

## Airwaves Fall 2017

### Experience and Reliability

Experience goes hand in hand with reliability, right? Well, yes and no. It still takes constant attention by knowledgeable people throughout the process to achieve reliability. Consistency with every order is our goal.

If you are a regular Glasfloss customer, thank you! We hope your summer and fall proceed smoothly, without incident. If we aren't your regular supplier but you would prefer one that exceeds 98% reliability on every measure; we look forward to demonstrating our renowned order accuracy, product quality and lead times, all with outstanding customer service. You work hard to serve customers and grow your business. We understand this and believe our job is to be your partner in the process. A satisfied customer is the best way to prosper and grow.

At Glasfloss we operate using the KISS principle. When we take the order, we commit, we build it, and we ship it. It isn't always a simple task but we do our best to make it easy for our customers and theirs.



Best Wishes for 2017 and beyond,

Scott Lange

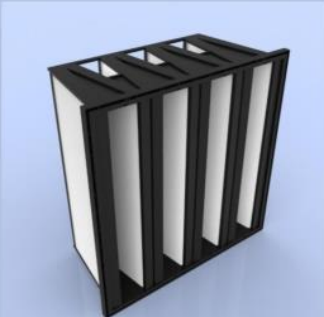
President

### Welcome our New National Sales Manager, AFD Division



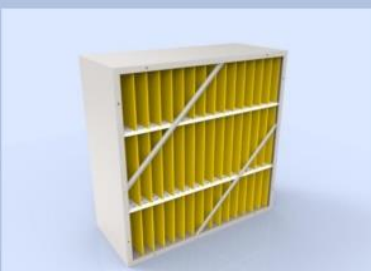
We are pleased to welcome Jeff Caudill as the new Glasfloss National Sales Manager, AFD Division. Jeff has an extensive 26 year background in the Filtration Industry, including: Air filter distributor end-user sales and Branch Manager experience. Most recently, Jeff was a Regional Sales Manager in the Midwestern sales territory. Jeff will be traveling with Glasfloss District Managers to meet our valued customers in the near future.

### New Puracell VP All Plastic Construction



If you are not aware, Glasfloss recently improved the construction of our Puracell VP Series mini-pleat filters. The new Puracell VP features an all plastic construction to resist corrosion and provide a lighter product for shipping and handling.

### New Z-Pak HC High Capacity Rigid



Glasfloss recently launched the Z-Pak HC series which features two individual media layers that provide very low pressure drop and superior service life. The Z-Pak HC is designed for demanding commercial and industrial applications and out-performs traditional rigid filters. The Z-Pak HC is available in MERV 14 in 24x24x12, 12x24x12 and 20x24x12 standard face dimensions.

### AHR Expo 2018 Chicago, IL



As an early reminder, if you will be attending the 2018 AHR Expo in Chicago, please plan to stop by our booth #3310 and check out what's new at Glasfloss. Our management team and sales team will be on hand to visit or answer any questions you may have. We hope to see you in Chicago.

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