



March 12, 2004

Rotary Heat Exchangers
5 Halbert Road
Bayswater Vic 3153

Attention : Bill Ellul

Dear Bill

**Australian Technology Showcase
Application for Membership**

I am happy to act as a referee for your company with respect to your application for membership of the Australian Technology Showcase.

For your application form, my details are as follows:

Mr. David Ian Worland
Director
AHW Consulting Engineers (Vic) Pty Ltd
176 Wellington Parade
East Melbourne Vic 3002
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Mobile: 0411 647 725
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Melbourne
176 Wellington Parade
East Melbourne,
Victoria 3002 Australia
Tel 03 9412 9412
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In reference to your rotary heat exchanger technology, I can provide the following comments:

1. AHW Consulting Engineers is a consulting engineering firm that works in the building services and structural engineering fields of the building industry. I am a director of the company, and my field of expertise is mechanical engineering. I also work in the environmentally sustainable design field, heading up AHW's ESD department. I have now been using Rotary Heat Exchanger technology in my projects for over 25 years, and have had a good working relationship with yourself and your predecessor Ern Robson for this period of time.

Whilst not involved in the development of the technology, I can say that I have been involved in finding a number of unique applications for your air-to-air heat exchanger technology.

2. I believe that your heat exchangers represent innovative technology at its most useful, at least in respect to my area of design in the building industry. The Rotary Heat Exchangers air-to-air heat wheel units provide superior technology to their direct competitors in the market. They have advantages over other local and imported heat exchanger units in respect to:
 - Energy efficiency
 - Temperature efficiency
 - Air side pressure drop
 - Operability
 - Cost
 - Ease of installation

The unique Mylar film heat exchange media is lightweight, long lasting and provides superior performance in respect to heat transfer performance and air side pressure drop characteristics.

3. During my career I have been involved in a number of different types of projects where we have had Rotary Heat Exchanger units installed. In each case their performance has been excellent, with efficiencies exceeding expectations and predicted paybacks afforded by energy cost savings meeting or exceeding expectations. The theoretical basis of your technology's claims on performance have been proven many times. We have now had your units installed in:
 - Hospitals
 - Swimming centres
 - Commercial buildings
 - Industrial plants
 - Cinemas
 - Lecture theatres
 - Our latest project to involve your product is Federation Square which includes four of the units, two in the cinemas and two in the unique 'labyrinth' thermal store system. Commission and tests of these has recently been completed and the units have been found to be working excellently
4. The potential for marketing of your units I feel is excellent. With today's emphasis on efficient building design and high indoor air quality, building design which includes heat recovery from relief air streams should have an established place in the armoury of the building designer. All that is needed is a greater awareness amongst building owners and designers of the technology's potential.
5. My experience working with Rotary Heat Exchangers has been one of excellent technical backup and of real effort on your part to support your technology with good advice and service. I do feel more can be done in the marketing area, but that with a good basis in service and technical skills and an excellent product, the potential is outstanding.

Yours faithfully

Dave Worland
Director

AHW Ref. 4160
DWJ