



## ISHRAE Speaks

# Acrex India 2019

## Message From The National President, ISHRAE



**Mr. C. Subramaniam**  
National President,  
ISHRAE

**ACREX India** proudly comes to the business capital of India – Mumbai to celebrate its grand 20th edition. The event brings together the entire HVAC & R Universe to the city with an unprecedented participation of more than 25 countries. With the Indian HVAC&R market poised to grow at almost 30% faster than the global scenario, the industry is very vibrant in creating the kind of landscape that every manufacturer and service provider can dream for.

The Indian HVAC & R market is quickly racing towards a size of more than USD 7,500 Million in the next five years and that's is the reason why every manufacturer in the international market would vie for a space in the Indian sub-continent. This is what ACREX India 2019 provides to the industry, thus creating a wonderful platform for all connected to the HVAC & R industry to launch and reach out to the entire group of stakeholders and decision makers.

**ACREX India 2019** occupies the pride of place in the international exhibition space, being the sixth largest exposition in the world, and South Asia's LARGEST exposition. The exhibition is spread over 32000 square meters with more than 500 domestic and international exhibitors and draws a huge 50000 plus business visitors.

The spectrum of exhibitors will cover the complete range of the HVAC&R and allied services industry like Chillers, DX Unitary Systems, VRF Systems, Air Distribution Systems, Water Distribution and Treatment Systems, Electrical related and many more state of the art and current technologies and dedicated pavilions for niche segments like Building Automation and Indoor Air Quality products. The exhibition will definitely exceed the expectations of what an HVAC & R stakeholder looks for.

**ACREX India 2019** is presented to the industry by **ISHRAE – Indian Society of Heating, Refrigerating and Air Conditioning Engineers** which is a very tall society that houses a mammoth figure of approximately 25000

members. ACREX India is the flagship event of the Society and ensures that it meets the core objectives and mission of the Society.

With the support of every International and Domestic Society related to the industry, **ACREX India 2019** is there to witness one of the greatest footfalls in terms of a very high quality visitors - architects, designers, consulting engineers, owners, developers and end users, project management and facility management professionals, service professionals.

The additional unique dimension of **ACREX India 2019** is the umbrella of **Build Fair Alliance** that has the synergistic effect of the **HVAC&R, Plumbing and the Fire and Security Societies** i.e., **ISHRAE, IPA and FSAI** coming together and showcasing the entire spectrum of building services related products and systems to the world. The entire visitor forum will witness and experience the unfolding of the complete mechanical services related products and systems into a building under a single unified exhibition space.

In addition to being the feast to the eyes, **ACREX India 2019** team has put together a string of workshops and technical seminars that bring the enhancement of knowledge element for the visitors. They will have access to attending high quality workshops and seminars on topics that are related to the current trends and practices of the HVAC & R field.

In line with the theme of **ISHRAE** for the current year which is **STAR** – the focus of ISHRAE is on sustaining the current activities and taking them to the next level, drive **technical excellence**, to be at the center of **advocacy** in working together with the Industry, Government and Academia to meet the objectives of the industry and subsequently carry out focused **research activities** and deliver on **industry identified and led, academia supported and government sponsored projects**.



ISHRAE, connected through its presence in 42 locations across the country and a very strong membership fraternity, continues to bring the highest quality technical excellence for every stakeholder of the industry. Block the date of **ACREX India 2019** and witness the greatest show happening in the field of HVAC&R at **BEC, Mumbai on February 29–March 2, 2019.**

## Partner Preview

# Greenovation By LG



**Greenovation** stands for Green + Innovation.

It is dedicated towards providing the planet with an energy saving and Green **commercial air-conditioning systems**.

Committed to delivering nothing less than excellence, LG commercial air-conditioning systems are the best for all sectors including offices, hospitality, healthcare, education, residential, factories, retail and others. Discover the perfect air-conditioning solution for your needs with a wide range of LG commercial air-conditioning systems.

The **new range** of LG commercial air conditioning systems are:

### 1. VRF Systems

- Full Inverter VRF systems - Top discharge / Side discharge / Water-cooled
- Hydrokit - for Hot water generation upto 80 deg. C with VRF systems

### 2. Light Commercial Systems

- Full Inverter Ducted units
- Inverter Cassette units
- Inverter Floor standing units
- Inverter Rooftop units

### 3. Chillers

- Magnetic bearing centrifugal chillers (260 RT to 2200 RT)
- Air bearing centrifugal chillers (100 RT to 300 RT)
- Centrifugal chillers (200 RT to 3000 RT)

- Screw chillers - Air cooled / Water cooled (75 RT to 500 RT)
- Inverter Scroll chillers - Air cooled (20 RT to 180 RT)

## Application Across Industries

The application of these new systems across some sectors are explained further:

## LG Commercial Air-conditioning systems & the Health sector

When it comes to health, there's nothing more important as each life counts. Proper air-conditioning system is not just responsible for comfort and clean air, but also delivers therapeutic benefits to patients. Certain patients like those with cardiac issue feel warmer than others due to improper blood circulation. Patients with other health problems too face temperature issues and Commercial air-conditioning make sure that optimum temperature is maintained for the comfort of the patients.

## LG Commercial AC systems & Commercial Offices

Commercial air-conditioning is ubiquitous for offices nowadays. It helps in making the environment more comfortable, leading to increased productivity and a morale boost. As per research, women feel more cold as compared to men, therefore the need to maintain an optimum temperature inside is crucial. In case of computers and other key hardware, commercial air-conditioning system will keep high moisture at bay and ensure that they function properly.

## LG Commercial AC systems & the Hospitality sector

Hospitality Sector is the epitome of comfort and entertainment. A perfect temperature will only add to the pleasure and makes the stay, a memorable experience for the guests. Also, opting for a greener solution helps the brand to get an environment-friendly makeover. Proper air-conditioning is a must for the hospitality sector; otherwise guests will definitely choose some other properties in search of a better and convenient experience.

## LG Commercial AC systems & Apartments

A home is your answer to perfect relaxation or a place to sleep. If the temperature isn't optimal, residents are likely

to suffer from a lack of sleep. Similar effects will be experienced if the moisture levels are either too high or too low. However, a properly designed air conditioning system will address this issue and keep the temperature at a consistent, appropriate level.

## LG Commercial AC systems & the Retail sector

Proper air-conditioning will enhance useful footfalls, thereby improving the business. Apart from this, customers will tend to return to spaces where they feel comfortable. Here also, opting for a greener solution helps the brand to get an environment-friendly makeover.

### Exhibitor Feature

## Prihoda s.r.o. – The largest manufacturer of fabric ducting and diffusers in the world!



Prihoda s.r.o. is a medium-sized, fully Czech-owned firm that specializes entirely on the production of fabric ducting and diffusers, designed for transport or distribution of air. The ducting is not produced by the meter, instead is provided to their customers with tailor-made solutions - starting from discussion on capacities through necessary calculations to the production and delivery of the proposed product.

Since establishing the company in 1994, the company endeavours constant increasing the production capacity and number of customers around the globe. Prihoda is undoubtedly one of the largest global niche market

providers of this product line.

Two new production plants have been launched in China and Mexico in 2017. The newly established subsidiaries Prihoda Suzhou and Prihoda Mexico will provide with the necessary production capacity and conditions for further expansion into the global markets. Their sophisticated quality management system ensures that the quality of products is the same, regardless of whether they are made in the EU, China or Mexico.

Prihoda runs 43 contractual sales offices that are working on an exclusive distributorship basis and operate in 66 countries.







