



ISHRAE Speaks

Knowledge is Power

My association with ACREX has been since its inception. As an employee of a prominent company in the HVAC space, I used to be given the responsibility to represent the company at the show and to attend to queries on the Products displayed by the company. This gave me an opportunity to learn and equip myself with information regarding development by the company on new technology and its edge over the market. Over and above, it gave me an advantage over my peers.

During the later stage of my career, as a Consulting Engineer, I kept coming back to the event, as a visitor time and again, to gain insights into newer and advanced technologies so as to be able to contribute to the projects that I work on.

The HVAC industry is a very versatile industry and keeps in step with the demands of the market. Newer and better products are therefore introduced for an enhanced customer experience.

The other highlight, which is very helpful for young engineers, are the Workshops held during the Show. About a decade ago, a topic titled "Green Buildings", at ACREX had caught my attention and I was introduced to the concept of Sustainable Design at the ACREX Workshops.

India just delivered its first Green Building then and that too a Platinum rated one. A large part of the energy required by a building is consumed by the building's HVAC system. Hence this industry has become an integral part of the Green Building

movement and has contributed a lot towards Sustainability by developing and introducing Green technologies.

ACREX hosts visitors from across the globe. The Workshops and Seminars at ACREX, therefore, give an opportunity to learn from subject matter experts and prominent speakers, local as well as International.

These varied workshops at ACREX have covered topics on data centres, health care, humidity control, tall buildings, indoor air quality etc. in the past. Workshops and Seminars at ACREX 2019, promise to be a seat of learning, with well thought out topics by the organising team.

Day 0 of the show will showcase technologies pertaining to "HVAC of Tomorrow". The topics will cover energy efficiency, alternative cooling technology like desiccant based air-conditioning systems, energy modeling for radiant cooling systems, future refrigerants, IAQ standards and air filtration systems, emerging trends in labeling of products, to name a few.

Architects are the project leaders and hence a workshop aimed at addressing their needs has been conceptualised. An ASHRAE approved training on variable refrigerant flow systems has also been organised for the benefit of engineers. This will help participants to understand the technology better and to come up with more efficient system design.

The world is now moving towards "Internet of



Ms. