



Administrative Services Department County Architect Division

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MEMORANDUM

Date: 7-14-2006

To: Whom it may concern

From: Greg Billings

Subject: Airius Fan

I am an energy management engineer and technician for Boulder County. I work specifically with automated mechanical hvac and lighting systems. Approximately two years ago I had stumbled on to the Airius Thermal equalizer fan and soon after met with Ray to discuss this product. At the time it seemed like a great product so we purchased two of them for a recent addition to our county jail. We were very happy with the performance of the fans. The space stays very comfortable and controls to temperature settings with less effort than the existing pods.

Soon after we installed the two fans, Ray had presented us with a new version of the fans with the PHI module attached to them. He was more than happy to let us test three units with out purchasing them before hand. We installed them in an existing jail pod with seventy-three full time occupants. The odors in that area were extremely bad. We let the fans run for about two weeks and conducted a basic survey with the guards that attend that pod most frequently. Our survey came back with results showing a positive change in the air quality. I personally walked the area before and after the installation many times and noticed a significant change. Our next test was to turn off the fans without notifying anyone. There was an immediate request from the guards to have the fans turned back on. So we did and they were very happy. Unfortunately this particular space is hard to achieve perfect result because it shares the same air system with three other adjoining pods. We were absolutely confident that adding PHI fans to the entire jail would give us excellent air quality and energy savings so we are requesting funding for a 2007 installation.

We have an additional building that has been fitted with standard fans as of 5/2006. This is the 30,000sqft. Exhibit Building at our fairgrounds site. At this time the only results we can produce are individual opinions. They are similar opinions in that the space seems very comfortable even when the mechanical system is not running all the time. I was personally involved with the install and while working thirty-five feet in the air with fans running there was no difference in the temperature between the ceiling and the floor.

We will be more than happy to share information on our energy bills. Of course it will take us a short period of time to capture our savings.

I will be more than happy to speak to any person who is interested in these products. If you need to speak to others, I would appreciate contacting me first so I can direct you to the right person.

I am confident you will be more than pleased with these products and can honestly say that working with all of the people at Avedon has been a real pleasure. Considering I work for a local government, it is only in my better interest to implement products that are a rock solid investment.

Sincerely,

Greg Billings

Building Automation/Energy Management Design Specialist

Journeyman Electrician

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