# Hovair Systems Manufacturing, Inc.

# Media Kit

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## Riding on Air for More Than 50 Years!

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# WHO WE ARE

*A General Electric GEnX engine being handled with the HovAir technology at our Everett, Washington nacelle facility.*

As the original holder of the GM Patent for air bearing technology, Hovair Systems Manufacturing, Inc. (HSM) is the leading air bearing and air caster manufacturer to the material handling industry. Located in the Seattle, Washington area, Hoviar's "Made in America" products make moving any size heavy equipment, whether standard or unusual configurations, easily and safely. With more than 50 years experience, Hovair has a firm understanding of streamlining manufacturing processes through harnessing the energy of compressed air. **Hovair empowers employees with the capability to move 5,000 pounds with the palm of their hand or move up to 2 million pounds with minimal physical effort.**

[Take a Look at Hovair in Action]

# COMPANY MISSION:

To remember that people make the difference in any environment, and our commitment is to provide quality products that make people's lives easier, safer and more productive.

# FACT SHEET

Air bearings are revolutionizing manufacturing processes and companies wanting a competitive advantage are noticing.

## Increased Worker Productivity

- **Move up to two million pounds - limitless with customized designs**
- **Reduces the effective weight of any load by 99.5%**
- Increases the efficiency of manufacturing processes
- Standard air film systems can handle loads up to 100 tons - starting at just ½ ton
- Air Beams - used in pairs - can lift up to 30 tons per beam
- Transporters can lift from 1 to 120 tons
- Heavy duty transporters with 300 ton capacities.
- Heavy duty systems are also available with unlimited lifting and moving capacities

## Omnidirectional for Accurate Placement

- Moves heavy loads where cranes and forklifts cannot operate
- **Rotates 360 degrees with ease**
- Pinpoint accuracy and load positioning

## Environment Friendly

- GREEN - Has **No** Emissions
- Uses only compressed air - no electricity or propane gas needed

## Increased Safety

- **Movement of 1,000 lbs. only requires 5 pounds of force**
- **Enables the average person to move 5-8,000 lbs.**
- Built with safety in mind
- Requires NO special training
- Reduce Worker Compensation claims

## Other Features

- Awkward shapes are no problem
- Handles loads of uneven and disproportionate weight distribution
- No overnight charging needed
- Lifts from as little as 200 lbs
- Ideal for repetitive movements
- The load dictates where the caster modules are placed

**Augment Rigging and Hoisting**

- Move loads more quickly and efficiently
- Better weight distribution
- Reduce capital expenditures by minimizing/eliminating cranes and/or moving contractors
- Easily move loads in cramped spaces

**Pressure Vessels & Large Transformers - Move, Place or Transfer**

- Improved ergonomics and productivity
- Reduces number of employees needed to move large, bulky equipment
- Durability and lower maintenance cost

**Streamline Machinery Transport**

- Maximum flexibility due to omni-directional movement
- Frictionless; Spark free
- High load capacity

## Minimum Requirements

To ensure proper set up and use of these great load moving systems you need:

- A compressed air supply delivering around 85 psi constant
- A smooth level, non-porous floor surface -preferably smooth concrete or polished wood; cracks can be filled
- A desire to save money, time and energy.

**Revolutionize Assembly Lines**

- Aircraft, trucks, manufactured homes and locomotives can be build on air bearings
- An almost limitless load capacity
- Aids in maximizing floor space
- Easy to relocate loads
- Maximizes floor space
- Minimizes maintenance costs

**An Accessory to Fork Lifts**

- Low capital expenditure
- Durable
- Easily configured for many uses

**Crane Bay Transport**

- Cost savings
- Adjustable leveling

**Theatre Scenery & Stadium Seating Movement**

- Maximize use of floor space
- Easily move in tight spaces
- Easy to use and re-configure for multiple uses

**Custom Applications**
Hovair will work with you to design, manufacture and implement a robust solution to meet your specific needs.