Being aware of a great potential of Indian market they now have an Indian subsidiary, Prihoda India Private Limited, with headquarters in Mumbai. The new company's main goal is to enhance sales and marketing activities throughout the entire India. Being close to customers will help Prihoda provide them with a fast and professional service. Mr. Ulhas Vatpal, the director of the

newborn company, takes charge of the Indian market with full force and enterprising vision.

More details can be found on [www.prihoda.com](http://www.prihoda.com) to explore various possibilities of Art and Science of Air Distribution.

## Partner Preview

# AHRI Opens First Office Outside North America

Earlier this year, the Air-Conditioning, Heating, and Refrigeration Institute (AHRI) opened its first office outside North America in Hefei, China. The office will allow AHRI to engage directly with all members and certification program participants in Asia and the Middle East and position AHRI to provide timely service in those rapidly growing markets for AHRI standards and certification programs.

“Our globally recognized certification program is growing steadily worldwide, as is demand for AHRI standards. This requires AHRI to have a stronger presence in Asia to promote our standards and manage manufacturer participants and oversee lab testing,” said AHRI President and CEO Stephen Yurek. “At the same time, we are a trade membership organization that attracts members from across the globe, and this office will allow us to better serve those members.”

AHRI's certification program has many benefits, including to enhance consumer confidence in the performance of products and encourage fair competition in the market. Because AHRI randomly selects and tests equipment each year at a third-party lab, buyers can be assured that participating manufacturers produce products with verified ratings and that products meet relevant Minimum Energy Performance Standards (MEPS). AHRI certification is voluntary, but is widely recognized and specified globally as a requirement for bidding on construction projects. All certified products are listed in the AHRI Directory of Certified Product Performance, at [www.ahridirectory.org](http://www.ahridirectory.org).

More than 60 industry representatives, including member companies and certification program participants, attended the grand opening of the new AHRI office. Government officials from the Professional Supervisory Unit of Anhui Province (PSU-AHQI) and the NGO Office attended the opening, as did senior representatives from the China Refrigeration and Air-

Conditioning Industry Association (CRAA), the General Machinery Product Inspection Institute (GMPI).

Representatives from several AHRI member companies were present, as were AHRI staff, including Yurek, Henry Hwong, and Bridge Xue, who will head the new office.

AHRI also maintains a Headquarters Office in Arlington, Virginia, USA, and an office in Toronto, Canada.



Stephen Yurek speaking at the opening.



AHRI's office in Hefei opened on April 13.

## SearchO

### ***HVAC&R industry takes a collective digital leap with launch of SearchO***

***www.searcho.org:***

***The online marketplace by ISHRAE for HVAC&R and Building Services Industry***

The leading service providers in HVAC&R industry now have a new web address [www.searcho.org](http://www.searcho.org). Together, we strive to address the fast-growing buyer needs, by providing digital feeds and exact information they seek. Customers can expect online assistance (24x7), till their requirement is met with. SearchO promises you a comprehensive guidance by giving you up-to-date information on products and services in the HVAC&R industry.

It is simple to do an online search on India's only HVAC Listing Portal using multiple keywords. You can simply key in your requirement (by typing the keyword), and get instant help from top HVAC manufacturers. You can customize your search, finding suppliers according to the location, brand, product, service, or advanced solutions in HVAC&R industry. It is really that convenient to use this HVAC Listing Portal.

And it doesn't stop here. The buyers have an added benefit of seeking quotes from different HVAC suppliers in the vicinity. You will receive multiple quotes, and you can contact the supplier after you are comfortable with the price. We guarantee you complete transparency, and no hard work to crack the best deal. Only trusted sources are

registered on SearchO, so that the HVAC&R niche benefits by serving the customers intimately.

You can talk to the seller directly, negotiate, and pay for the final product. SearchO provides last mile connectivity by listing the HVAC supplier contact details, or phone No. Visitors to HVAC&R online marketplace can search for Equipment Manufacturers, Service Providers, Contractors, Labor Consultants, System Integrators, Retailers, Dealers and Service providers.

