

Issue 3

January 2011

New year brings new opportunities.

We wish you a Happy New Year let us hope for a prosperous 2011. We must apologise for any delays in dispatching our goods over the past few weeks, heavy snowfall and illness meant many of our employees were unable to make it into work on a number of days. We even had to postpone the company's Christmas Party!

The past decade has seen PPM Technology launch a number of new products, including the new models of the Formaldemeter – the htv and htv-m, these instruments have proven to be popular with customers and distributors. We hope the next decade will see increased interest and sales in our multi-parameter IAQ monitoring instruments the PPMonitor SAS and the Wireless IAQ Profile Monitor. Our continued innovation has resulted in significant growth of the company in the past decade. We believe that with active co-operation with our partners from across the globe will see a continuation of these successes.

PPM Technology to participate in MCERTS exhibition.

PPM Technology is to participate in the MCERTS exhibition on the 30th and 31st of March this year, MCERTS is a specialist conference and exhibition relating to Air Monitoring. PPM Technology will be at stand 17 at the venue, please drop by if you are attending. This year's exhibition will be held at the Telford International Center, Telford. Shropshire, England.



PPM Technology will exhibit our latest products, and we will hold a demonstration session for interested delegates. It is hoped the exhibition will be an opportunity for PPM to find new clients and generate interest in our instruments.

Survey of distributors present positive outlook.

PPM Technology have recently sent a detailed survey to all our distributors, the objective being to gain an insight into the latest developments and trends in their domestic marketplace and also to gauge their opinions on our instruments and their features. All distributors agreed that the Formaldemeter htv and htv-m have good performance and features, and many agree it is the best Formaldehyde detector available on the market. The majority of respondents see the data-logging capability of the htv-m as a very useful feature, which is being requested more frequently by customers.

The survey also aimed to discover our distributor's thoughts regarding the Wireless IAQ Profile Monitor, most of our distributors are new to this product. The feedback we have received has been positive with most partners very interested in the product, we hope that in 2011 with co-operation from our distributors across the globe will see an upsurge in interest in the product.

* If you haven't received the survey and would like to complete it, please contact me at gevans@ppm-technology.com.

If you have any relevant stories, including any recent or upcoming exhibitions, application stories or customer testimonials that you want to be included in the next newsletter please feel free to contact us:

gevans@ppm-technology.com

Equipment Scientifiques see increase in sales of PPM's products.

Our distributor in France – Equipments Scientifiques are glad to report an increase of 30% in the annual sales of PPM Technology's products in 2010 compared to 2009, they are hopeful for this success to continue into the new year. This will be consolidated by the fact that PPM Technology's product range are featured in their new product catalogue, which will be sent to 2500 customers and leads.



Equipment Scientifiques are keen to focus particular attention on our multi-parameter products the PPMonitor SAS and the Wireless IAQ Profile Monitor in 2011. They are confident there is a real interest and demand for these products in France.

IAQ and 'Green Buildings'.

The recent trend towards energy conservation measures have in some cases led to airtight building construction that can often create problems with Indoor Air Quality (IAQ).

Some 'green buildings' (also known as 'green construction' and 'sustainable buildings') have ignored the issue of IAQ in pursuit of energy saving measures. Ventilation systems are set to minimize the amount of fresh air entering and circulating within the building. This restriction allows a build up of air contaminants within the building, creating problems associated with poor indoor air quality including sick building syndrome.

Although in many cases the issue of indoor air quality is addressed, the primary concern of 'green building' is the overall impact the building and building process has on the environment and does not have the health of the occupants as its priority. So, at times, this focus can be at the expense of indoor air quality and ultimately the building occupant's health.

Residential, retail and public buildings are often associated with these problems, as are many workplace environments.

The issue of 'Green buildings' and IAQ is something PPM hopes to explore in the future, we can see many applications for the Wireless IAQ Profile Monitor in these environments as concerns over this issue grow.

If you have any relevant stories, including any recent or upcoming exhibitions, application stories or customer testimonials that you want to be included in the next newsletter please feel free to contact us:

gevans@ppm-technology.com



PPM Technology Ltd
Unit 34-35 * Cbyn Industrial Estate
Caernarfon * LL55 2BD * Wales / UK

Tel: +44 (0)1286 676 999
Fax: +44 (0)1286 671 811

sales@ppm-technology.com