



Press release

ebm-papst A&NZ awarded in Sales Excellence Club for work on ActronAir Hercules project

The Australian and New Zealand branch of the ebm-papst group has been awarded at the annual ebm-papst Group Sales Excellence Club. Representatives Martina Heine (Technical Manager) and Kunal Pental (Sales Manager NSW&QLD) accepted the group-wide prize at the ceremony held in Germany, that acknowledges on an international basis the Australian and New Zealand team's excellent proactive approach to assisting the market with innovative engineering.

The Sales Excellence Club is an annual, highly exclusive program inaugurated in 2007 by Thomas Borst, ebm-papst Group Managing Director Sales and Marketing. It aims to acknowledge and reward ebm-papst project teams for developing innovative solutions and providing outstanding customer service and engineering support.

ebm-papst A&NZ has won the prize for a development with customer ActronAir. The strong relationship between ActronAir, controls company Carel and ebm-papst was important for the success of the project.

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Figure 1: ebm-papst Group Managing Director Thomas Borst (left) with Martina Heine and Kunal Pental at the awards ceremony

ActronAir Hercules Project

The ActronAir Hercules product is a market-leading development using a range of ebm-papst EC fans. Hercules is rated as 5.45 IEER (Integrated Energy Efficiency Ratio) and over 50% more efficient than the minimum standards of BCA (Building Codes of



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Australia). Two sizes of Hercules units have recently been launched in the Australian market, with the units designed for applications in retail, industrial and commercial. The perfectly aligned use of ebm-papst EC plug and axial fans contributes to the unit's excellent efficiency rating, with the fans' variable airflow providing improved comfort and lower noise levels.

ebm-papst A&NZ was involved in the development as a solution provider and worked closely with the manufacturer. The company's local engineering team helped deliver optimum airflow and fan selection, resulting in an overall outstanding product in terms of efficiency and noise.



Figure 2: Sales Excellence Club logo

About ebm-papst

The ebm-papst Group is the world's leading manufacturer of fans and motors and is a pioneer and pacesetter for ultra-efficient EC technology. ebm-papst fans and motors are represented in many industries, including ventilation, air-conditioning and refrigeration technology, household appliances, heating engineering, in IT/telecommunications, in medical technology and in applications in automotive and commercial vehicles engineering. ebm-papst EC motor technology, and the market leader's engineering and logistics expertise will add value to your business.

Find out more about ebm-papst A&NZ on www.ebmpapst.com.au.

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