



ISHRAE Speaks

Decoding the Build Fair Alliance

A success story with a lot of promise



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ACREX 2018 National Steering
Committee Chairman

The Build Fair Alliance was conceptualized in 2016 looking at the market and its growing needs and pace to address those opportunities. With the then-forthcoming ACREX, we conceived a platform that would showcase complete building services spectrum in one place. This hub would induce higher level of interaction and create more interest amongst all visitors spanning from the end users to the architects.

Hence came Build Fair Alliance (BFA), a consortium of co-located events that would be conducted at the same grand venue coinciding with ACREX, thereby ensuring maximum number of footfalls from all stakeholders across the construction industry, largest ever product display of integrated building solutions and be counted amongst largest events in South Asia.

It has been an endeavour of ISHRAE to bring HVAC&R Industry into the forefront and make ACREX India the most coveted event for the built environment. Therefore the forthcoming Build Fair Alliance comprises of the following events and will be conducted at the same venue as ACREX India:

- ACREX India 2018 covering HVAC, Refrigeration and Building Automation Systems
- ISH India powered by IPA - International trade fair showcasing plumbing, sanitation, bathroom & kitchen, renewable energy and home automation systems in India
- Fire & Security India Expo (FSIE) 2018 previewing Fire safety & security solutions

The BFA comes with a strong promise, and a great past record, to the industry. Consultants who design and plan buildings are now offering complete MEP (Mechanical, Electrical, Plumbing, including firefighting & building automation) services. Similarly, a large number of contractors today, undertake complete MEP projects and there is a vast range of manufacturers dealing in varied products from multiple fields. So lot of convergence already exists in the market and BFA addresses them as

being the industry hub or exchange for business opportunities.

2017 saw the largest-to-date ACREX India show, with 487 exhibitors showcasing their products across 30,000 sq mts gross area at the India Exposition Mart, Greater Noida. The most prominent highlight was coming together of five shows of the Building industry under the Build Fair Alliance (BFA), which created an unparalleled benchmark, with the who's who of the building industry present at the event. The exhibition, held over three days, recorded more than 40,000 business visitors.

The BFA initiative not only created the largest platform for networking for the construction industry, but also offered stakeholders an opportunity to acquaint themselves with the latest technologies in the field.

The upcoming edition of BFA at Bangalore in February 2018 shall not only showcase concurrent exhibitions, but have lined up many other interesting events, aiming to create bigger synergy among building services solutions providers.

As always, ACREX & this initiative of BFA shall continue to lay emphasis on the stakeholders that make the event for us - An event by the industry and for the industry.

I look forward to welcome all of you at this mega event.



BUILD FAIR ALLIANCE
Integrated Building Solutions

Exhibitor Preview

A fan for any scenario

AxiBlade by motor and fan specialist ebm-papst

ebmpapst

In addition to the required airflow, energy efficiency and minimal noise emission are increasingly in demand for the axial fans used in evaporators, condensers and heat exchangers in ventilation, refrigeration and air conditioning systems. Motor and fan specialist ebm-papst accepted this challenge and developed a new generation of axial fans: **AxiBlade**.



One system for all applications?

Different backpressures have to be taken into consideration depending on the application and the installation scenario, so the engineers at ebm-papst wondered whether they could develop a fan system for refrigeration and air conditioning that would be suitable for every application. That meant a system with maximum flexibility and optimum efficiency at every operating point, with improved performance and reduced noise emissions. The answer? Yes, they can.

The secret: a modular design

The ebm-papst engineers did what seemed impossible. With the AxiBlade, they developed new axial fans that work at an optimum efficiency of up to 54 % in many different applications, thanks to their modular design. The new fans also feature a noise reduction of up to 8 dBA compared with the standard product range. The design's secret involves fan housings having different heights and an aerodynamically optimized geometry. The pressure-raising effect of the diffuser minimizes outlet losses, and

guide vanes can also be installed. For low to middle pressure ranges up to 200 Pa, the standard fan housing with a height of 190 mm is effective; in this case, the benefits of guide vanes do not come into play. Even without them, the efficiency and operating noise are much better than the current industry standard. The guide vanes become interesting with the approx. 300-milli-meter-high fan housing (varies slightly with fan size) with integrated diffuser for high backpressures up to 290 Pa. Here, the guide vanes are essential for achieving high efficiency.

