

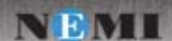


Industrial Ventilation Market Assessment

*NEMI
FMI Corporation*



The Industrial Ventilation Market



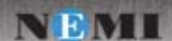
Industrial Ventilation Defined

- *Includes both industrial ductwork and other sheet metal fabrication needs related to industrial ventilation*
 - *Industrial ductwork* – Includes all ductwork systems, hoods, exhaust stacks, dampers and equipment supports
 - *Other sheet metal fabrication* – Includes fabrication of chutes, hoppers, conveyance equipment, structural support frames and platforms
- *Does not included normal HVAC ductwork*



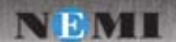
Key Findings

1. *Industrial Ventilation Market growth between 9-12% annually.*
2. *Employee safety and IAQ continue to drive the Industrial Ventilation market.*
3. *Service and maintenance contracts offer substantial growth opportunities.*
4. *Preference for certified contractors and union labor.*

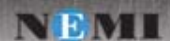
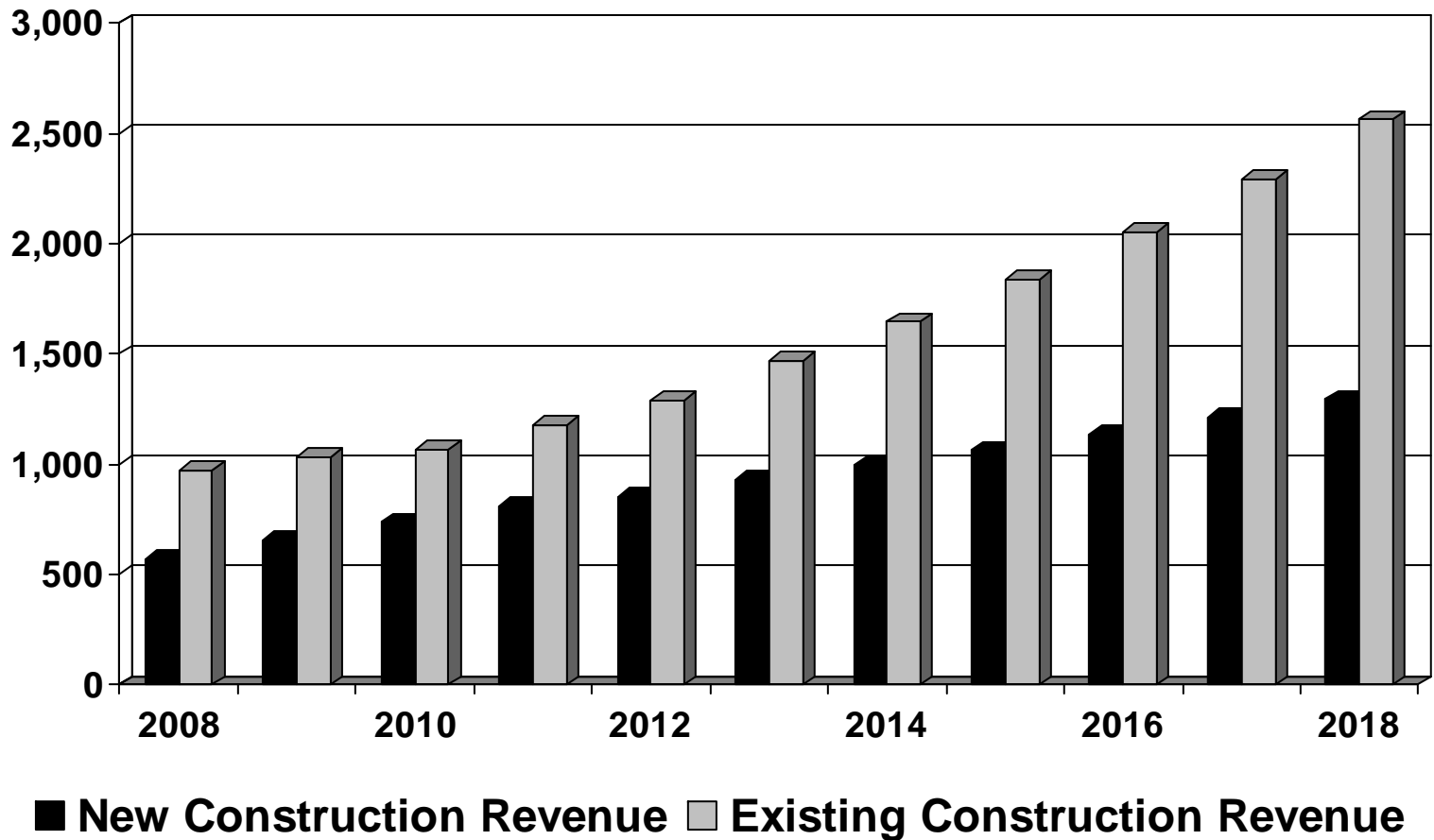