# REDUCE ACCIDENTS & INJURY

Use of Air Bearing Technology could reduce accidental injuries and deaths:

- According to the Bureau of Labor and Statistics for worker injuries, illnesses and fatalities found 5,190 workers were killed on the job in 2016 (3.6 per 100,000 full-time equivalent workers) — on average, more than 99 a week or more than 14 deaths every day.
- Work injuries involving transportation incidents remained the most common fatal event in 2016, accounting for 40 percent (2,083)
- The leading causes of private sector worker deaths (excluding highway collisions) in the construction industry were falls, followed by struck by object (9.4%), electrocution, and caught-in/between(7.3%). These "Fatal Four" were responsible for more than half (63.7%) the construction worker deaths in 2016.

Jim Galante, Director of Business Development at Southworth Products stated that back injuries cost up to $90,000 in workers' compensation claims.

**Hovair** air bearing systems are built with safety in mind and require no special training to use. The average person can move from 5 pounds to 8,000 pounds alone. Accidents, such as this one with a forklift, will be a thing of the past when using Hovair air bearings. With the accuracy and precision of air bearings, companies should see accident and injury reduction.

Sources: [https://www.bls.gov/news.release/cfoi.nr0.htm

# HOVAIR BENEFITS

**EXPERIENCE -** Hovair's experienced staff quickly finds the correct solution the first time.

**COMMITTED TO REDUCING ENVIRONMENTAL IMPACT -**Hovair systems use compressed air in small volumes and provide **green, clean and lean solutions.**

**DEDICATED EMPLOYEES -** Hovair employees have dedicated over 30 years of their careers to providing the best solutions and customer service to Hovair clients.

**PLEDGED TO GIVING BACK -** Hovair is proud to support local charities and causes.

**SAFETY FIRST -**Companies using Hovair equipment report zero accidents.

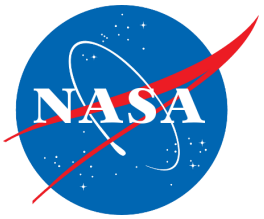
# AWARDS

- Congressional Export Achievement Certificate
- Ford Q1 Preferred Quality
- Member of National Minority Supplier Council (NMSDC)

# OUR CLIENTS

Hovair has more than 1800 clients in 38 countries, including NASA, GM, Ford, Lockheed Martin, University of Arizona, Boeing and Hewlett Packard.

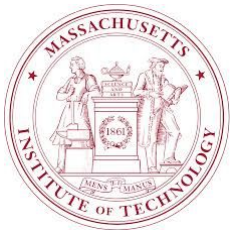



















# CUSTOMER TESTIMONIALS

**“Working with Hovair Systems was a Pleasant Experience”**

“There is not question that working with Hovair Systems was a pleasant experience. They were extremely helpful in the design, fabrication and delivery of a customized air pallet. Delivery was well ahead of schedule too.”
Foster-Miller, Waltham, Massachusetts

**“They are Fantastic!”**

"Within two hours of receiving the air bearing and castor kit system,” John Urick of Guidant Corporation said,“We had moved 7 loads and positioned them within a 1/16th of an inch of alignment. This would have taken us all day with our usual method. Please send us a price for more."

**“Hovair Systems are a great group to work with. They honor their warranty!”**

“They change and adapt their products to differing operational environments with a focus on improving and evolving transporter solutions. We’ve ridden with them for many years and have no complaints.”
Lockheed Martin Corp, Fort Worth, Texas

**Hovair Air Bearing System covers it all!**

“We have identified an excellent air bearing system that will improve performance.”

“We are very satisfied with everybody and especially our clients now see the advantage.”
Siemens Corporation, Mexico

**The Hovair Air Bearing Equipment was our Secret Weapon!**

Our pipeline shutdown was a success and Hovair air bearings played a huge role. They saved us 6 hours compared to the same job last year. It was our secret weapon and it definitely set a new standard in load moving.
Alyeska Pipeline, Alaska

# PRESS RELEASE

## SCIENCE FICTION MEETS REALITY
## HEAVY LIFTING IS AS LIGHT AS AIR

**SEATTLE - Oct. 31, 2018** – Marty McFly would be proud. His *Back to the Future* hoverboard was science fiction 35 years ago; today, that same "hoverboard" technology is used to move heavy loads up to two million pounds. Industrial and manufacturing plants that traditionally choose cranes, roller equipment or lift trucks to transport and inch massive machines and oversized loads into place are turning to air bearings for cost savings, safety and a competitive advantage.