The right solution for every pressure range

Impellers with profiled blade geometry and wing-lets are also part of the modular design. The impellers have been designed for the various motors they can be combined with, which increases efficiency and reduces running noise. The guard grills are aerodynamically optimized; not only do they protect against accidental contact, they also contribute to the high overall efficiency of the axial fans. Components can be combined depending on the pressure ranges required and the fans can be produced accordingly.

More cooling performance per square meter

With AxiBlade, higher cooling performance per square meter can be reached since the footprint remains the same while the fans are more powerful. The latest EC motor includes programmable interfaces, wireless configuration via RFID (radio frequency identification) and an LED that shows the current operating status.

AxiBlade is available not only with energy-efficient GreenTech EC motors but also with the AC motors that are still widely used, and it can be used around the world since it works with all voltages and power systems.



THINK *your indoor air is safe?*

Think again



Common Myth – Testing IAQ will leave me vulnerable for liability.

In the case of many IAQ issues, you need to perform specific testing measures to identify them because several are not detectable by sight or smell. Consequently, it is not uncommon for FMs to be hesitant to test for IAQ issues for fear of being held liable if the testing reveals a serious problem that affects occupants. However, it is quite the opposite.

“It's a big misconception that testing or examining IAQ opens up some kind of Pandora's Box,” says Turner. “There's an old school line of thinking that 'If I test for IAQ, I'm going to document bad things and that's going to give

me a paper trail that will damage me from a liability perspective.' But you don't get sued for due diligence, you get sued for negligence.”

If there are IAQ issues that go undetected, you actually become more liable. So be sure that you are testing regularly and keeping lines of communication open. Turner advises using “a combination of air testing, physical inspections and good communication so that information about the building is getting to the engineers, to the property managers and ultimately to the tenants.”

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ACREX Hall of Fame 2018

Eligibility, Nomination and Selection Parameters



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ACREX Hall of Fame is an industry benchmark instituted by ISHRAE in partnership with Danfoss India to recognize the excellence achieved in conserving energy by building projects in India. The coveted recognition aims to showcase success

stories and encourage innovation in technology, design and systems to achieve the highest standards of energy efficient HVAC systems in Buildings. This recognition was awarded to the **Chhatrapati Shivaji International Airport, Mumbai, Terminal 2**, as the first inductee in the ACREX Hall of Fame (2016). The **Infosys EC53 (M&C) Building** in Bengaluru is the second inductee in the ACREX Hall of Fame (2017).

The nomination of buildings for the 3rd edition of ACREX Hall of Fame (2018) is open.

All buildings, which meet the following eligibility criteria, can be nominated:

1. Smart, Intelligent and Energy Efficient Commercial or Institutional Building such as - Office Building, Hotel, Hospital, Shopping Mall, School, College, Research Centre, Airport, Metro Station, Sport Facility, Museum or Convention Centre, where the HVAC system is used predominantly for comfort conditioning.
2. The building must have a minimum occupied conditioned space of 8000 m².
3. Must have been commissioned on or after 1 January 2014 and operational for a minimum period of one year.
4. Fully functional BMS and Minimum one year's recent (up to the date of nomination) operational data to be available on a Dashboard.
5. Retrofitted and Recommissioned Buildings will also be eligible. Details of retrofits done since 1 January 2014 to be provided.
6. Performance parameters of interest are - HVAC system Energy Performance Index (EPI), IEQ intervention and full compliance with relevant codes/standards as a minimum.
7. Building owner should be informed of the nomination and should be willing to share building data. Owner's authorised person's contact details are required.