Industrial Ventilation Market Growth



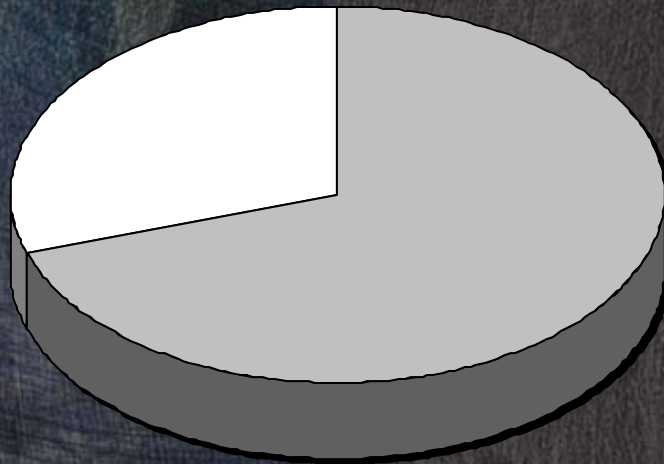
Estimated Industrial Ventilation Market Size (millions \$)



Respondents' business mix: % Industrial Ventilation – 2008 vs. 2011

2008

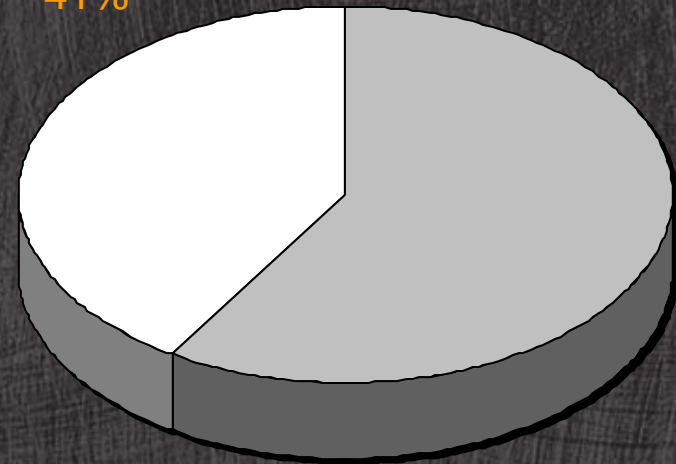
