

## In Brief

### Go on, get smart

Airwell will give one lucky Airwell air conditioner buyer a European smart forfour car valued at over \$27,000 between 8 November, 2005 and 31 March 2006.

The promotion applies to all products in Airwell's residential air conditioning range including ducted systems purchased through specialist Airwell dealers and retailers Australia-wide.

Daimler/Chrysler manufactures the smart forfour car.

Airwell residential air conditioning manager Greg Bridges said the two brands had plenty in common.

"Aside from the high quality European style of finish, both offer extremely models with many Airwell products featuring inverter and digital scroll/VAV technology," Bridges said.

"So this summer smart buyers have the chance to get more than just a high quality, efficient air conditioning system to beat the heat – there's a smart car to beat the traffic and the petrol bowser."



The smart forfour car.

### Vic Govt welcomes energy moves

The Victorian Government's recent announcement to deliver its' commitment to 10 per cent renewable energy generation by 2010 has been welcomed by the Australian sustainable energy industry.

Victoria plans to develop market-based mechanisms to meet the future challenges of a carbon-constrained economy.

To date, renewable energy generation projects in Australia have been driven by the Australian Government's Mandatory Renewable Energy Target (MRET).

Under MRET the annual energy incrementally to 9,500 GWh by 2010.

However, recent analysis reveals only a further 150MW of renewable power projects will be required to meet the target.

Business Council for Sustainable Energy executive director Ric Brazzale was pleased with the Victorian plans.

"It has been broadly acknowledged, both nationally and around the states, that future power generation will come form a mix of sources – renewables, gas, clean coal and so on – and the driver for this will be market-based mechanisms."

# Air Change presents explosive growth

Five years of explosive growth and achievement was celebrated at the inaugural Air Change Product Presentation night in Sydney recently.

Invited guests strolled about the elegant rooms of historic Curson Hall to view an assortment of heavy-duty air handlers and heat exchangers on display – the very equipment that has taken the Sydney company from standing start to a highly sought after HVAC manufacturer inside half a decade.

With the throng seated for dinner, national sales manager David Gartrell presented a potted history of the company.

The brainchild of inveterate inventor and tweeker David Urch, Air Change began operation from his backyard developing units incorporating his unique air handling and heat

become standard in schools, pools, pubs and RSLs throughout the eastern states.

The work continued to pour in. By late 2002, Air Change had moved to a facility three times the size in Taren Point in Sydney's South.

Change air handling unit ever built. The company has also begun exporting units to Indonesia and Fiji.

The very day after the Product Presentation Night Air Change was on the move again, with a shift into its third premises – a 3,000m<sup>2</sup> factory



ABOVE: National sales manager David Gartrell (second right) demonstrates the Air Change technology to (from left) Andrew Short, Colin Field and Philip Jung of Wallace and Sprott during the product presentation night. LEFT: (from left) Paul Smith and Graeme Langlands of Crest Air Conditioning get the inside word from Air Change's Paul Smith.



exchanging technology.

After a few jobs, word soon got round that installed products from the new kid on the block were effecting major energy savings for clients in a range of facilities.

"We're a market-driven company," Gartrell said.

"We respond to the ideas and needs of our customers. That's who we're answerable to."

Within a few months, the operation was shifted to a 300m<sup>2</sup> factory in Caringbah, where Urch undertook testing of the enthalpy heat exchanger models, and produced the company's first rooftop packed unit, soon to

The sustainable nature of the company's products was officially endorsed with it picking up the prestigious *Green Globe Awards* from The NSW Department of Energy Utilities and Sustainability (DEUS) two years running, plus an AIRAH *Excellence in HVAC* gong.

Sales have increased exponentially, with a 100 per cent growth rate over the past two years, a period that spawned the opening of a Queensland branch and a test facility in its factory to further the company's major accent on R&D.

A recent installation at the Australian Institute of Sport incorporated the largest Air

around the corner in Taren Point – again three times the size of its last and featuring a state of the art R&D facility.

Following Gartrell, engineering manager Herman Chiu gave a talk about the technology behind many of the products, including Air Change's air to air heat exchangers, and discussed the company's transfer model and energy payback chart.

Recently employed graduate engineer, Shane Carmichael, spoke of Air Change's product range, catalogue and the pending launch of its revamped website.

Looking longterm, Gartrell would not hazard a guess as to where the company could end up.

"The sky's the limit."

After the official presentation, guests were kept smiling with a few gags from laconic