

Eager job seekers told to be patient

By [Lisa Buie](#), Times Staff Writer

Published Wednesday, September 23, 2009

ODESSA — For desperate job hunters in a county with a 12.2 percent unemployment rate, the announcement of 1,000 new jobs proved a hot lead.

About 20 to 30 people lined up outside the Pasco offices of Dais Analytic on Tuesday morning, after the *St. Petersburg Times* reported the company's plans to add those jobs after sealing a \$200 million trade pact with China. The company's fax machine was also flooded with resumes.

"We had to put a sign on the door" saying the company wasn't taking applications just yet, vice president Bob Brown said Wednesday.

The company, which currently has 18 employees, produces high-tech filters that save energy and reduce air pollution in heating and air conditioning systems.

Details of what kind of jobs and how to apply weren't announced at the company's news conference Wednesday, but executives said they expect them to range from high tech positions requiring advanced scientific backgrounds to manufacturing work requiring less education.

Executives said they hope to announce a plan to accept applications within the next month or two. The company might partner with an agency such as Career Central, a one-stop job service overseen by the area workforce board, to screen applicants.

At Wednesday's news conference, Dais Analytic CEO Tim Tangredi was reluctant to wade into the scientific details of how his company uses nanotechnology — science on the molecular level — to suck the summer humidity out of buildings and make them more energy-efficient. That only makes people's eyes glaze over, he said.

Tangredi told people who attended the show-and-tell session Wednesday to think of the polymer as "Saran wrap."

"Put a piece of Saran wrap in your mind and that Saran wrap has some very unique properties," Tangredi said. "It's just incredible."

What was even more amazing to county officials gathered at the Marriott Residence Inn was the announcement that Dais Analytic, a small business that moved to Pasco County from New York in 1998 and got \$1.2 million in local incentives, had struck the \$200 million trade agreement to sell its filters to China. The deal will last five years.

"People around the world look at China as a very, very unique place for the United States," said Tangredi, who wore a necktie that said "Good health and happiness go together" in Chinese. "It's a growing market."

He said the company is in a unique position to help provide clean energy not only to China but also to the rest of the world. The product, called ConsERV, has no moving parts and produces no pollutants. China is the world's largest polluter and is leading the way in tackling the issue of climate change.

"China has made substantial contributions to the global fight against climate change by adopting a series of effective energy-saving and emission-reduction measures," Xie Zhenhua, vice minister of China's National Development and Reform Commission, told reporters Tuesday at the UN Climate Change Summit in New York, the *China Daily* reported.

Dais Analytic's contract is with a Genertec America, an overseas subsidiary of a Chinese state-owned company, to sell breakthrough heating/cooling products built around the Dais nanotechnology materials.

The deal began coming together about six to eight months ago, when Tangredi attended a conference in San Francisco and met Yuen Kong of Genertec. The Chinese executive then visited the Pasco company.

"We met. We talked. He came and visited himself. He came with tech people and more tech people and then we started talking contract," Tangredi said.

Speaking to the group via the Internet using a Skype connection. Kong acknowledged the government was taking a risk with a company as small as Dais.

"We think it will do a substantial service to correct the environmental issues China is facing," he said. "They should have a chance as much as a big national company."

Tangredi said he hopes to announce more international trade agreements.

"Every part of the world is looking for answers relative to energy," he said. "We believe we have a very strong leg up on that."

As for facilities, "We'll have to talk about a bigger building." Tangredi said Pasco had been "very good" to the company and it hopes to remain here.

Economic development officials praised the deal as the result of cooperation with businesses already in the county.

"Today is an example of what can happen when you encourage those technology-based industries and help them grow," said John Walsh, interim president of the Pasco County Economic Development Council.

© 2009 • All Rights Reserved • St. Petersburg Times
490 First Avenue South • St. Petersburg, FL 33701 • 727-893-8111
[Contact Us](#) | [Join Us](#) | [Advertise with Us](#) | [Subscribe to the St. Petersburg Times](#)
[Privacy Policy](#) | [Standard of Accuracy](#) | [Terms, Conditions & Copyright](#)