Industrial Ventilation
30%



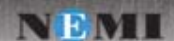
Other
70%

2011

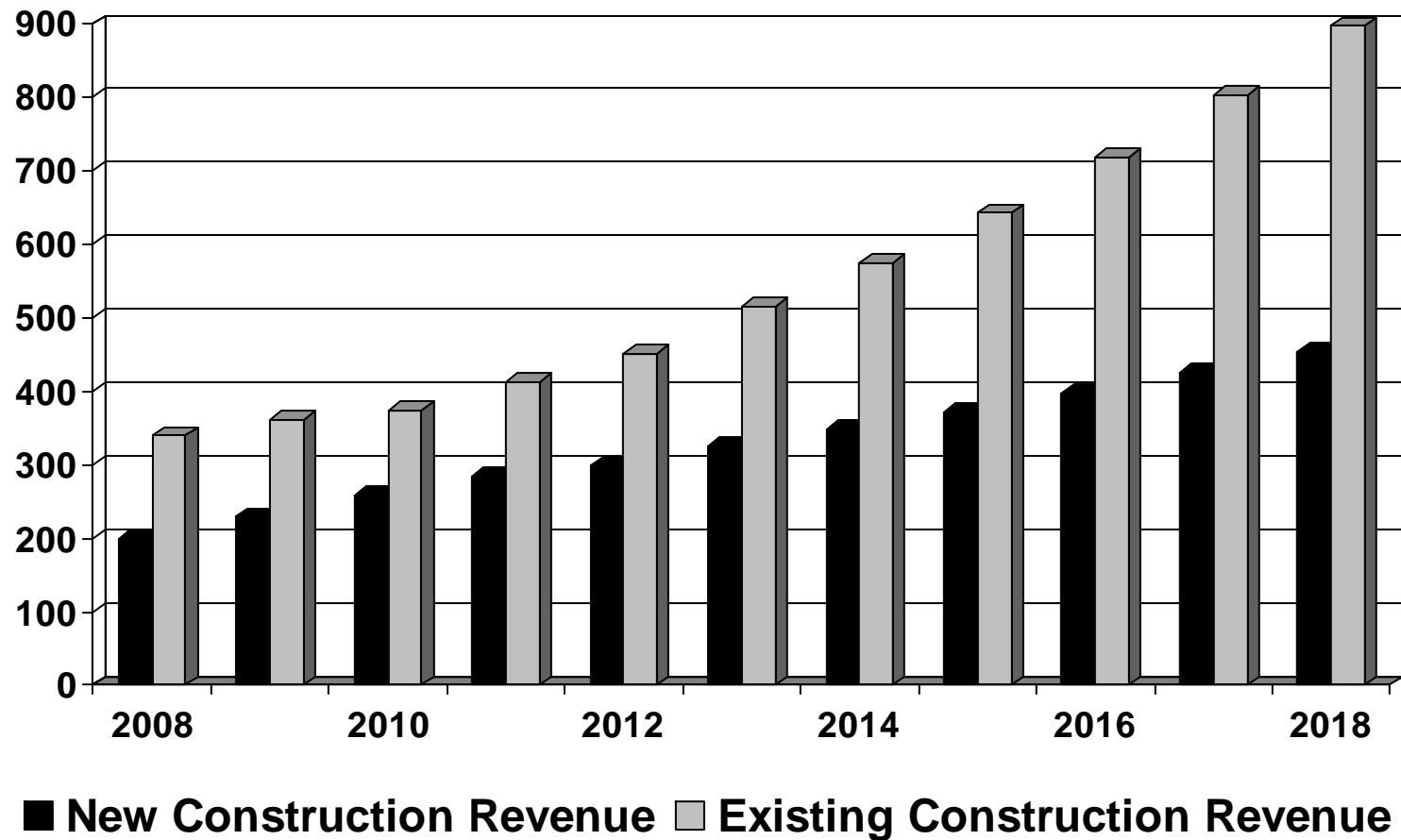
Industrial Ventilation
41%



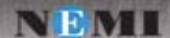
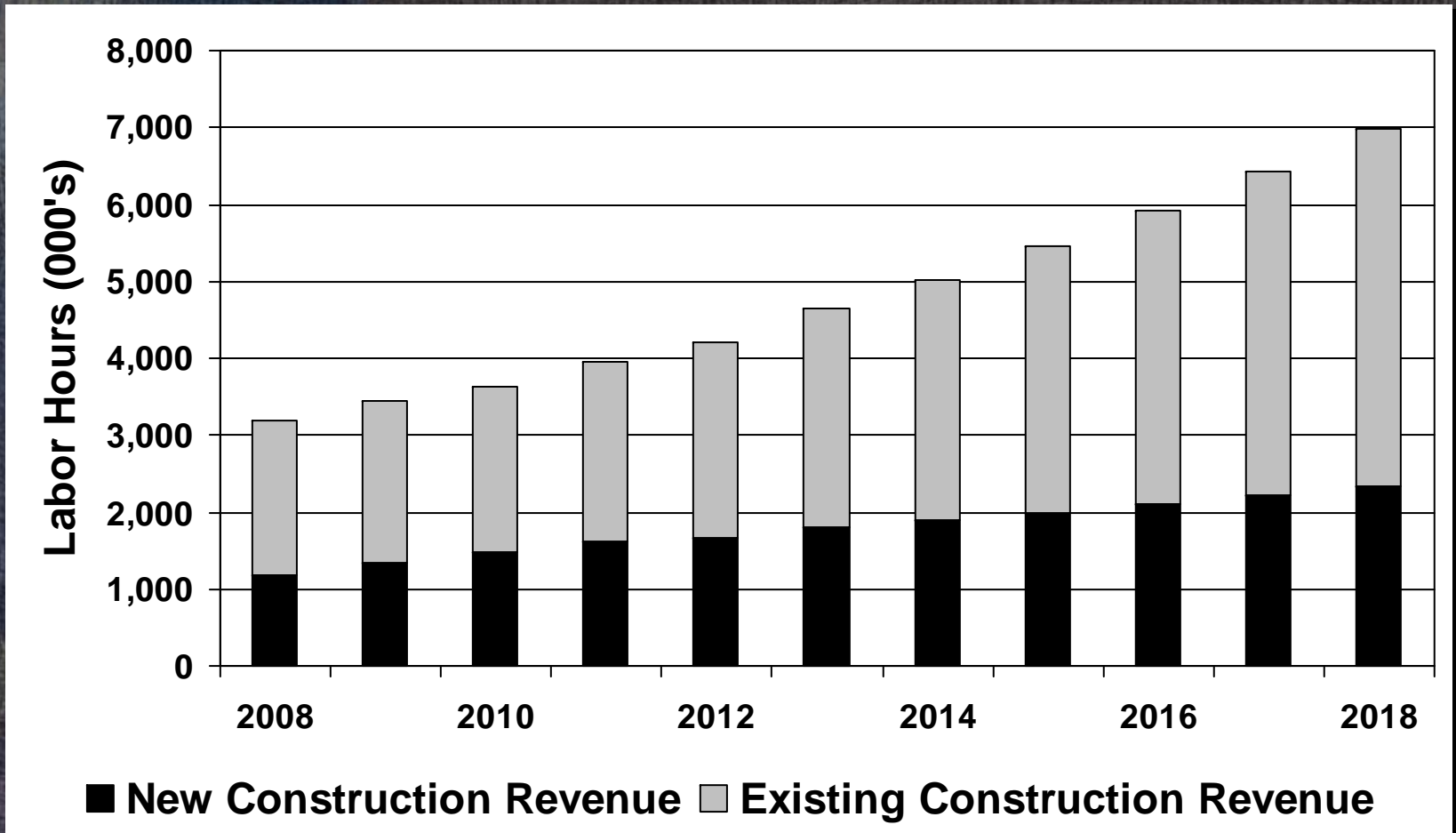
Other
59%



