

Press Release

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For immediate release

Wellington Launches Two New Motors at IKK Trade Fair, Hannover, Germany

Wellington Drive Technologies Ltd (NZX: WDT) (Wellington) is releasing two new motors on 8 October at the IKK Trade Fair in Hannover, Germany. About IKK Dr Green said; "IKK is the major industry gathering for those companies supplying the ventilation, refrigeration and air conditioning markets, and our team has worked hard to have two new motors ready to launch there."

The release of the DD070 marks a significant evolution in the company's motor technology whilst simultaneously extending its product palette.

"We believe improvements in the efficiency of design mean that the DD070 is the most cost-effective, high performance EC motor available in the world."

The 200W (one quarter horsepower) DD070 extends the company's range of industry-standard 92 mm external rotor motors. With the availability of the DD070 Wellington believes it can support a wide range of ventilation industry requirements. The DD070 motor complements Wellington's smaller DE066 motor (rated at 50W) which has been delivered to European customers since June 2002

Wellington's ECR line of motors and fans for commercial refrigeration is also being launched at IKK. The Wellington ECR motor uses around one third of the energy of the common conventional motor that has been industry standard for many years. It is a "drop in" substitute and can be used easily by manufacturers seeking to reduce the power usage of their refrigeration equipment.



"We also believe there will be significant savings to users of the ECR motor through a lengthening of the replacement cycle," Dr Green said. "Our research suggests there is a considerable potential market of over 20 million motors a year available to this product. Customer interest in this motor is strong. The three standard motors we now have, together with associated electronics and software, cover a broad range of industry requirements. We are hopeful of a good level of sales in 2004."

Green also said that he hoped the licensing deal recently completed with A O Smith Corporation, USA (www.aosmithmotors.com) would improve customer access to standard Wellington motors; "It's early days yet in the relationship with A O Smith. However, they are amongst the largest motor manufacturers, with operations worldwide producing over 30 million motors each year. We believe that their involvement will see our motors used by larger, more conservative customers."

Wellington sells proprietary designs of small electric motors targeted at the appliance market. In comparison to most other types, Wellington's motors offer energy savings, low noise, low vibration and reduced size and weight at a cost-effective price, through using electronically-commutated (EC) technology.

For further information visit www.wdtl.com.

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