

Glasfloss Airwaves

THE OFFICIAL NEWSLETTER OF GLASFLOSS INDUSTRIES

Spring/Summer 2004

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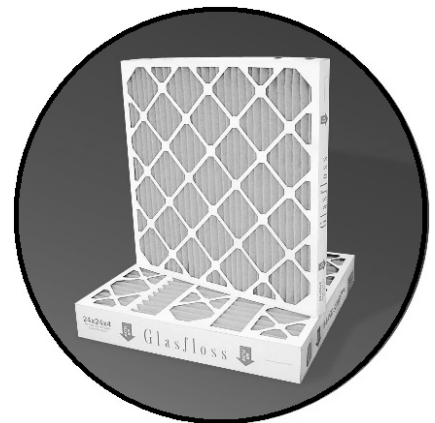


MR-11 High Performance Pleat is Recognized by ASHRAE

The new improved Glasfloss Z-Line MR-11 pleated air filter was one of only 30 HVAC/R products in the world to receive an "Honorable Mention" for 2004 by the AHR Expo Innovation Awards judging panel.

The AHR Expo Innovation Awards judge products in 8 product categories based on application, innovation, value to users and market impact. There are a total of 8 "Innovation Award" winners and 30 "Honorable Mentions" in the entire contest.

Glasfloss is extremely proud to be recognized in this world class competition of innovative HVAC/R products and our distributors can be proud knowing they are selling a truly innovative product in the marketplace.



Glasfloss Completes Corporate Consolidation



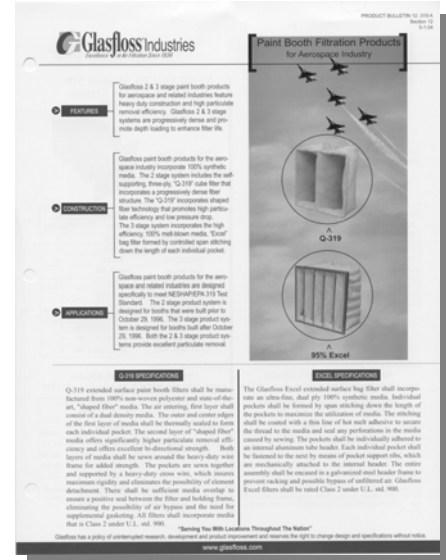
After a year of planning and coordination by key management, Glasfloss officially became "One Company with One Vision" on January 1st, 2004. Dallas, TX is now the official Corporate headquarters for Glasfloss Industries, LP and the company expects improved service to customers through more efficient operations and a more centralized management team.

Glasfloss Launches New NESHAP/EPA 319 Aerospace Paint Filtration Line

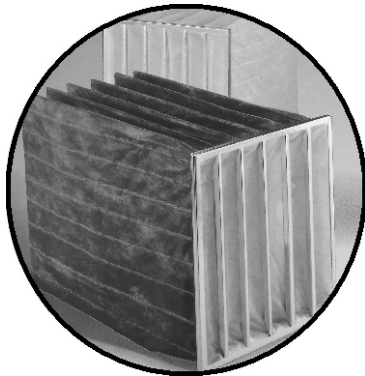
Glasfloss is excited to enter the aerospace paint booth filtration market with a new line of products designed to meet the NESHAP/EPA 319 Test Standard.

The new paint booth filter line consists of a 2 stage system for booths built prior to October 29, 1996 and a 3 stage system for booths built after October 29, 1996. The 2 stage system uses an 8G pad and a Q-319 extended surface filter. The 3 stage system uses an 8G pad, a Quad 440 extended surface filter and a 95% Excel synthetic bag filter.

For a copy of this new brochure, please contact your Glasfloss sales representative or you can view and print the PDF file at: www.glasfloss.com.



Pricing Reverse Dimension Excel and Purapak Bags



All bag filters in the Glasfloss catalog are listed with the width as the first dimension and the height as the second dimension. There are applications which require the dimensions to be reversed. To figure your cost for these products, please use the following procedures:

For 24x12: Use the list price for the 24x24 size with the same depth and pocket quantity.

For 24x20: Use the list price for the 24x24 size with the same depth and pocket quantity and increase by 15%.

New Standard Pleat Sizes

Glasfloss is continuing to add new standard sizes to our Z-Line Series of pleated filters whenever possible. Following are all of the new standard sizes that have been added to the SB, ZL, HV, MR-8, MR-11 and Carbotron pleated filter lines since our last issue:

10x10x1, 12x12x1, 14x24x1, 14x30x1, 15x30 5/8x1,
16x24x1 16x30x1, 18x20x1, 24x30x1



A Mini-Pleat for Virtually Every Application

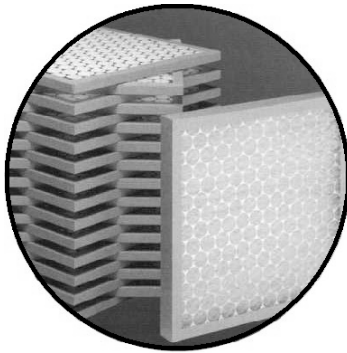
As you probably know, Glasfloss manufactures an extensive line of standard size mini-pleat filters including the Puracell II 4" Series, the Puracell M & MH 4" Metal Series and the Puracell V 12" Series.

However, you may not be aware that Glasfloss also has extensive capabilities in manufacturing custom size mini-pleat products in a variety of frame materials, pleat counts, efficiencies and 1" to 6" depths.

When you have custom size/construction mini-pleat needs don't hesitate to call your Glasfloss Sales Representative or the factory for pricing and availability on these products.



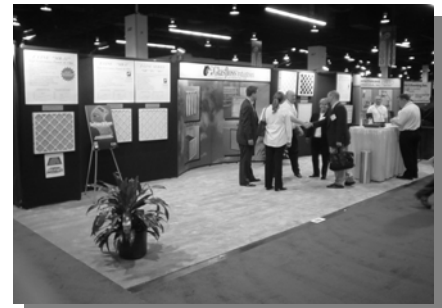
Improved Printing on Disposable Filters



Glasfloss is continually working to improve the quality and appearance of our products. One example of this is the new improved printing on our fiberglass and polyester disposable filters. New printing equipment was recently installed in all five Glasfloss plants to ensure that we have consistent quality printing of the Glasfloss logo, filter size, airflow direction etc. on all disposable filters.

ASHRAE AHR Expo 2004 In Sunny California

The 2004 AHR Expo was held at the Anaheim Convention Center, in the heart of Disney Land and Southern California. The show was well attended by HVAC/R professionals from all over the world and Glasfloss was pleased to be on display once again. Kimberly Clark's new "Shaped Fiber" pleated media campaign was the highlight of the Glasfloss booth and the new MR-11 pleat received quite a bit of attention from people stopping by to see the latest from Glasfloss.



Glasfloss Booth AHR Expo 2004

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Published by Glasfloss Industries, LP
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Dallas, TX 75315-0469

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Glasfloss' New Full-Line Brochure is Here!

If you haven't seen it already, Glasfloss recently introduced a new full-line products brochure.

The new brochure borrows many of the design cues from current Glasfloss product cut sheets as well as the corporate web site and contains all of the latest product updates to the Glasfloss line.

This brochure is the perfect full-line overview of Glasfloss products for sales calls and general marketing of the Glasfloss filter line.

The printed brochures are available to Glasfloss distributors in limited quantities upon request or the brochure can be downloaded from a PDF file at www.glasfloss.com.