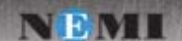
Estimated Union Industrial Ventilation Market Size Potential (millions \$)



Estimated Union Industrial Ventilation Labor Hours (000's)

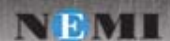


Key Drivers

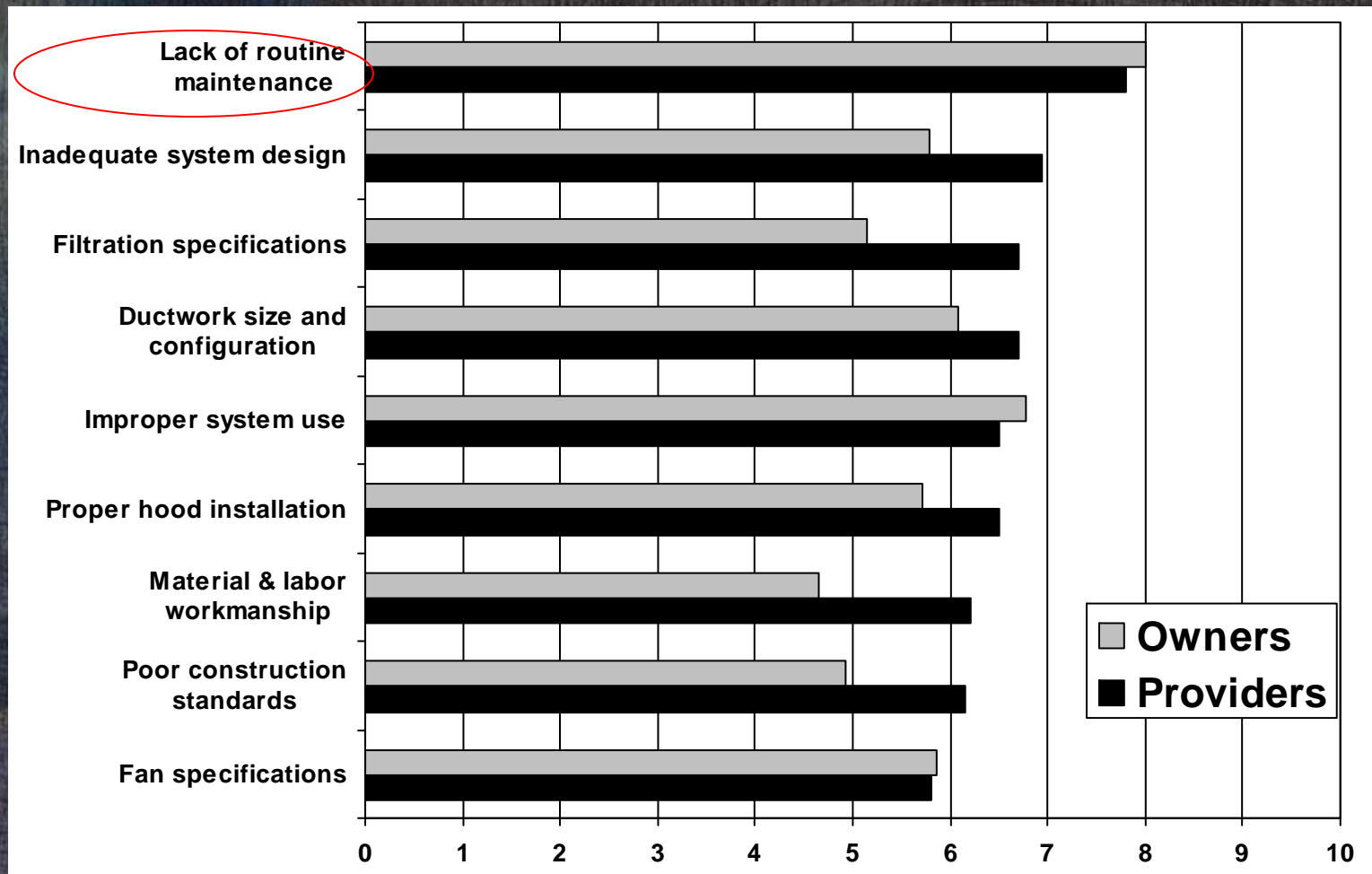


Industry Drivers

- *Indoor Air Quality (IAQ) and employee safety*
- *Energy efficiency and sustainable construction*
- *Legislation and regulatory mandates*
- *Strong construction backlogs (power generation, biotech, electronics, automotive)*
- *Lack of routine maintenance and proper installation*



