



Abatement Technologies: Chronology of an Industry Leader in IAQ

1985: Company Inception and Overview

Abatement Technologies, Inc. was formed in 1985, as a result of a spin-off from a large, privately held utility services company. A privately held company, Abatement is headquartered in Duluth, Georgia.

Abatement's primary business focus at its inception was the distribution of asbestos abatement products manufactured by other companies to asbestos abatement contractors throughout the United States.

Today, Abatement Technologies is a diversified manufacturer and marketer of a wide range of custom-designed indoor air quality products for numerous IAQ and HVAC applications, with customers in more than 50 countries on five continents. The company is widely recognized in its various markets for innovative technology, high quality, reliable products, and excellent customer service. Because of the nature of its business, Abatement also focuses on the ability to ship fast; more than 95% of customer orders are shipped "same day", and more than 98% within 24 hours.

1986: Abatement Began Manufacturing Asbestos Abatement Equipment

The lack of availability of quality asbestos equipment prompted the company to quickly expand into manufacturing following a 1986 merger with a state-of-the-art computerized sheet metal fabricator with a state of the art 100,000 square foot facility in Fort Erie, Ontario, Canada. A sister manufacturing company, Abatement Technologies, Ltd. was formed and within months, Abatement introduced its own proprietary line of 'negative air' filtration machines, decontamination showers, and water filtration units for the rapidly growing asbestos abatement industry.

The introduction of these products quickly established Abatement as the industry's technology, quality and sales leader...a position it has maintained to this day. Over the past 15 years, more than 100,000 of the company's HEPA-AIRE® HEPA filtration systems have been sold into the asbestos abatement industry alone.

1990: Introduction of Duct Cleaning Equipment

In 1990, Abatement designed and introduced its first HEPA-AIRE® PPV brand portable power vacuums designed for source removal duct cleaning. Prior to the introduction of these systems, duct cleaning was performed primarily with time-consuming manual methods, or gasoline/diesel truck mounted vacuums, and the 'industry' consisted of a handful of contractors.

The highly portable yet powerful HEPA-AIRE PPV systems revolutionized the way duct cleaning is done, and set new industry standards for quality, reliability, productivity and performance. These patented systems (Abatement currently owns five U.S. patents for portable duct cleaning equipment technology & methods) also enabled

contractors to provide a high quality duct-cleaning service with a moderate investment. Abatement's new systems made duct cleaning a more attractive and professional business opportunity for progressive HVAC companies, and prompted thousands of contractors to establish profitable duct cleaning businesses.

Today, Abatement Technologies' duct-cleaning products are used by more than 4,000 companies throughout the United States and Canada, and by companies in almost 50 countries worldwide. It is estimated that over the past decade HEPA-AIRE systems and Abatement products have been used to clean duct systems in more than 2 million homes, commercial facilities, hospitals, and government buildings, generating approximately \$3 billion in contractor revenues.

1992: Abatement Introduced the First Portable Air Scrubbers

The company pioneered the development of the first line of HEPA-AIRE Portable Air Scrubbers™ for use by contractors in the facility restoration market way back in 1992. These products were designed to help restoration contractors protect workers and occupants from hazardous or irritating air contaminants such as particulates, gasses, microbial pollutants and odors caused by fire and water damage, sewer backups, and during bioremediation projects.

The rapid emergence of the mold abatement market in the late 1990s resulted in an increased demand for HEPA-AIRE Portable Air Scrubbers, as a more portable custom-engineered alternative to typical negative air machines. Industry expansion led the company to develop and introduce several additional Portable Air Scrubber models and a number of ancillary products. Today, these products continue to set the standard for mold abatement and restoration professionals throughout North America.

1994: Introduction of HEPA-CARE® Systems for TB Isolation Rooms

In response to the re-emergence of tuberculosis, the company established a new operating division to develop, manufacture, and market specialty air filtration products designed to meet the specific needs of the health care market.

