

Industrial • Commercial • Residential • HVACR Controls

Hoffman | Controls



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www.hoffmancontrols.com

Corporate Vision

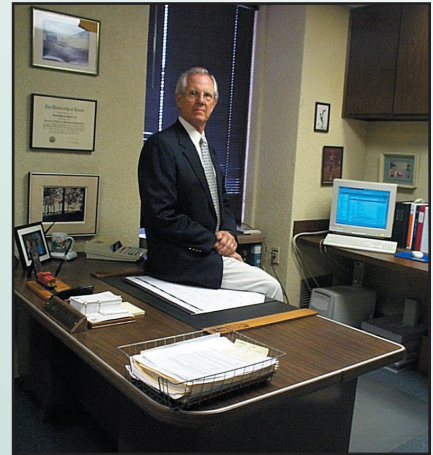
Our company is purposed to conceive, design, and manufacture “first in the industry” special purpose electronic controls for commercial and industrial markets. We are uniquely structured to accomplish this objective.

HCC manufactures products that utilize cutting edge technology that positions ourselves with the opportunity to offer enhancements to standard function type controls. We intentionally search for opportunities to create products that perform and function with features and benefits that far exceed the standard or norm.

We pride ourselves with the quality and perfection that these unique products demand in our manufacturing process, quality assurance, and technical support. We internally control every aspect of each manufacturing process. We design and build all our tools, dies, moulds, castings, extrusions, and test/calibration instrumentation. We make every effort to control our destiny; precluding the necessity to depend on others to assist us in accomplishing our objectives.

Commitment, dedication, and longevity are hallmarks of our valued employees. They individually but collectively become the team that makes not only our products, but our company unique in the manufacture of electronic controls.

My efforts are directed at guiding and focusing our company in the creation, development, and manufacturing of unique products that are “one of, and the first of, its kind” in our industry. This philosophy affords HCC the opportunity of being a leader in the industry we serve.



Howard P. Byrnes, CEO

Company History

Hoffman Controls is recognized as an industry leader in the development of sophisticated commercial and industrial special purpose electronic controls and control systems. Our reputation has been earned through our technical experience and resources...cost effective manufacturing and world class customer relationships. Product innovation is the hallmark of Hoffman Controls.

With over 35 years of industry experience, we are known as creative developers of unique special purpose controls. Most of our controls were “first in the industry”, and many are “enhancements” to typical industry standard control product offerings. We embrace new technology to provide unique and innovative products.

In the mid 1960s, Hoffman Controls was the “first in the industry” to introduce SCR Proportional Power Controls for Electric Heating Elements for Commercial and Industrial Heating applications.

In the late 1970s, Hoffman Controls received two patents and introduced the first electronic analog Variable Air Volume (VAV) Control.

During the mid 1970s, our company developed the “first in the industry” Head Pressure Control for modulating the speed of the condenser fan motor in low ambient. Through extensive market development this series product became an industry standard.

In the mid 1990s, Hoffman Controls once again introduced to the HVAC market another “first in the industry” product; the Furnace Fan Speed Control for residential and light commercial systems. Known as VariFlow, this product is designed for new as well as retrofit installations for central air conditioning systems.

During our 35 plus years of providing quality products, Hoffman Controls has established broad and varied product lines. These special purpose controls range from motor speed, motor protection, step and sequence controls, manual and variable motor/fan speed controls, SCR power controls, VAV (Variable Air Volume) controls and Direct Digital Controls.

Hoffman Controls remains committed to providing innovative and quality products and market development in support of the HVAC industry.

Manufacturing



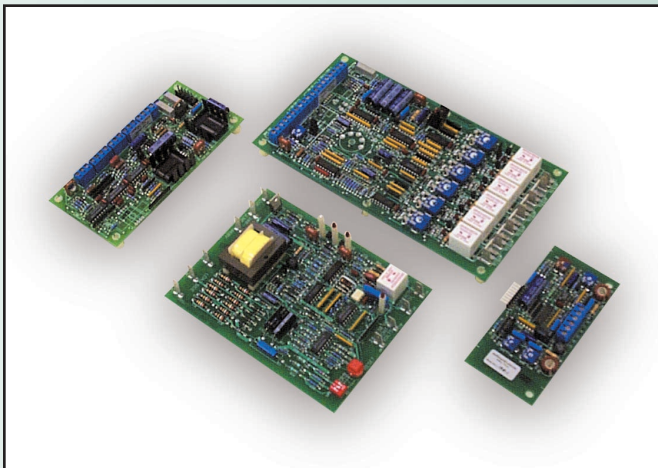
As a world-class assembly manufacturer, HCC embraces a total commitment to manufacturing excellence.

