



## For Immediate Release

Contact: Jodi Possi  
VanAire, Incorporated  
Voice: 906.428.2720  
Fax: 906.428.9061  
E-Mail: [jpossi@vanaireinc.com](mailto:jpossi@vanaireinc.com)

### **VanAire, Incorporated Announces 2012 Results; Plans for 2013**

GLADSTONE, MICHIGAN (March 18, 2013) VanAire, Incorporated is pleased to announce that sales for 2012 were up 19.6 percent over 2011, allowing the company to exceed its goal of \$12 million in sales by 1.3 percent.

The company saw growth in all product lines including Engineered Valve Automation Hardware which was up 22.3 percent, Environmental Solutions which saw a 9.2 percent increase, and cement chutes manufactured under the Gladstone Metals name which were up nearly 3 percent.

“As great as they are, the sales figures only tell a part of the story,” said VanAire C.E.O. Bill VanDeVusse. “In 2012, the VanAire team also achieved ISO 9001:2008 registration, consolidated our two manufacturing facilities into our Gladstone plant, and made huge strides in on-time delivery and customer satisfaction.”

VanAire has no plans to slow its pace of continual improvement in 2013. In January, the company had its first annual ISO Surveillance Audit and passed with no major or minor non-conformances.

Recognizing that employees perform their best when they are healthy, the company launched its Health and Wellness Program in March. Beverly VandeVusse, VanAire President said, “Our goal is to create a culture of health and wellness whose purpose will be to foster the long term health and wellbeing of our employees and their families. We offer healthy eating alternatives, health assessments, weight loss and quit smoking programs.”

In partnership with Blue Cross Blue Shield of Michigan, the company will offer its employees on-site Biometric Screenings. The program is designed to give employees and their families the tools and support they need to enjoy a healthier lifestyle.