

STARS ON THE RISE

BY JOY CHOQUETTE

This year, *Business NH Magazine* decided to highlight companies that had a banner year in 2018. These rising stars may not have the revenue to make the list of the Top 100 Private Companies in NH, but they experienced significant one-year growth.

These three stars collectively posted more than \$32 million in revenue in 2018, growing sales between 68% and 77%. They also employ more than 180.

Two of these companies, Air Solutions & Balancing and Orion Entrance

Control also made the Inc. 5000 list of the fastest-growing companies in the nation this year.

These rising stars represent diverse industries: a company that measures air flow in HVAC systems, a turnstile manufacturer and a metal fabricator. However, they share common traits that drive their growth—a recognition that employees are key to their success and a commitment to investing in the future of their firms. ■

#1 Star on the Rise: Air Solutions & Balancing



Olaf Zwickau

One-Year Growth (2018): 77%

Headquarters: 40 King St., Unit 1, Auburn, NH 03032-3973

Product/Service: Measures and adjusts air flow in commercial buildings to optimize comfort and energy savings.

CEO: Olaf Zwickau

Founded: 2002

Total Number of Employees: 85

Website: AirSolutionsandBalancing.com

Bruce Lee once said, “The successful warrior is the average man with laser-like focus.” That aptly describes Olaf Zwickau, CEO of Air Solutions & Balancing in Auburn, who attributes the company’s substantive growth in the past year to prioritizing expansion. “We made a very conscious decision to expand and hire more people and drive more sales,” Zwickau says. “We opened an office in Texas and put more resources and people into our national accounts office.”

The company has been steadily growing, and revenue shot up 77% between 2017 and 2018. Air Solutions & Balancing offers testing, adjusting and balancing services for the HVAC industry through Airadigm Solutions. It also offers demand-control kitchen ventilation systems used in restaurants and other commercial kitchen spaces through Kitchen Energy Solutions, another branch of the business.

Zwickau credits the ongoing success of the company to his staff of 85 and their ability to maintain close relationships with customers. “We’ve set up a system to have a tremendous amount of customer interaction,” he says, so customers always know the status of their project. “It’s part of our value system. No customer should ever be left wondering if we’re working on his stuff.”

The company plans to expand its service offerings and its geographic footprint, including an increased focus on fume hood testing in labs, pharmaceutical businesses and hospitals. Air Solutions & Balancing has opened several locations in the past 18 months and Zwickau says offices in Denver, Dallas and Cincinnati have “tremendous potential for growth.” It plans to open offices in Houston, Nashville and Orlando in the near future. “We’re looking for new cities to expand [into],” he says. ■