



ETM Manufacturing to Build State-of-the-Art Air Purification Systems

Agreement with A.I.R. Corp. Expands Portfolio of Consumer Product Customers

Littleton, Mass. (April 25, 2012) — ETM Manufacturing, one of New England’s fastest-growing manufacturers, has been selected by Massachusetts-based American Innovation Research Corp. (A.I.R.) to build A.I.R.’s innovative Icon™ [fresh air delivery system](#). Under the agreement, ETM will provide engineering support to improve [product design](#) for high-volume, high-mix assembly and reduce costs, as well as [sheet metal manufacturing](#) and [sub-assembly services](#) for the Icon systems.

In a competitive evaluation, A.I.R.’s team looked for a manufacturing partner with a proven track record in helping innovative companies speed time-to-market with flexible and responsive engineering and manufacturing solutions that can scale as demand increases. The company chose ETM Manufacturing after a rigorous review based on ETM’s expertise in consumer product manufacturing, its local operation and the team’s commitment to meeting A.I.R.’s needs from early-stage product development to volume production.

“Icon is designed to fill the unmet need for fresh air delivery systems that can improve the quality of life for a large population, including pulmonary-compromised patients and healthy people challenged by airborne contamination,” said Judith Piscione, co-founder, executive vice president and COO of Andover-based A.I.R. “We’re very pleased to have found a local manufacturing partner in ETM that can help us accelerate delivery and make healthier living a reality for so many.”

ETM will make 20 different piece parts for the Icon system and build some sub-assemblies, before electronics and final assembly are completed by a local contract manufacturer. The early stage production is a critical phase where stacking up real tolerances to meet final requirements is essential to ensuring final product quality. ETM’s team will work

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closely with A.I.R.'s product design and manufacturing team at every step to reduce the need for rework and establish processes that deliver consistent levels of quality.

"A.I.R. represents our ideal customer: extremely passionate about changing the lives of their customers for the better, committed to quality and driven to continuously innovate," said Rob Olney, president of ETM Manufacturing. "It's an incredible opportunity to bring our very best to a company and a product with such potential for change and we're thrilled to be a part of the team."

The win reflects ETM Manufacturing's ongoing success in attracting New England-based original equipment manufacturers to its customer base. ETM's custom programs for [sheet metal fabrication](#), [machining](#) and [assembly](#) provide a local source for large companies like computing giant [EMC² Corporation](#) and start-ups like solar mounting system leader, [Panel Claw](#), all designed to deliver cost-effective, high quality products.

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About ETM Manufacturing

For more than 40 years, ETM Manufacturing has been providing custom, precision sheet metal and machined components to some of the best New England-based original equipment manufacturers in computing, energy, telecommunications, medical/lab, printing and other industrial equipment. ETM offers creative solutions to customer's complex supply chain issues, helping them save money and reducing time to market. For more information, please visit www.etmmfg.com or call (978) 486-9050.