Nomination Process

Nomination is to be done online. To nominate, please log on to www.ishrae.in and click 'ACREX Hall of Fame Nomination'. Please read the eligibility criteria carefully and click to nominate. Fill in the Nomination Form online and submit.

To create awareness about the initiative and to encourage nominations, roadshows have already been conducted at Mumbai, New Delhi, Ahmedabad and Hyderabad. Roadshows are also planned in Pune and Bangalore in the coming weeks.

Selection Process

Initial scrutiny and shortlisting of entries will be done by the ISHRAE's technical committee and the final selection will be done by a Jury consisting of eminent personalities in the field of HVAC, Government, Architecture and the Building Industry. To facilitate evaluation, the nominees/owners/representatives of the eligible buildings will be asked to submit relevant information from the BMS dashboard on building performance parameters.

The inductee in the ACREX Hall of Fame (2018) will be announced during the Hall of Fame Night to be held during the ACREX India 2018 exhibition (February 22 to 24, 2018) at the Bengaluru International Exhibition Centre (BIEC).

Business Enhancement

Are you listed on SEARCHO.ORG?



An Initiative by ISHRAE

Connect with buyers from across India

Searcho.org, an initiative of ISHRAE is a unique website for HVAC&R and building services focusing on the Indian market. We provide a platform for buyers and sellers to meet.

Searcho.org uniquely addresses the requirements of large, small, medium organisations and even individuals to market their products and services nationally and generate sales qualified leads.

The portal focuses on customer services and thereby calls all the enquiries received from our website, and qualifies the leads on BANT criteria (Budget, Authority, Need and Timeframe). Once the leads are qualified as per BANT, that's when we share the inquiry with our PREMIUM sellers.

We have shared more than 4500 Sales Qualified Leads with our Premium Listed Members from April to August

2017. The flow of good quality leads is increasing over a short period of time and now we need to sign up more premium members so that we can service these customers.

The website got revamped recently in April 2017 and was relaunched using the latest technology and search engine as powerful as Google.

On one click, buyers can search for equipment manufacturers, system integrators, services providers, retailers, labor contractors, dealers & consultants from the nook and corner of India in the HVAC&R industry.

For free listing on Searcho.org, please contact us at +91 88607 89782 or email at searcho.org@ishraehq.in. You can also call on the toll-free line - 1800 3000 4245

Humor: powered by Searcho.org

On a lighter note

Technician: "Why did you wait 2 weeks to have it fixed?"

Customer: "My in-laws were here. They were planning to stay for a month."

Customer: "Why is it taking so long to fix my AC?"

Technician: "I had to park a block away and needed parts from the truck."

Customer: "It shouldn't have taken that long."

Technician: "It wouldn't have if your dog hadn't been attached to my leg."

A customer's new, computerized furnace stops working. But each time the technician shows up, it works flawlessly.

The exasperated technician tells the customer:

"I had a car just like that. Every time I drove it past the junkyard, it ran just fine".

Why did the customer fire the insulation company? They told him they were putting batts in his walls.

How do you convert an air-source heat pump to a ground-source heat pump? Install it in quicksand.

Technician: "Your outside unit is in pretty bad shape and your dog has been pottying on it."

Customer: "So I should train him not to do that?"

Technician: "No, just tell him that it's redundant."

Organiser:



ISHRAE

Event Producer:



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Exhibitor Preview

The York Magnetic Centrifugal Chiller



Johnson Controls enhances its portfolio of commercial and residential HVAC&R (heating, ventilation, air-conditioning and refrigeration) products with the expansion to 1,000 tons of cooling (3,500 kW) for its successful magnetic-bearing centrifugal chiller line, the YORK® YMC2. In addition, 8-foot YMC2 units that are ideal for retrofit are now available.

