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## FOR IMMEDIATE RELEASE

### **Tate® Teams Up With Air Zone to Market Energy Efficient Air Handling Units for Underfloor Service Distribution**

*Marketing Agreement Offers Existing Buildings Sustainable, High-Performance Solutions*

JESSUP, MD, November 11, 2008 – Tate® teams up with Air Zone International in a joint marketing initiative that will offer designers of high performance and sustainable buildings quiet, compact and energy efficient supply air to underfloor service distribution systems. Air Zone currently offers three different air handling units for underfloor air applications: *Air Column Unit*, *Environmental Air Tower*, and the *Dual Deck Air Tower*.

“Teaming up with Air Zone to market its energy efficient supply air systems for underfloor air applications is consistent with the existing Tate strategy to align ourselves with like-minded manufacturers whose products are complimentary to our raised floor and underfloor service distribution components,” said Ralph Mannion, general manager, Tate. “This allows us to both broaden our suggested solutions and reinforce the position of underfloor service distribution as one of the key components of high performance and sustainable commercial office buildings.”

Under the agreement, Tate will serve as Air Zone International’s marketing partner in locations where Air Zone did not have existing representation. The new territory covers all of Canada and much of the United States including the Southeast and the West Coast.

There are three key advantages to Air Zone products that should not be overlooked. First, they are designed to incorporate direct drive plenum fans that when properly selected are more efficient than standard air handling products. Secondly, Air Zone units feature quiet operation that is non-intrusive to adjacent work areas. They are independently tested to guarantee NC 40 sound levels. Finally, their compact vertical footprint helps developers maximize revenues from the net useable square footage paid by tenants.



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“Our products are a great fit for Tate and the green building solutions it provides to its customers,” said Andy Bergman, vice president of sales and marketing for Air Zone International. “The underfloor service distributions systems Tate manufactures contribute significantly toward the construction of high performance buildings. Therefore, it makes perfect sense to pair those solutions with air handling systems like ours, which can further augment energy savings, indoor environmental quality and the reduction of materials and resources.”

Air Zone’s *Air Column Unit* is a compact air handler that is perfect for supplying conditioned air into a raised floor plenum. All units come with a direct drive plenum fan, a high-efficiency low speed motor, MERV 13 filters and VF drives. The *Environmental Air Tower* is an air column unit which is also equipped with either a chilled water, or DX coil and a return air bypass damper, allowing for primary cooling at the unit. The *Dual Deck Air Tower* by Air Zone takes the Environmental Air Tower a step further – allowing for two separate air streams to treat the perimeter and the raised floor plenum.

Air Zone’s latest product solutions are not only a smart choice for new construction; they are an equally wise investment for existing buildings. The modular design and compact foot print are ideal for building retrofits, which traditionally presented the challenge of creating adequate space for and underfloor plenum. Air Zone units, however, can operate with lower raised floor heights, and can result in significant fan energy savings when replacing outdated, high energy consuming air handling units.

For more information about the Tate products and solutions please visit us at [www.tateaccessfloors.com](http://www.tateaccessfloors.com) or call (410) 799-4200. For more information about the Air Zone International product line please visit [www.airzoneinc.com](http://www.airzoneinc.com) or call (713) 460-4040.

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#### **ABOUT AIR ZONE INTERNATIONAL**

Air Zone International manufactures quality air handling products using only nationally recognized components including ARI Certified coils, AMCA Certified Fans, AGA and UL certified heaters. Air Zone products assist engineers in complying with ASHRAE 90.1



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guidelines for energy efficiency and have been used in some of the greenest buildings in North America.

### **ABOUT TATE®**

Tate is headquartered south of Baltimore, in Jessup, Maryland and is a member of the Kingspan Group of companies. Activities for Tate include research and development, manufacturing, sales, and distribution of underfloor service distribution systems (USDS). It currently has over 450 million square feet of USDS installed. Tate products deliver sustainable, high performance service distribution solutions to offices, the education market, data centers, public buildings, casinos, laboratories, and clean room facilities.

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