



The History of Sunair

With 17 years of industry and management experience, Michael Sunday truly believed he could serve the mobile air conditioning industry when he formed Sunday and Associates in 1981. The home-based company expanded quickly and soon represented many major manufacturers. By 1984, annual sales were over \$10 million, some of which provided initial funding for another new company, Sunair Products.

At first, the new company occupied a small local warehouse, but by 1989 substantial growth required the purchase of a 12,000 sq. ft. building and office facility. Two years later, the purchase of the assets of Porter Seal expanded sales again, and it wasn't long before another 10,000 sq. ft. was added to the facility.

During the refrigerant change of the early 1990s (R-12 to R-134a), Sunair Products introduced the industry's first R-134a retrofit kits for converting older systems to R-134a. As the cost of R-12 escalated, the popularity of the kits also soared – within a few years the small company was producing up to 10,000 kits per day.

1997 brought another physical expansion with the purchase of still-larger office, warehouse, and production space, this time 42,000 sq. ft. in Haltom City, Texas. The new site allowed installation of ten production lines for a variety of packaging and the establishment of a private labeling operation, a company service that today includes more than 10,000 custom labels for various customer products around the world.

During the late 1990's the company entered two more planned expansions. One developed a line of products used in remanufacturing compressors and resulted in an parts catalog with exploded views of all existing compressors and all of the components used to remanufacture them..

The second initiative brought the company onto the international stage. China offered an opportunity to expand product lines and at the same time assure the quality of the items being purchased. The assistance of highly trained engineers in China allowed Sunair to tool and offer O.E.-validated products to the aftermarket, including compressor clutches, clutch hubs and coils. A full line of lubricants compliments the mechanical parts and supplies offered.

Additionally, Europe was also seen as a high-growth opportunity, and distribution was established with major sales and marketing partners. By 2006, Sunair Europe was established in The Netherlands with a 24,000 sq ft facility providing a full line of A/C replacement parts and supplies to the European aftermarket.

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Throughout all the growth, Sunair Products realized quality must be maintained, and the company worked for nine months to achieve ISO certification in 2001. They continue to maintain ISO certification and still find improvements to make within the company's operations.

Today, Sunair Products takes great pride in being an industry leader in the innovation of new products to meet customer and industry needs. The company has tooled and re-introduced products that have almost been forgotten (but still have significance) and will apply for patents on these new products. More than half of the 25 U.S. employees have been with the company ten years or more, and the company holds great appreciation for their work.

Sunair has many plans for growth and prosperity for at least the next 25 years.

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