

AUTOMOTIVE  
CAPABILITIES



B E T T E R   A I R   I S   O U R   B U S I N E S S ®



# AUTOMOTIVE CAPABILITIES

## OUR QUALIFICATIONS

*AmericanAirFilter is a brand name recognized globally for quality, expertise, and innovation in the air filtration industry. As a world leader in the design and application of filtration solutions for the automotive industry, we realize that proper operation and peak performance of the filtration equipment is absolutely essential. What this means is you will be serviced by a company that understands your process and has an outstanding performance record. The diversity and*

*caliber of our existing customers enable us to provide filtration for your facilities, from paint shop to component plants, based on a broad industry perspective. Our understanding of the automotive industry enables us to deliver value at a competitive cost.*

*AAF International's goal is simple: to provide single-source, quality filtration solutions for your facility in the most efficient, proactive, and cost-effective manner.*



*AAF provides high temperature air filtration for paint curing ovens.*

## CORPORATE OVERVIEW



*The American Air Filter Company became incorporated in 1925.*

Headquartered in Louisville, Kentucky, AAF International is the world's leading manufacturer and marketer of air filtration products and systems. Selling globally under the AmericanAirFilter and AAF brand names, our products include commercial, industrial, and residential air filters; cleanroom filtration; air pollution control products and systems; and gas turbine filtration and acoustical systems.

With operations in sixteen countries and more than 4000 employees worldwide, AAF places a heavy emphasis on research and development to meet the increasing demand for cleaner air.

As a member of the Hong Leong organization, AAF is supported by the financial resources of a multinational conglomerate involved in more than 200 businesses including: financial services; real estate investment; and the manufacture and distribution of industrial, consumer, and high technology products.

Many years ago, we adopted the slogan, Better Air is Our Business®, to simply state our purpose. Better Air is just as applicable today as it was in 1921, when William M. Reed, our founder and owner of an automobile paint shop, discovered the solution to dirt settling on his freshly painted automobiles. His "filter" discovery, consisting of steel wool and chicken wire, was so successful that he soon stopped painting automobiles and began selling filters.

The same pioneering spirit that led to the formation of the original American Air Filter Company over 70 years ago is still alive today at all levels of AAF.

## INDUSTRY OVERVIEW

Today's consumers expect a long-lasting finish of superior quality on the vehicles they purchase. Additionally, repair shops must be able to match the results produced by automotive manufacturers to satisfy consumer demands.

To prevent infiltration of contaminants into the paint booth, a slightly positive pressure must be maintained inside the booth during operation. The resistance as well as the efficiency of an air filtration system increase throughout its useful life, making it vital to select filters with an operating resistance range within the capability of

the booth air handling system. At the same time, it is critical that the cleaning efficiency of the system is adequate to filter out dust particles under the worst possible conditions.

Most paint booth supply air systems are triple filtered to assure the highest level of clean air. AAF's range of air filter products and solutions allows the selection of maximum efficiency and minimum resistance for virtually any paint booth design. Additionally, AAF is constantly working to improve the performance and cost effectiveness of the filters used at each stage.

## OUR APPROACH

The AAF approach to managing filtration for an automotive paint shop focuses on a team effort involving careful planning and design, state-of-the-art engineering and manufacturing, and a continuing dialogue between paint shop management, purchasing, designated plant personnel, our automotive paint shop specialists, and our on-site expert. This approach

ensures that quality goals are met and that the most cost-effective and efficient filtration is applied in the systems.

Our Total Filter Management (TFM) program developed to provide improved quality, reduced operating costs, and budgetary stability, establishes AAF as the single-source supplier for all paint shop filtration.



