

**Written Remarks of Coleman Ruiz,
Divisional President, AirBoss Defense – Landover**

**“Make It in America: What’s Next?” District Field Hearing
PANEL THREE: Next Generation Maryland Products**

Since 1977, AirBoss Defense – Landover (formerly TVI and then Immediate Response Technologies) has built a strong reputation and today is recognized worldwide as a leader in the manufacture of rapid deployment shelter systems, chemical/biological isolation systems, decontamination systems, and respiratory protective systems. ABD-Landover designs, manufactures, and markets a variety of products specifically to address the needs of United States warfighters as well as first responders, first receivers, and emergency planning agencies. More specifically, and now under new ownership, we design, test, prototype, and manufacture gas masks, filters, powered respirators, protective boots, and gloves for personal protection in the chemical and biological environments. Our canopy-based products include our rapidly deployable disaster relief, command and control, and medical shelters and isolation solutions. To you give you a sense of where our products are used, the U.S. National Guard chemical, biological, and emergency response units use our equipment exclusively. We sell internationally through multiple partnerships and distributors. We had shelters outside the Pentagon on September 11th, 2001. We have equipment that is used by policeman in Hong Kong. And we sell direct to the U.S. Army through traditional contract vehicles.

I personally joined the company in February, 2014 as the new President under private ownership and we were recently acquired by and merged with AirBoss Defense of Bromont, Quebec, a division of AirBoss of America Corporation. We have a great team here in Maryland with a complete 80,000 sq. ft. production facility, a 20,000 sq.ft. cut and sew shop, radio frequency welding, semi-automated respirator production, certified solderers, a certified electrostatic discharge cell, and fully automated filter line. We have a small engineering team that designs and prototypes all of our products. All of our engineers are University of Maryland graduates.

The factors upon which we are staying focused to continue to compete in the global market are:

- a) Product development expertise. As mentioned, our engineering team is responsible for our product development and maintenance. Most engineers do not enter into projects in college where they are modeling the production of chemical and biological respirators and filters. This is both a challenge and a blessing. At times it is difficult to find the right experience for what we do exactly but we can also many times acquire engineers who are interested in doing something quite different.
- b) State partnerships and resources. The most natural partnerships for our business are the obvious ones where business needs put us in touch with like companies. However, I do want to highlight specifically the Maryland World Class Consortia, the MD Department of Business and Economic Development, and the Prince George's County Economic Development Corporation. The teams at all three of these organizations have worked very diligently to help us in many ways, from educating us on MD state programs, to workforce development, to export programs, and lean manufacturing resources.
- c) International sales and export. With sales to international customers such as Saudi Arabia, Qatar, United Arab Emirates, Australia, Africa, Europe, Hong Kong, Botswana, Canada, and others, we are always seeking other opportunities to expand our international sales. In the safety and personal

protection market, we continue to see an emphasis from international customers on buying U.S. certified products.

Thanks very much for inviting us today.