Causes of Industrial Ventilation System Failure

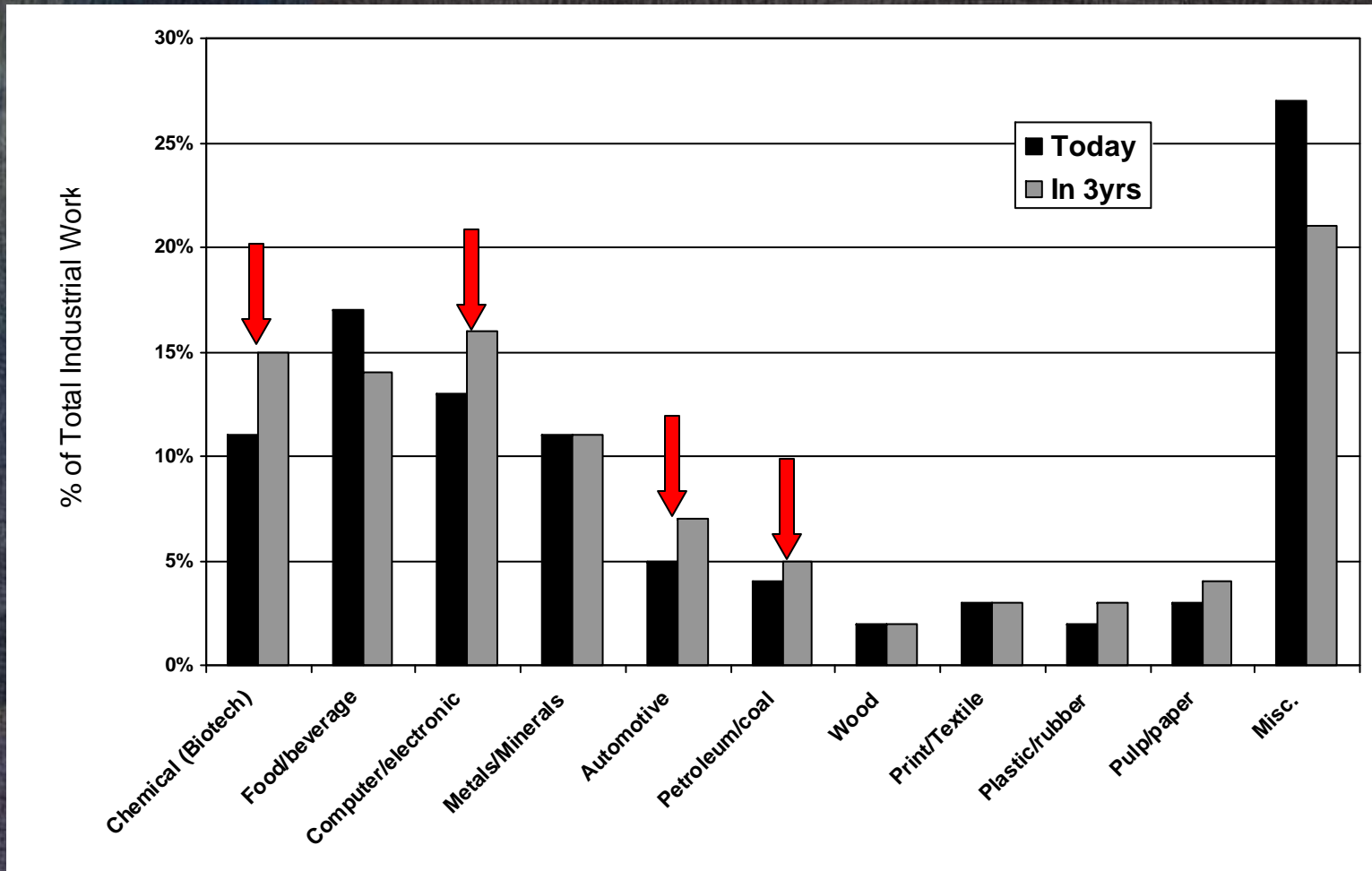




Service and Maintenance Contract Opportunity



Industrial Ventilation Applications



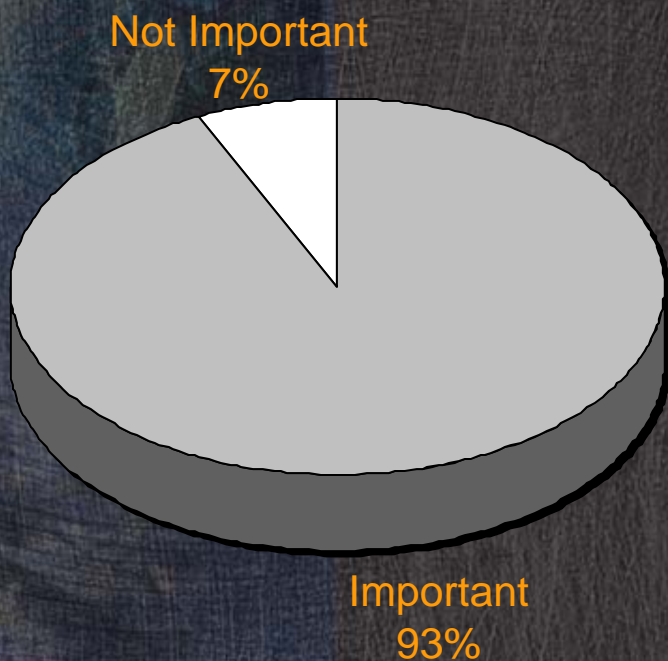


Certification and Union Preferences