Air bearings uses compressed air to lift loads away from a smooth floor surface and floats them off to their destination on a thin film of air - like the puck of on a air hockey machine. It reduces the effective weight of any load by 99.5%, which means.....

- Movement of 1,000 lbs. only requires 5 lbs. of force
- Enables the average person to move 5-8,000 lbs. Easily
- Omnidirectional
- Decreases the wear and tear on floors
- Minimizes friction as well as vibrations.

John Urick of Guidant Corporation said the company saved money within two hours of receiving an air bearing system manufactured by Seattle-area based Hovair. "We had moved seven loads and positioned them within a 1/16th of an inch of alignment. This would have taken us all day with our usual method," said Urick. Guidant is a leading designer and developer of cardiovascular medical products, marketing a variety of devices that aid surgeons in the treatment of cardiovascular disease.

Although the technology has been around since the 1950's, changes in the industrial landscape make them a modern method for moving machinery, equipment, product and cargo. Today's typical plant floor is a more dynamic workspace that often requires frequent adjustments. To increase throughput, management is finding ways to increase the productivity of each machine, which often means rearranging the equipment on the plant floor.

OSHA has documented that heavy lifting can result in both traumatic and overexertion injuries, including but not limited to, back sprains; muscle pulls; wrist injuries; elbow injuries; and spinal injuries. Companies who use air bearing technology have noted a decrease in injuries because it is so easy to use and workers are less likely to be injured.

***HSM** manufactures air bearings, air handling systems, and air film products for a wide variety of applications, with particular emphasis on the movement of heavy loads, machinery and equipment within today's industrial environment. Based in Kent, WA, HSM has more than 1800 clients in 38 countries, including NASA, GM, Ford, Lockheed Martin, University of Arizona, Boeing and Hewlett Packard.*

# HOVAIR NEWS

**CREATING THE WAREHOUSE OF THE FUTURE**

Hovair Systems and Mfg., based in the Seattle area, has equipment that allows the movement of heavy machinery anywhere within your facility without the money or time restrictions of the past. Hovair clients include NASA, Lockheed, the Georgia Aquarium, Toyota, University of Arizona, Tesla and hundreds of others. By floating the load on a cushion of air, Hovair products reduce the effective weight of any load by 99.5%, which results in an easier, safer and more efficient process.

**MOVING HEAVY LOADS WITH AIR**

When moving a heavy load (production machines, pallets of inventory, an assembly line) in a facility, what is the first options people think of? If the first thought is a tow lift or a crane, you are among the 95% that would choose one of those typical heavy equipment options. But if you are one of the fortunate companies that has been educated about a technology called air bearings, you would be choosing air bearings hands down. *Why?* Because it is the safest and most efficient way to move anything heavy, requiring no heavy equipment, no special trained operators, or lifting of the load.

**JUST WHAT IS AN AIR BEARING?**

Without getting into an in-depth technical discussion, air bearings technology uses compressed air to reduce the effective weight of any load by 99.5%. Effective weight is the amount of force you need to move an item. For example; If an item weighs 1,000, 10,000, or 100,000 pounds, you would need an equivalent amount of force to move that item. But **air bearing technology reduces the effective weight by 99.5%**, you would only need force equivalent to ½% of the weight of an item to move it.

**HOW MUCH WEIGHT CAN A SINGLE PERSON MOVE?**

With the air bearing technology applied, **the average person can single-handedly move 6-12,000 pounds with nothing but their hands!** So, if you need a 30,000 pound machine moved, apply the appropriate air bearing technology to that machine (it can be added or removed in less than 15 minutes), get 3 people, and you will easily slide the machine to the location you need without using any heavy equipment. It's that simple!

**AIR BEARINGS MUST BE EXPENSIVE, RIGHT? NOT REALLY….**

You may be thinking "Wow, this technology sounds great, but it must be really expensive, and only the big boys can afford it." Well, nothing could be further from the truth. The air bearing technology begins as low as $2,500, and the price is determined by the amount of weight you need to move. You can use the air bearing technology to move up to 2 million pounds. Air bearings are being used by businesses that have chosen the technology because of its significant savings in time and effort, and the much improved safety factor when it comes to moving heavy loads.

**To learn more about air bearings and how they might be deployed in your organization, contact Hovair at info@hovair.com, or call us at 800-237-4518.**

## CONTACT INFORMATION

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