

# Air Handling enjoys record sales year

Doug Barhorst, president, reports that Air Handling Equipment had a record sales year. The sales department's growth was an impressive 26.2 percent. These sales efforts were led primarily by Kurt Barhorst, vice president of sales, and Aaron Lacy, sales engineer.



Barhorst

"We enjoyed very large sales of equipment to Honda Engine, Honda Transmission and American Showa," said Doug Barhorst. "We experienced a strong interest in plant air products from primarily the Honda tier one suppliers. These suppliers are enjoying the growth requests that are coming from Honda Ohio as well as the new Honda Plant in Greensburg, Ind."

Barhorst's report continues:

Part of the reason for our growth is certainly the product line that CompAir provides us. CompAir provides us with state of the art rotary screw air compressors including the SR Drive, which features "switched reluctance" drive controls for variable speed operation and the very efficient 5 to 6 lobe ratio cyclone air end. The fact that the air ends have their rotors ground versus cut gives us an extremely well balanced air end for longer operating life. The CompAir product line was also expanded this past year to include oil free rotary screw air compressors with variable speed drive. We were

very fortunate to put two of these large units into Procter and Gamble and Metokote. We see this product market developing over the next decade as our customers demand more environmentally friendly units.

This was a big year of transition for the Service Department. We moved from a service manager to a service coordinator business model. Lisa Kunk, who was in our parts department since 1999, has accepted the job of being the service coordinator. She now assists Jon Freistuhler, who has been with us for 13 plus years, in managing the Operations Department. We are also very excited to announce that we will be adding two very qualified techs to our Service Department — Wade Hanby and Ben Woods. These two gentlemen join seven highly qualified techs that have been with us for a number of years. In fact, the existing seven techs have a total of 159 years of field experience. Lastly, again we enjoy our relationship with CompAir, and each of our techs is annually trained by the CompAir officials who come in from their plants in Germany and Great Britain.

Rentals and parts remain two important arenas for Air Handling. In the rental business we are trying to move from a diesel oriented fleet to an electric short term and long-term rental operation. As mentioned in these articles before, we put up a 20' eve height building in 2005 to accommodate this move to electric rentals. This past year we added a 300 horse-

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Photo provided

AIR HANDLING employees include: top row (l-r): Mark Garrett, Larry Reineke, Preisident Doug Barhorst and Michael Lauber; middle row: Vice President Kurt Barhorst, Jon Freistuhler, Zack Bosslet, Bruce Seger, Steve Reineke, Aaron Lacy, Rick Wolfe, Jerry Cable and Kevin Ticker; front row: Angie Milby, Kris Stang, Lynette Caulfield, Lisa Kunk and Becky Kenton. Not pictured: Wade Hanby, Ben Woods.



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- June 28 - Kids Around The Square
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- October 25 - Kid's Fall Festival
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