAir AS
Ivar Lykkes vei 9
7075 Tiller
Norway
Phone: (+47) 9349 1122
E-mail: sales-no@fabricair.com

UAB FabricAir
Pramonės g. 31
62175 Alytus
Lithuania
Phone: (+370) 315 78 723
E-mail: sales-lt@fabricair.com

FabricAir (Qingdao) Co. Ltd.
1 Tiankang Road, Building C, 3rd. Floor
Xiazhuang, Chengyang District
266107 Qingdao
China
Phone: (+86) 532 5552 0890
E-mail: sales-cn@fabricair.com

FabricAir GmbH
Schaperstrasse 18
10719 Berlin
Germany
E-mail: sales-de@fabricair.com

FabricAir España S.L.
c/ Ricla No. 18
50.005 Zaragoza
Spain
E-mail: sales-es@fabricair.com



THE SMART WAY OF THINKING WITHIN HVAC/R



ISO 9001
Quality System Certificate

Certificate of
Registration
File number:
10008624
QM08



ISO9001:2008

UL Registered Firm
Quality System Certificate