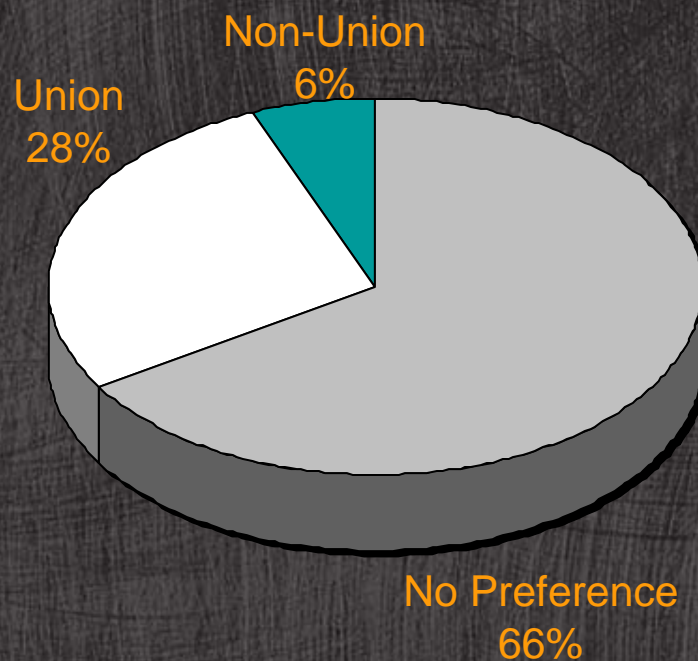


Preference for Certified and Union Labor Providers

Importance of Certified Providers



Preference for Union or Non-Union Labor





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Thank You

Jay Bowman

Rick Reese

