

» LG EYES UAE VILLA MARKET FOR TROPICAL MULTI V SYSTEM

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# climate control MIDDLE EAST

KEY PERSPECTIVES ON THE REGION'S HVACR INDUSTRY

FEBRUARY 2008

## THE GREEN APPLE

The AHR Expo in New York City represented the industry's keenness for the Green Building movement...



### A healthy DOAS of LEED

Dedicated Outdoor Air Systems could be a valuable ally in the endeavour to earn LEED ratings points

### Natural refrigerants

Cold stores operators opt for sustainable solutions

### JCI launches employment programme

Partnership programme addresses shortage in skilled trades

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into 20 SEER, he added.

Added Ed Youngkin, Regional VP (Unitary Products Building Efficiency) at JCI: "The Micro channel allows us to do more efficient condensing coil in a 23-inch x 23-inch cabinet. We use lesser footprint, so space and efficiency are drivers for going for the 13 SEER micro channel condensing unit. It started as a 13 SEER and now has evolved into 15 SEER. It also goes into the 29-inch x 29-inch cabinet, and so is the same for 14/15 SEER."

The micro unit is made of a single metal, and so there is an opportunity to eliminate organic action. Owing to this, Martin said, it can withstand beyond 1000 hours of salt testing.

Terry Hoffman: Two demonstrations of JCI also showcased its network thermostat, application-specific controller, VAV control assembly. The company had on display a Metasys system that connects to its mechanical equipment. The system connects to all LON devices and Bacnet devices and other interfaces, said Terry Hoffman, Director of Marketing (Building Automation Systems, Building Efficiency), JCI. "The system is seamless," he said. "It connects to all devices. Further, the VSD also fits in seamlessly. As a result, a maintenance engineer can walk with an IPAC and so get notified on telephone.

Over the years, Hoffman said, there have been sophisticated user interfaces, but most people don't need that much detail. "So this user interface gives task-based information," he said. "So even the CEO can figure out what's going on."

JCI also displayed its wireless capabilities – its wireless sensing devices and receivers. "We have a wireless receiver, and we have a mesh network of wireless transmitter and receiver, and it is to tie in sensors and controllers over the same network," Hoffman said. "As a result, we can ship equipment, say AHUs, from the factory wireless-ready.

The wireless system, Hoffman said, overcame issues relating to configuration and reliability. "There are issues that wireless was difficult to configure and unreliable," Hoffman said. "Our mesh network self-configures and self-heals. So we have a reliable system.

Warren Controls was another company that had products on display at the Expo – particularly its pressure independent control valves.

Larry Starratt, its Sales Manager, said that the company had approximately millions of dollars worth of orders in Dubai. "We are

## LAUREL WREATH

The AHR Expo on January 22 hosted the AHR Expo Innovation Awards at the New Product Technology Theatre A in the Javits Convention Center. ASHRAE, AHRI and the International Exposition Company (IEC), which organises the AHR Expo, sponsored the Awards ceremony.

About 120 products vied for the competition, conducted by the ASHRAE Journal, in the 'building automation', 'cooling', 'green buildings', 'heating', 'IAQ', 'refrigeration', 'software', 'tools & instrumentation' and 'ventilation' categories. A panel comprising ASHRAE members, chosen for their knowledge of the industry and its products, judged the entries. Nine winners and 30 honourable-mentions emerged from the selection.

The 2008 Awards ceremony was the sixth year of encouraging innovation in the HVACR industry. Each company that participated in the competition paid a submission fee of \$8,000. The funds raised in that manner will be donated to a local HVACR vocational school in the form of scholarships to students enrolled in the school.

A profile of some of the winners and honourable-mentions...

### BALTIMORE AIRCOIL COMPANY

HONOURABLE-MENTION  
Category: Cooling

Baltimore won an honourable-mention for its PT2 Cooling Tower in the 'cooling' category. The company described it as "an award for its EverTough technology".

Ever Tough is a construction feature of the cooling tower, which allows it to last longer, said Glenn Babcock, Manager, Industry Relations. It, of course, depends on the maintenance schedule, Babcock added. "The cooling tower deals with water and air in a hurricane-line environment," Babcock said. "And so we came up with a material that fights corrosions."

The cooling tower basin is made of TriArmor Corrosion Protection System, which is a three-part process to give a leak-proof basin. In the past, the basins have been brittle and, hence, have leaked, Babcock said. "We take galvanised steel and bake it on a thermo-hybrid polymer," Babcock said. "It also acts as a bonding agent for PU that we spray on. You can't cut or damage it. It gives us a basin that is leak-proof and strong, which means owners can delay replacement by years.

The structural components of the cooling tower are made of stainless steel. The heat transfer service is of PVC material, which is impervious to corrosion. The piping is also of PVC material. "Top to bottom, we maximise the fight against leak and corrosion," Babcock said.

The TriArmor Corrosion Protection System has been in operation for 10 years. "It has had a 10-year field test," Babcock said. "We have taken the best of everything over the years, and it is what you see here. The FRP hot water basin is the new component in this show."



looking at Qatar and other places, as well," Starratt said.

Yet another company at the Expo was New York-headquartered Weiss Instruments. Thomas R Keefe, the company's Distribution Sales Manager, said that Weiss Instruments primarily targeted the US market, but added that its Solar Matrix would appeal to a global market. Showing the Solar Matrix, Keefe said that the device was the only solar light-powered digital pressure gauge in the world. Others are battery-powered, he added.

Weiss has a presence in Dubai through Haste Trading.

ITT was also present at the Expo and showcasing its new zone controller, which it said, was for the residential heating industry. ITT said it would formally launch the controller in March and that the Expo was an opportunity for a soft launch.

Bob Byrom, the Product Line Manager, Residential Controls and Steam Products of ITT, said, that the controller worked by receiving a signal from the thermostat and activating a circulator and starting a boiler. "It is unique, because it is a microprocessor-based controller rather than a relay-based controller," Byrom said. "It allows more standard features at lower costs, because it's mostly software-based; hence, material costs are low."

To develop the system, ITT took a lot of features from competitors, Byrom said. It can be used for a one-pump system and up to six-pump systems, he added. "The controller can be expanded to even 12 zones," Byrom said. "It can be connected in parallel."

Elsewhere at the Expo, Poolpak showcased its dehumidifying products for the indoor swimming pools market. The Pennsylvania,

USA-headquartered company displayed its SWHP60 and SWHP300, among other products.

Poolpak distributes its products in the UAE through Saif ME. The company has supplied its 'S', 'SR' and 'SE' series of products to the Burj Dubai project. "We just started very heavily a year ago, so all our products are new in the Middle East," said Patrick J Reynolds, VP, Sales and Marketing.

Durodyne was another company at the Expo that was keenly eyeing the Middle East market. The company's Director of International Sales, Caio Tadeu Brandao, said that Durodyne had climate control products up to four zones for the residential and light-commercial segments. The company has been selling its climate control line for 15 years and is now going internationally with forays in the Americas and the Middle East.



Tom Keefe



Bob Byrom



Larry Starratt



Poolpak