HCC manufactures nearly 100,000 printed circuit boards annually, utilizing highly skilled personnel and specialized equipment. HCC maintains excess capacity of 30% to meet unanticipated customer requirements with resources and space to produce up to 200% nominal annual production.

HCC offers a highly skilled production work force with an average tenure of 10.3 years, coupled with outstanding pride in quality of workmanship. Three HCC employees were recognized with 20 years of service in 2000.

HCC Manufacturing Abilities

- Just in Time Delivery Programs (JIT)
- Statistical Process Controls (SPC)
- Continuous Quality Control
- Computer Aided Design (CAD), Layout and Artwork Generation
- Printed Circuit Board Assembly
- Through Hole and Surface Mount Capabilities
- Specialized Wire Harness Assemblies and Wired Chassis Assemblies
- Burn-in and Functional Test Capabilities
- 100% Final Inspected and Load Tested
- Electrostatic Discharge (ESD) Protection
- Custom Product Packaging
- UL/CSA Standards
- Military Standards as required



HCC's thorough knowledge of applications and technologies assures compliance with the most precise customer performance requirements.

Our ERP software creates exact accounting control and efficient production operations. Production features include: Shop Floor Control, Bill of Material Configuration Control, Inventory Control, Advanced Master Scheduling and Material Resource Planning (MRP). Realtime Production Job Status and Scheduling Manager, Realtime Barcode Labor Efficiency Tracking, and Barcode Serial Number Part Traceability are also resources at our disposal.

Our Production Department has 35 years of Manufacturing experience and Quality Assurance Engineering/ Management experience.

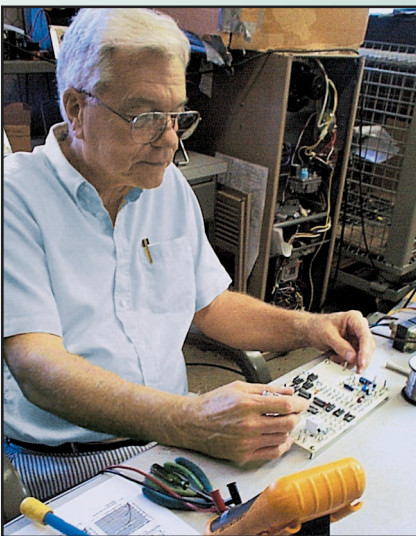


Test and Calibration



Hoffman Controls has earned the reputation in providing quality, trouble-free products. Our Test and Calibration Department tests each of the over 50 products manufactured by HCC. Using our own engineer-designed test fixtures, environmental chambers, and state-of-the-art instrumentation, our technicians ensure electronic quality and integrity is maintained on every HCC product.

Engineering and R&D



The key to a company's success and longevity, within the industry it serves, is determined by its ability to handle growth, with innovative products.

Our Senior Engineering/R&D staff have nearly half a century of experience in electronic commercial and Industrial control systems. Developing and utilizing state-of-the-art technology in the custom of "from concept to finished product" is the hallmark of our Engineering/R&D Department.

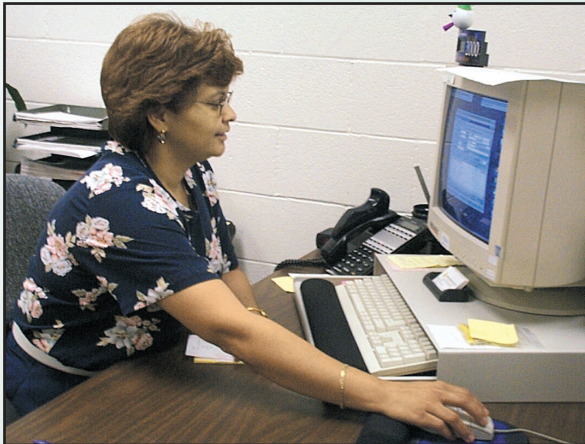
The most current resources in engineering software are used, including AutoCAD, ACCEL and PCAD2000 for schematic/PCB development. IPC-D-325

support HCC's R&D product development for PCB assemblies and documentation. The recently installed Y2K database and computer networked work stations are optimized to support our Research & Design process.