*Humidification section in paint booth supply air system.*

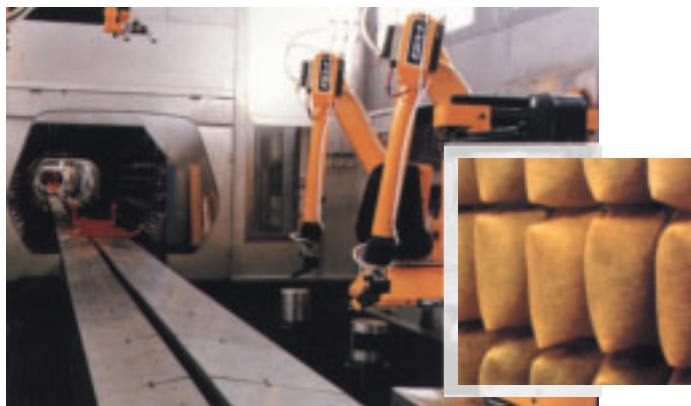
## INDUSTRY EXPERTISE

AAF has been involved in filtration for automotive paint shops since the company's inception. Today's paint shop requires near cleanroom conditions to achieve the quality required by the consumer. Our experience, technical expertise, and extensive product line have positioned us as the single-source for paint shop filtration at any level of cleanliness required.

Our customers know that the AAF team is active in the research and development of

new filtration solutions for automotive applications. The professionalism of the AAF team is reflected in the design, manufacture, and testing of each filter product we produce.

AAF's Corporate Headquarters and Reed Plant have been ISO 9001 certified. The ISO 9001 certification documents AAF's commitment to quality and consistency in every filtration product we design and manufacture.



## WORLDWIDE MANUFACTURING CAPABILITIES

With production facilities located worldwide, we offer the most comprehensive manufacturing capabilities in the industry. Our production facilities are specifically designed for the manufacture

of complex industrial products. We have the ability to accommodate your filtration requirements in any part of the world with fast, professional service.

*Robotic spray zone in an automotive paint spray booth. (INSET) Air leaving side of AAF AmerPak primary filters in a paint booth supply air system.*

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## THE AAF ADVANTAGE — TOTAL FILTER MANAGEMENT

AAF's Total Filter Management (TFM) program is a gateway to the future. Our automotive paint shop experts have developed the TFM program to meet your filtration needs, reduce operating costs, and provide a methodology for maintaining and improving quality while increasing your profits.

TFM is designed to control air, liquid, compressed air, and hydraulic filtration in your paint shop. As the Tier 1 supplier, AAF manages all sub-suppliers

through an on-site expert who becomes a member of your paint shop team. Your personnel concentrate on producing automobiles, not worrying about filter performance or inventory control. Our expert ensures that filters are changed only when required to maintain quality and control costs. You get the maximum service life from your filters, while ensuring the highest quality air supply at the lowest cost.

Through the TFM program, AAF utilizes SPC reporting to implement the plant's continuous improvement program. Your key personnel are constantly updated on every issue relating to the air quality of the paint shop. Problems are identified before they impact production quality. Our on-site expert works with your dirt team, using AAF and sub-supplier laboratories and dirt libraries, to identify the presence, source, and type of dirt

before it becomes a problem. This means consistent production without interruption and a reduction in rework.

If you are interested in discussing the advantages and cost-savings available through the TFM program, contact the AAF Automotive Group for more information. They will be happy to arrange a site visit to discuss the program with you.

## QUALITY THAT MAKES A DIFFERENCE

Prior to delivery, we conduct comprehensive inspection and testing of all products. All interfaces with applicable specifications are checked in detail. During the entire production process, from the first customer contact until the system or product is operational, AAF's activities are governed by our ISO 9001 certified quality program. This guarantees that our products satisfy the requirements of you, our customer.

Our commitment is to build quality into our products, not inspect defects out of finished products.

## WE'RE READY TO GO TO WORK

Engineering expertise, experience, product offering, worldwide manufacturing, and an uncompromised commitment to quality define AAF International. But what really places us ahead of the competition is our willingness to work with customers to meet their specific needs for paint shop filtration. We are willing

to meet the most stringent specifications and develop programs and products that do the job. We are the company that sets the standard in paint shop filtration. Benchmarking and new product development are what got us where we are today - and are what will keep us ahead of our competition tomorrow.

With a commitment to customer service; the strength and resources to support your most stringent requirements; and the knowledge gained from more than 70 years of providing clean air, we are well positioned to meet customers' needs worldwide, now and in the future.



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