



Newsletter

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Winter 2005-2006

Our First Edition

Welcome to the first edition of the Edco Sales Newsletter, which we hope to publish quarterly. The newsletter will feature informative articles about new products and services that are available, IAQ concerns, and a terms corner where you can quiz yourself on industry terminology. If you have any ideas for articles that you would like to see in future editions, please contact our office. Thank you for allowing us the opportunity to provide you with clean air.

Want to Save Money on Energy? Edco Can Help!

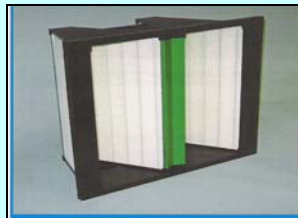
With the skyrocketing energy costs that are expected this winter, it is important to know the true cost of ownership when comparing air filters. Factors such as initial cost, freight cost, required maintenance, filter service life, energy consumption, and disposal all enter into the true cost of ownership. If you would like to evaluate your true cost of filtration, we can help. Using LCC software, your account representative can do a Life Cycle Cost Analysis at your facility. Please contact the office if you would like to schedule an appointment.

Product Spotlight:

Save Energy, Retain Performance with Durafil 4V and New Durafil 2V

The Camfil Farr Durafil Models provide high-efficiency performance in a compact, energy saving design. Both models feature durable, lightweight plastic enclosing frames and modular plastic media pack supports to ensure rigidity, pleat - in - pleat V bank design, and bi-directional airflow for ease of installation.

The Durafil has more media than other ASHRAE filters (up to 200 square feet of media for the Durafil 4V and 100 square feet of media for the 2V), which allows for increased dust holding capacity, longer system life, and a reduced average pressure drop. These factors can equal savings on energy use, longer service life and reduced freight costs.



2 V



4 V



Website Explains Role of "UVC" Light in Controlling Bird Flu

A new website from Steril-Aire, Inc. discusses how the company's ultraviolet-C ("UVC") technology may be used preventatively to control the spread of bird or avian flu in residences and buildings of all types. The information is posted at: www.uvckillsbirdflu.com.

Steril-Aire's multi-patented UVC devices are designated for installation in air conditioning and ventilation systems in health care facilities, schools, and other buildings. The UVC energy emitted by these devices typically destroys more than 90 percent of flu viruses and other microbes with each air change. In doing so, UVC significantly lowers the number of harmful microbes in the occupied space, dramatically reducing the potential spread and infectivity of the flu virus.

UVC works by destroying the DNA and RNA of microorganisms and is therefore effective against **all** types of flu microbes. In addition, it may be used to control other viruses including colds, SARS, measles and German measles; and infectious bacteria including TB, legionella, pneumonia and whooping cough. It can greatly reduce allergy-asthma symptoms caused by mold and mold spores.

For further information, please call your account representative at Edco Sales.

Do You Have Problems with Smoke, Dust, or Fumes?

You've closed up your doors and windows for the winter weather, and now you're having IAQ problems. Did you know that Edco

carries a full line of air cleaners, downdraft tables and dust collectors? We have our equipment in many applications such as welding and grinding, cosmetology areas, paint fumes, and prison manufacturing. Call your account representative for a free

Wishing you a joyous holiday from all of us at Edco!



Jac Citron

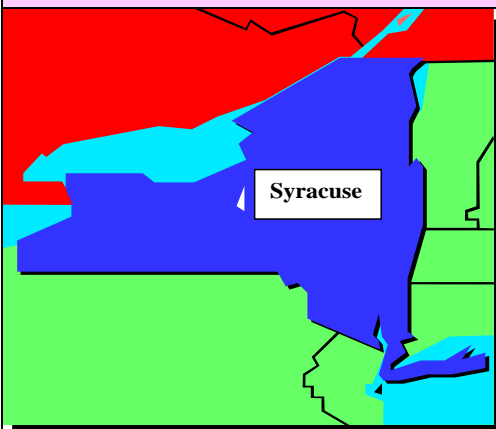
Gary Kent

Kathy Anzibbert

Allan Zemi

Joseph Harmon

John D. Collier



Centrally Located

Reduced Freight Costs



Have You Reviewed Your Freight Costs Lately?

Freight can increase the cost of your air filters by up to 30%. Ask your supplier for a freight quotation when requesting pricing.

Being centrally located in Syracuse, NY allows us to ship very competitively to Upstate NY and Northern PA.