ISHRAE has taken the initiative to bridge the existing supplier-buyer divide. In today's competitive scenario, digital stakes are high for HVAC Manufacturers, and SearchO - a HVAC Listing Portal, the only solution.

Reach us on [www.searcho.org](http://www.searcho.org) or dial our toll free number - 1800 - 3000 - 4245



## ***Humour powered by SearchO***

An angry customer called an HVAC/R tech fuming, accusing him of leaving the wrong air filters for his AHU.

"You left me 20 x 25 filters, and my AHU requires 25 x 20. I guess you expect me to purchase all new filters?"

"No," the technician responded. "I expect you to turn them around."

## ***Partner Preview***

### ***Hitachi: Superior Air conditioning with sustainable development***

As one of the leading HVAC Company globally, Johnson Controls-Hitachi Air Conditioning India Ltd. has always been on the forefront of innovation and technology. In India, they are the 3rd largest selling RAC Company. With a wide distribution network consisting of 290 plus exclusive sales and service dealers, 70 plus Hitachi Exclusive

showrooms, over 10,000 sales points and the company aims to increase these numbers to become the No. 1 HVAC brand in the years to come.

"Hitachi has been working proactively with industry bodies and governmental bodies like CEAMA, RAMA, ISHRAE, RATA, CREDAI, IGBC etc. which are involved in the

# HITACHI



policy framing and play a pivotal role in the growth of the industry. It has been our continuous endeavor to ensure that consumer satisfaction and advance technologies are delivered across the industry”, states Mr. Gurmeet Singh, Chairman and Managing Director, Johnson Controls-Hitachi Air Conditioning India Ltd.



Towards this end, Hitachi has been taking many efforts. One of them being undertaking initiatives that address the dearth of skilled manpower in the HVAC industry. With the inception of 4 regional Engineering Excellence Centers in the four corners of the country, Hitachi is providing hands-on experience of advanced HVAC technologies to its employees and its trade partners technicians.

Mr. Gurmeet Singh shared, “We are also working on the development of Industrial Training Institutes and Skill Development Centers that work diligently to impart technical, vocational training to the unemployed youth and school dropouts. Thus, we are not only strengthening ourselves but also generating skilled taskforce and creating employability.

ACREX has always been a major platform for us and every year, we look forward to being a part of this mega industry

### Exhibitor Update

## Standing tall for a legacy of highest quality standards

Mueller Industries, Inc. is a global leader with over 100 years of experience in the manufacturing and distribution of flow control products such as copper tube and fittings; plastic fittings, pipes and valves; refrigeration valves, brass flare fittings and fabricated tubular products. Mueller Industries, Inc. products can be used for several types of applications, from HVACR to Plumbing and Medical Gas applications.

Mueller has always believed in quality and reliability to keep up with the industry trends and higher-more efficient refrigerants. From the invention and introduction of the first Nitrogenized ACR Copper Tube in the 1960s to the recent release of the Streamline® XHP line for CO2 Trans critical applications (to withstand operating pressures of up to 130 Bar), Mueller Industries’ testament of long-term commitment to provide its customers with the highest level of assurance that its copper products will continue to meet the higher pressure requirements of modern refrigerants.

extravaganza where the entire fraternity descends as either visitors or exhibitors. With international level participation, it provides an ideal platform for the exchange of ideas among professionals and the opportunity to highlight the latest products, trends and innovations in the industry.

As always, in ACREX, we will focus on showcasing our energy efficient and innovative air conditioning solutions for commercial and residential segments, which include Room AC, VRF air conditioning systems, packaged air conditioners, chillers and Telecom air conditioners.

Another majorly awaited event for us is AQUEST, ISHRAE’s national level student’s quiz competition. With the aim of creating opportunities for young professionals and encourage them, Hitachi has been working dedicatedly with ISHRAE to promote it.

