



## NEWS RELEASE

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# **AirSense Technology expands product distribution and support network throughout the Americas.**

***New relationship with The Protectowire Co, Inc. provides hundreds of additional sales, service and support outlets for Stratos® Very Early Warning Aspirating Smoke Detection Systems.***

May 10, 2007 - Portland, Oregon - AirSense Technology USA Limited, manufacturer of globally acclaimed award winning Stratos aspirating smoke detection, recently announced that they have entered into a distribution agreement with The Protectowire Co., Inc., Plymouth, Massachusetts. Protectowire will distribute the robust Stratos product range through its extensive dealer network totaling over 200 of North America's highly qualified special hazard fire protection companies.

Protectowire pioneered the fire protection industry in the design and manufacture of state-of-the-art Linear Heat Detection Systems in 1938. The company achieved its leadership position in the special hazard fire protection industry by developing and continually improving its products and special hazard detection offerings. These improvements include meeting or exceeding world-class requirements for materials, quality and performance.

According to Protectowire's Executive Vice President, Mr. John Whaling, "the addition of Stratos Aspirating Smoke Detection complements our special hazard detection offering and positions us to provide our dealer network a single source for high quality detection products aimed at improving their competitiveness and solutions offering. We looked at all available brands and chose Stratos because of its acclaimed reputation worldwide, its advanced features and for AirSense Technology's expert support reputation. We are confident this relationship will give our dealers the edge in a competitive market."

AirSense Technology USA Limited specializes in offering "Customer Solutions." The USA and global support teams complement the relationship with many years of aspirating smoke detection application experience and resources.

"In a world where technology increasingly enables us to overcome barriers, we will strive to be a leading solutions and technology provider in the areas of very early warning fire detection solutions," said Steven Joseph, CEO for AirSense Technology USA Limited. "Our new partnership with Protectowire overcomes supply and support barriers as our products are now available to an extensive list of experienced fire alarm dealers. Supply and support are nearby, especially if you are an end-user standardizing on our detection solutions, or a specifying engineer interested in leveraging our advanced technology to overcome tough detection challenges. We look forward to a long relationship with The Protectowire Company".

In conjunction with AirSense, Protectowire will launch an aggressive certification program, ensuring their dealer network is confident and has all necessary tools to adequately design, install and support the products.

AirSense Technology will continue to increase Stratos brand awareness amongst end-users and specifying engineers, while creating opportunities for dealers throughout the Americas.

### **Advantages of the Stratos relative sensitivity aspirating detection system**

Stratos is the world's only relative sensitivity aspirating system. The detector will continuously adapt to suit the environment in which it is installed. It provides alarm thresholds that are “relative” to the smoke density in the protected environment, as opposed to being relative to the arbitrary zero point used in a fixed system.

### **Among its many features, Stratos**

- Utilizes ClassiFire<sup>®</sup>, a patented process that uses advanced artificial intelligence to maintain optimum performance in a wide range of environments.<SPAN< SPAN>
- Is fully automatic and does not need manual adjustment or calibration.
- Continuously adjusts sensitivity to suit day/night, occupied/unoccupied, and operational/non-operational levels (e.g., during holiday shutdowns) with no requirements for an external trigger input.
- Provides substantially earlier warning than a fixed type aspirating system.
- Easily complies with agency product certification tests that requires any system to pass a defined “slow-growth” fire test.
- Proven in tens of thousands of installations – worldwide.

With its unique, award-winning technology, AirSense Technology’s Stratos series detection systems are able to provide superior very early warning smoke detection that can be adapted to virtually any environment and to any normal fluctuations within those environments.

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### **About AirSense**

**AirSense** Technology USA Limited is a wholly owned subsidiary of the UK-based AirSense Technology Ltd, which has operations in Europe, Scandinavia, Hong Kong, Malaysia, China, North and South America. AirSense Technology Ltd was founded in 1993 by pioneers of Aspirating Smoke Detection systems, and at that time introduced the worlds first Artificial Intelligence (AI) equipped fire detection product. This brought acclaim because it introduced the substantial benefit of continuously updating, automatic sensitivity adjustment to a class of fire detection product, which had previously been criticized for being prone to nuisance alarms, or suitable only for use in ‘clean’ environments.

**Stratos** is the brand name for the line of Aspirating Smoke Detectors produced by AirSense Technology. Stratos is recognized as the most sensitive laser-based aspirating system available, providing reliable very early warning of fire through ClassiFire, a patented system of Perceptive Artificial Intelligence (PAI), making Stratos the “Intelligent” choice in aspirating smoke detection systems.

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### The Stratos range of high sensitivity Smoke Detectors



**Stratos-HSSD**  
General area incipient fire detection



**Stratos-Micra 25**  
Localised incipient fire detection



**Stratos-Micra 100**  
Localised incipient fire detection



**Stratos-Ex**  
Explosive environment aspirating smoke detector