Our most recent DDC product incorporates the internationally recognized LON-based commercial/industrial communicating platform for our DDC enSphere digital controllers and control system. These controllers are available for interpolation into systems that are inclusive of but not limited to, manufacturing, processors, transportation systems, industrial control processes, energy management, HVACR, lighting, security, etc.



Purchasing



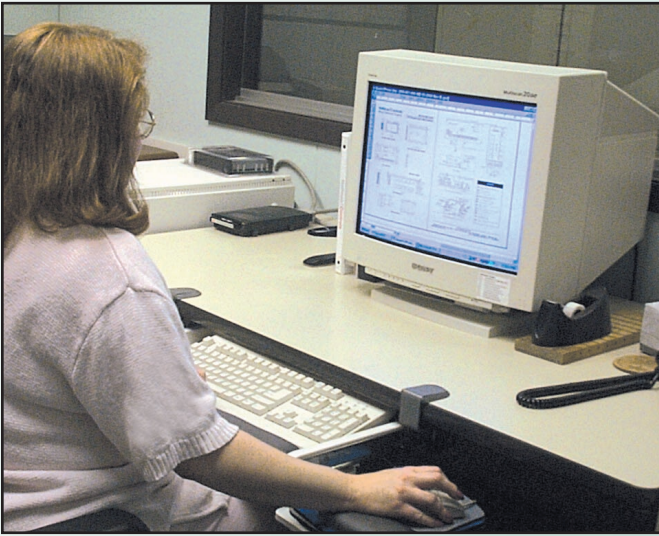
Our computerized purchasing procedures are focal to our production efficiency. Utilizing Electronic Data Interfacing (EDI) allows us to electronically link with our vendors for optimum parts scheduling. The Material Resource Planning (MPR) software automatically generates our purchase agreements to ensure timely production schedules. The combination of EDI and our technically oriented purchasing staff allows us to effectively evaluate electronic vendors, correspondent manufacturers in domestic and international markets.

Shipping and Receiving

The warehouse facility of Hoffman Controls occupies over 6,000 square feet of climate controlled area. Equipped with barcode scanning at various locations, we ensure total inventory control. Our warehouse procedures allow us to segregate inventory from Hoffman specific, consignment or safety stock. Online inventory of finished goods supports our computerized shipping procedures, thus allowing us to ship throughout the world via any major carrier.



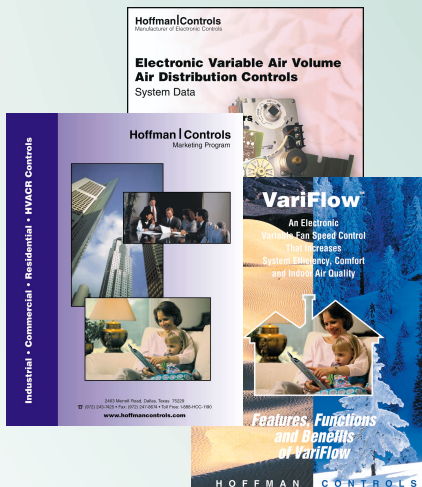
Advertising and Publications



All sales support, advertising and technical documentation is designed and created by HCC. Utilizing high capacity computers, Adobe and Quark design software, color printing, digital cameras and color scanners, we produce virtually all marketing and product support material internally. The use of Microsoft FrontPage software allows HCC to internally design and maintain our web site, www.hoffmancontrols.com.



Marketing



Hoffman Controls products are sold to a diverse number of markets worldwide. Our customers consist of federal, state and local government, institution, wholesale distribution, contractors and OEMs. Sales functions are provided by direct factory representation as well as a network of independent manufacturer's representatives. Our technically oriented sales and marketing staff is supported by knowledgeable internal applications and technical support personnel.

Market exposure is attended through industry trade organizations, exhibits, functions, technical papers and web site marketing to major industries, as well as electric and gas utilities.