These systems, marketed under the HEPA-CARE brand name, provide engineering controls for patient isolation rooms, emergency rooms and other areas within a healthcare facility in accordance with guidelines for tuberculosis and other airborne pathogens issued by The Centers for Disease Control and Prevention and OSHA.

HEPA-CARE systems, which are used to augment the facilities' HVAC systems, enable the facilities to effectively and economically meet or exceed applicable requirements without major HVAC renovations or installations. These systems are now in use in over 1,000 healthcare facilities throughout North America, and have been selected as the air filtration units of choice by hospital buying consortiums representing over 3,000 U.S. hospitals.

1996: Introduced CAP® Residential & Commercial Central Air Purifiers

Abatement Technologies decided to expand its air purification technology and manufacturing expertise into the development of HVAC-mounted air purification products for the residential and commercial markets

Sold exclusively through a network of HVAC dealers, CAP products provide contractors with a variety of technologies to help control airborne pollutants and odors in homes and offices. Today, Abatement offers an entire family of CAP products that incorporate a variety of air purification and odor removal technologies. This extended family of products enables contractors to select the best IAQ solution or combination of solutions for each specific application.

Abatement's top-of-the-line CAP600 and CAP1200 series systems are self-powered partial bypass units equipped with particulate and carbon prefilters and a true 99.97% efficient HEPA filter. Some models also include germicidal UV or UV Plus lamp technology.

2001: Responding to 9/11 and Bioterrorism

The tragic events of 9/11 created a significant demand for Abatement's IAQ remediation products. Environmental abatement contractors are using the company's HEPA-AIRE products for asbestos and lead abatement, and for various cleanup and restoration projects in New York City and Washington, DC. Abatement Technologies immediately decided to prioritize requirements related to facility cleanup and restoration in the areas surrounding Ground Zero and the Pentagon. This has included: HEPA-AIRE duct cleaning systems to clean and decontaminate HVAC systems in commercial and residential buildings; CAP products for residences and commercial buildings; and products for asbestos, mold and lead abatement.

In addition, the events of 9/11 and subsequent anthrax scares have led to increased demand for HEPA-CARE filtration systems for hospitals that may need to respond to future events involving biological pollutants, and for other commercial building applications where positive or negative pressurization and HEPA filtration may be required.

The company has also entered into an agreement with American Air Filter to supply key components for the AAF AirShelter line of products, which are used to help create "safe zones" in commercial buildings to help protect occupants in the event of a biological emergency.

The Future for Abatement Technologies:

We believe the formula for our future success is drawn directly from our past success: we will continue to use our engineering and manufacturing expertise to provide innovative IAQ solutions with well-designed products designed and manufactured to the highest level of quality and reliability and we will continue to provide exceptional customer service.

Many future IAQ problems may not be fully recognized today, and some of the technologies needed to address these problems may not yet be invented. We do envision several strong areas of growth for IAQ-related products in the next five years, including:

1. An increased demand for IAQ solutions for homes related to the rapid increases in people with allergies, asthma and other respiratory illnesses.

2. An increased demand for the office/commercial market for better air purification for the same reasons. Today, most commercial facilities are equipped primarily with air filtration to protect the HVAC equipment but provide minimal removal of potentially harmful respirable particulates, VOCs and odors.
3. Increased demand for products that help protect facility HVAC systems from intentional or unintentional introduction of biological pollutants.
4. Better filtration and safeguards for governmental and other 'high profile' buildings that could be potential terrorism targets and for healthcare facilities that may need to respond to biological or chemical terrorism.
5. The internet will remain a powerful marketing tool, but it will also unfortunately allow some of the fly-by-night companies with 'miracle technologies' to continue to emerge. These companies can be dangerous to us all because they can erode the underlying credibility of our industry. It seems that every time one or two go away others pop up to replace them. Hopefully, the vast majority of us concerned with doing the right thing will prevail.

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