With all these efforts and our three pronged focused approach of technology, innovation and consumer satisfaction, Hitachi hopes to help India by providing best cooling solutions and generate skilled resources for the HVAC industry. After all, we firmly believe that everyone deserves the best and every home deserves Hitachi”.



In addition, Mueller Industries has also expanded its horizons to better cater OEMs in the MENA region with its brand new, state of the art factory in the Kingdom of Bahrain. This factory, the first copper tube mill in the Middle East, will be producing Level Wound Coils and Inner Groove Tube for manufacturers in the region, with special focus in the GCC and India. Markets which have proven tremendous growth in the industry over the last



20 years and which continue to show great promise and opportunities.

Mueller Industries, Inc. is very excited to be participating in another edition of this prestigious show, which has

demonstrated to be a successful exhibition with tremendous reach, and looks forward to receiving you at the Mueller booth.

## Curtain Raiser Partner

## Chilling Ideas Worldwide

### Efficient & Reliable EEV package solution for Refrigeration from SANHUA

Sanhua is the world's leading HVAC&R manufacturer of controls and components with 34 years of experience and a global footprint with 15 factories & 5 R&D centres. Their co-operation with the largest companies in the Automotive, Appliance and HVAC&R industry makes Sanhua a leading worldwide OEM supplier providing the highest quality components at the most competitive price.

Since a decade, Sanhua is the leader in development and manufacturing of electronic expansion valves for HVAC&R industry. Special focus had been given on electronic expansion valves (EEV) for OEMs who had their own controllers or are using third-party controllers in combination with SANHUA EEV. However, due to increasing demand for Sanhua products in SSI-OEMs, Wholesalers and Installers (WS/I) market, particularly for Sanhua EEVs, the company has launched a complete EEV package solution that includes electronic expansion valve, dedicated controller, pressure and temperature sensors.

Some of the key highlights for the Sanhua Electronically operated expansion valve package:

1. Wide capacity regulation range for the same model
2. Same model for different refrigerants
3. Stable valve capacity at minimum pressure drop
4. Precise capacity regulation
5. Additional level of system protection, RS485 monitoring and remote control
6. Highly Economical

Before releasing the new EEV controller and DPF series electronic expansion valves, Sanhua had performed extensive tests for the controller, in order to achieve best performance for typical refrigeration applications. This was done to offer the customers a tested, qualified and

ready to use solution in refrigeration applications.

The second important target was to offer a cost effective solution, to be able to compete with the traditional mechanical expansion valves considering increasing demand for high energy efficient solutions and Sanhua EEV packaged solution proved to be highly successful.



Sanhua had already successfully launched the solution in other markets, and Sanhua WS partners are actively promoting this package solution. One of them is Baltic Refrigeration Group (BR Group), leading Wholesaler in Baltic and East Europe region.

Main applications being served include cold rooms (medium and low temperature) with 10-30 kW cooling capacity. The EEV solution increased system reliability by protecting compressors against working outside the application envelope (e.g. too high or too low superheat), by increasing reliability during hot gas defrost preventing TXV bulb damage.

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In general, customers observe a very stable superheat during regulation, & are satisfied with behavior of complete system & dynamic temperature decrease inside cold room ensuring high efficiency.

With Sanhua EEV package solution, controller parameters are already adjusted to Sanhua EEV, PID algorithm optimized for precise flow regulation. Sanhua package solution is user friendly and easy to use even by installers, without deep experience in electronics.

Sanhua has already developed a vast distributor network with 7 distributors across India, and Sanhua will continue to invest & maintain its special focus on the India Market by bringing its innovative range of products from time to time.

Sanhua being the Curtain Raiser Partner will mark its glorious presence at ACRES India 2019.

## Write for ACRO News

Hello, Readers!

We are soliciting content – news, views and reviews. We urge you to send in stories about the industry, energy saving, latest technologies, innovation and market discoveries. If you have anything that you would like us to cover in our forthcoming issues, please write to [marketing@nm-india.com](mailto:marketing@nm-india.com).

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