The chiller uses magnetic levitation technology in its driveline to spin without friction, offering a quieter, more efficient operation. The YMC2 also has a standard variable speed drive to further increase its efficiency. The chiller offers these important benefits:

- **High Energy Efficiency** - YORK chillers are known for utilizing industry-leading low entering condenser water temperature[1] to reduce energy usage. The YMC2 is capable of achieving values as low as 0.175 kW/ton at full capacity and below 0.1 kW/ton at part load, resulting in a significantly lower utility bill.
- **High Reliability** - Fewer moving parts mean less servicing and a longer motor life. The magnetic-bearing technology reduces friction, while eliminating the need for traditional lubrication systems. This increases reliability and reduces maintenance costs.
- **Ultra Quiet Operation** -- Sound levels as low as 70 dBA for quiet operation, the same sound level as a vacuum cleaner.

"The YMC2 is ideal for cooling in office and sound-sensitive buildings as well as mission-critical facilities such as data centers and healthcare facilities. To date, they have been installed in several hundred buildings worldwide including some of the world's leading companies," said Chuah Cheng Huat, director of HVAC systems, Johnson Controls Building Technologies & Solutions Asia. "In addition to the YMC2, we are introducing lower-cost chillers and smart, connected

chiller technology that supports optimized uptime. We have the industry's best and most extensive product portfolio, and we intend to build on it to enhance our offerings to a diverse customer base."

The complete YMC2 line now offers units from 165 - 1,000 tons (580 kW to 3,500 kW). To learn more, please visit www.johnsoncontrols.com/ymc2.

About Johnson Controls

Johnson Controls is a global diversified technology and industrial leader serving customers in more than 150 countries. Our 130,000 employees create quality products, services and solutions to optimize energy and operational efficiencies of buildings; lead-acid automotive batteries and advanced batteries for hybrid and electric vehicles; and seating components and systems for automobiles. Our commitment to sustainability dates back to our roots in 1885, with the invention of the first electric room thermostat. Through our growth strategies and by increasing market share we are committed to delivering value to shareholders and making our customers successful. In 2015, Corporate Responsibility Magazine recognized Johnson Controls as the #14 company in its annual "100 Best Corporate Citizens" list.



Have you planned your trip to ACREX?

Booking advisory - Time starts now!

Bengaluru will host ACREX'18 and another big event at the same time. The spots would be tighter. We advise you to make your bookings at the earliest, since the tariffs are going to rise higher than the standard expected price range. You can reserve your accommodation, air travel and local transportation directly or hassle-free through the ACREX appointed Travel Partner:

International Travel House Limited

T-2 Community Centre, Sheikh Sarai Phase-I,
New Delhi-110 017, Tel.: +91-11-26017808

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aQuest News

Opportunities for budding engineers

aQuest, the ultimate engineering face off, is inspired by famous Indian Television Show: Kaun Banega Crorepati and the hit American Game Show: Jeopardy, and is one of the major National Level Student Activities organized by the ISHRAE. The winners of the aQuest are awarded with exciting Cash Prizes.

aQuest is primarily designed to introduce engineering students to the HVAC&R industry and provides an opportunity to the best talent among ISHRAE student members from remote corners of India to participate in the mega event. aQuest was started in the year 2015 during ACREX 2015 held at Bengaluru. This program is sponsored by Johnson Hitachi since 2015 and they are committed to support it with a long term association. aQuest 2018 will be held at Bengaluru again in the month of February 2018.



aQuest is the foresight of Mr. Gurmeet Singh, Managing Director, Johnson Hitachi who wants Johnson Hitachi to reach out engineering students across India through ISHRAE student chapters. aQuest is conducted in three levels, zonal (quarter) final, semi-final and grand finale. The zonal finals will be conducted in North, West, South and Eastern zones identified by the ISHRAE Student Activities Committee. The semi-finals will be conducted at Western and Eastern Zones. The Grand finale will be held in Bengaluru on 23rd February 2017.

The winners of the aQuest finale will get an opportunity to present their candidature for a job with Johnson Hitachi. The student teams that qualify the semi-final round will be granted travel, accommodation and per diem. All participating student audience will get participation certificates and refreshments.

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