



For Immediate Release

Aircuity Goes “Down Under” to Help the Kinghorn Cancer Centre Go Green

Aircuity’s OptiNet System Helps Yield Immediate Interest and Business in the New Australia Sales Channel

NEWTON, Mass., USA – September 20, 2011 - Aircuity, the smart airside efficiency company, today announced that it has received its first order from Kinghorn Cancer Center, located in Sydney, Australia. The Kinghorn Cancer Centre is a major new initiative of the Garvan Institute of Medical Research and St. Vincents & Mater Health Sydney (SV & MHS). The Centre brings together researchers and clinicians onto a single site. This ability allows clinical challenges to directly drive laboratory research and enable research findings to be rapidly translated into clinical applications for the prevention, diagnosis and treatment of individual cancer patients, with the prospect of improving cancer outcomes for the Australian people.

The [OptiNet®](#) system is a comprehensive suite of demand control ventilation technologies, which is used to continuously sense and analyze approximately 45,000 square feet of laboratory and research space, including a vivarium. The OptiNet system will continuously monitor key indoor environmental parameters and adjust ventilation rates dynamically to significantly lower energy consumption while maintaining a safe and productive environment.

The system is projected to save an estimated \$235,000 in energy costs annually, providing a simple payback of less than two years. In addition, the reduced air change rates enabled by Aircuity’s solution will create opportunity to reduce construction first costs by over \$300,000 using design diversity techniques for the mechanical system.

“We are thrilled to be a part of this world-class research and treatment facility,” said Dan Diehl, vice president of global sales for Aircuity. “By safely reducing air change rates, Aircuity will help the Kinghorn Cancer Centre spend less of its resources on utilities by significantly lowering its energy consumption.”

The installation at the Kinghorn Cancer Centre is the first project resulting from the recent agreement made between Aircuity and Honeywell Environmental & Combustion Controls to sell, install and service Aircuity solutions throughout the Australian marketplace. Honeywell’s Allan McKenzie indicated that there is significant interest in deploying Aircuity throughout Australia.

“We’ve had a tremendously positive response here from universities and research institutions looking to save energy and get more information about their indoor environmental quality,” noted McKenzie, Product Marketing Manager of Commercial Control Systems. “I am quite excited about the opportunities that have immediately presented themselves and we’ve really just started getting the word out about Aircuity here in Australia.”

About Aircuity

Aircuity is the smart airside efficiency company providing building owners with sustained energy savings through its intelligent measurement solutions. By combining real-time sensing and continuous analysis of indoor environments, the company has helped commercial, institutional and lab building owners lower operating costs, improve safety and become more energy efficient. Founded in 2000 and headquartered in Newton, MA, Aircuity’s solutions have benefitted organizations such as the University of Pennsylvania, Eli Lilly, Masdar City, the Bank of America Tower and the University of California-Irvine. For additional information on the company and its solutions, please visit: <http://www.aircuity.com>.

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