OEM (Orig. Equip. Mfg.) Customers

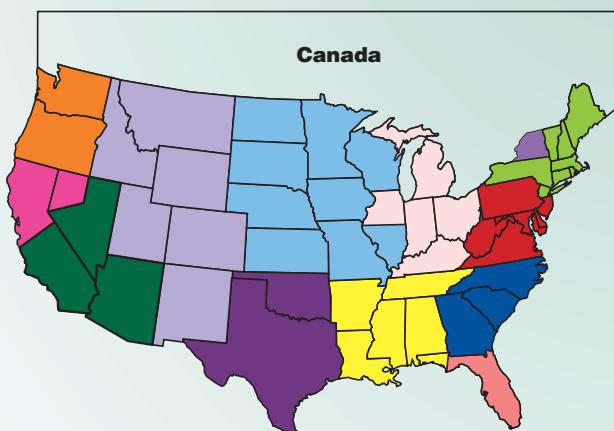
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AAON INC
 AAG MANUFACTURING
 AIR ROVER, INC.
 AIR SYSTEMS COMPONENTS
 AIR TECH SYSTEMS
 AIRFLOTEK, INC.
 AIRFLOW CO.
 AIR ZONE INDUSTRIES, INC.
 ANEMOSTAT PRODUCTS
 APPLIED COMPANIES
 CANFAB
 CARNES COMPANY
 CARRIER ARGENTINA S.A.
 CARRIER CORP.
 CHILLER MFG.
 CLESTRA CLEANROOM CO.
 COMPU-AIRE, INC.
 CONSOLIDATED TECHNOLOGY
 CONTINENTAL VAV, INC.
 CRISPAIRE
 DELL CORP.
 DELTA FLO MFG.
 DRYAIRE SYSTEMS
 DUNHAM BUSH, INC.
 ELLIS & WATTS DIVISION
 ENERGY LABS, INC.
 ENGINEERED AIR

ENVIRONMENTALLY ENG. EQUIP., INC.
 ENVIROMASTER INTERNATIONAL
 FILTRINE MFG. CO.
 FRESH AIR SOLUTIONS
 FRIEDRICH A C & REFRIG.
 GOVERNOUR CORPORATION
 HACE GOLDEN STAR
 HART & COOLEY, INC.
 HEATCRAFT INC
 HEAT RECOVERY
 HITACHI INDUSTRIAS HITACHI S.A.
 HIROSS, INC.
 HUSSMAN CORPORATION
 CHATHAM TECHNOLOGIES, INC.
 KANALFLAKT, INC.
 KEES, INC.
 LABCONCO CORPORATION
 LENNOX INDUSTRIES, INC.
 LIEBERT CORP.
 MARINE AIR SYSTEMS
 MARLEY ELECTRIC
 METAL INDUSTRIES
 MICRO METL CORPORATION
 PAUL MUELLER COMPANY
 NAILOR IND. OF TEXAS, INC.
 NATIONAL REFRIGERATION
 NATIONAL REFR. & A/C PRODUCTS
 NESMA EMCOR CO LTD

OCTAGON AIR SYSTEMS
 OMNI TEMP. REFRIGERATION
 PENN VENTILATOR CANADA, LTD.
 PLEXUS INTERNATIONAL, INC.
 PREFCO PRODUCTS, INC.
 PROS
 QUIET AIRE CORP
 RAE MFG. DIV. *
 SCANCO ENVIRONMENTAL SYSTEMS
 SEASONS 4
 SOUTHEASTERN CONTAINER, INC.
 STARTROL CORP.
 SUPERIOR REX AIR COND. EQUIP.
 TELETROL SYSTEMS
 TISDALE COMPANY, INC.
 TITUS
 TPI, INC.
 TRANE, FT. SMITH
 TRANE, TYLER
 TRANE, RUSHVILLE
 TRANE, SOCIETE FRANCE
 TUTCO
 WARREN TECHNOLOGY
 WEATHERKING
 WITT, INC.
 YORK INTERNATIONAL, NORMAN
 YORK INTERNATIONAL CORPORATION
 YORK INTERNATIONAL S.A.

HCC Representatives



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2692 Altadena Road
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- JLK Technical Sales, Inc.
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- RGN Sales, Inc.
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- J.S. Thompson Sales, Inc.
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Bowie, MD 20715
301-464-5979
- Mavity Sales
1340 E. 7th Street
Benicia, CA 94510
707-745-1518

Product Line

Motor Speed Controls

Fan Speed Controls

Head Pressure Controls

Sequencers / Step Controllers

SCR Electric Heating Power Controls

Motor Protection

Variable Air Volume Controls

Building Automation

EMS Network DDC Controls

***HCC designs and manufactures
special purpose controls
for the HVACR industry***

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