

**FOR IMMEDIATE RELEASE**  
**August 19, 2008**

*HySecurity is pleased to announce two new key positions and the employees filling them.*

**Karen Smith** takes on a new HySecurity position:  
**Vice President of Sales.**

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Karen says that she and her outside and inside sales staff will work tirelessly with HySecurity sales partners to increase demand for HySecurity's premium gate operator line.

"I'm thrilled with the challenge of increasing the sales of an already successful company," says Smith. "I'm looking forward to doing it in close partnership with HySecurity's distributors and their loyal HySecurity installers."

Karen invites HySecurity distributors to reach out to her as she begins her learning curve in her new HySecurity role. "I'll need the benefit of our distributors' vast experience and knowledge of the market to catapult HySecurity forward."

Two of Karen's first tasks will be to fill inside and outside sales positions and meet with as many HySecurity distributors and installers as she can in her first months on the job.

HySecurity found Ms. Smith during an exhaustive national search for an accomplished sales executive. HySecurity believes that they have found an exceptional sales visionary and manager and is excited that Ms. Smith is turning her high performance skills towards building HySecurity's future.

Karen Smith's career is studded with accomplishments. She has built and led highly successful sales, sales operations and customer service organizations for more than 20 years, in both domestic and international markets. Her industry experience includes both virtual and tangible products, always producing industry-leading sales increases. One of her key accomplishments outside of direct sales results is having developed successful channel partner training programs that are still in use.

Karen is a Florida native, now making her home in Seattle. She is a guest lecturer at the University of Washington School of Business and Past President of Sales & Marketing Executives, Seattle Chapter, where she continues as a board member.

HySecurity New Employees, continued.



**Jim Ayers** forges ground in another new  
HySecurity position: **Quality Manager**

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HySecurity's new **Quality Manager, Jim Ayers** is used to meeting the high expectations of quality-critical equipment purchasers.

Jim was most recently the Quality and Advanced Manufacturing Manager for Flow International Corporation where he was responsible for maintaining vendor and production line product quality at the world's leading manufacturer of ultra high pressure pumps and water jet cutting systems. While there, he directed two quality certifications: ISO 9001 and ASME U3 and coordinated quality and engineering problem solving projects between Flow's home, European, and Asian offices.

Jim is a Certified Quality Engineer and Certified Manager of Quality.

"Quality is job one at HySecurity," says HySecurity President Brian DeNault. "Jim fills a very important role in our quality assurance. I'm happy to have him and look forward to raising the bar on HySecurity quality over the next months and years."

Mr. Ayers is working to push HySecurity's quality standard ever higher, through establishing industry leading quality programs including cooperative vendor programs and production inspection, and analysis. Some of his tools include 5S, Root Cause Analysis, Accelerated Improvement Workshops and Continuous Improvement.

"My job is to make quality part and parcel of the engineering, production and supplier process, significantly reducing product failure inside and outside the company," says Ayers. "This saves the company money, reduces the need to increase prices, and improves the end user's experience."

***HySecurity welcomes Karen Smith and Jim Ayers, who share important roles in developing, manufacturing and selling the highest quality gate operators and accessories in the world.***