



Nordic Air's efforts contribute to warfighters' mission success

By Tom Eller
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Big rewards do come in small packages...or rather Small Businesses. In February 2006, Nordic Air Incorporated, located in Geneva, Ohio, emerged from fierce and strong competition to be awarded a five-year contract for Field Deployable Environmental Control Units (FDECUs). The FDECU is used by all military services for field operations and by Homeland Security for natural disasters.

Nordic Air's success in the commercial industrial market paved the way for this small company's emergence into the government arena over the past five years. Today, they remain steadfast in building a strong alliance with the government community while remaining a local top employer and supporter of various charities and causes.

CEO and President Ron Clutter said he expects success from every employee. This pride and professionalism is evident in all facets of the company's business.

At the onset of the FDECU effort, Nordic Air was committed to providing the warfighter with the very best unit imaginable. Nordic Air immediately identified areas where improvement of the current configuration would not only meet the technical specification package, but exceed those requirements and at no cost to the customer.

Today, that unit exceeds capacity by as much as 65 percent at high ambient temperatures directly because of the engineering efforts led by Daryl Ramsey. The additional capacity is only a measurement of the unit's capabilities; the real results lie in the health, morale and comfort of the warfighter living in austere con-



Ron Clutter is the president and CEO of Nordic Air Incorporated, a small business that manufactures products that support the warfighter. (Courtesy photo)

ditions day-in and day-out. The attitude of the person and business cannot be measured in any type of contract action, but there is evidence of it in the company's daily practice and commitment.

Nordic Air has continued to surpass the expectations of the FDECU contract and it's easy to see the attitude from Clutter and top management has filtered down to the employees turning the nuts and bolts on the floor.

Some of the company's recognition over the past several years includes:

- 2005 Inside Business Magazine Top Performing Companies
- 2006 Best of County Award from the Ohio State House of Representatives and Senate
- 2006 Marine Corps League Certificate of Appreciation

And to top these successes off, Clutter was named the 2008 Small Business Person of the Year by the state of Ohio and was named the Great Lakes Region V Small Business Person.

The contracting goal should always be to find the right company to do the job right, and there is no doubt Nordic Air was the right company for this job.

Electrician Norm Lippert checks electrical connections on an FDECU. He is the supervisor in the electrical harness making area; he routinely spot checks units during assembly phases before they enter testing. (Courtesy photo)

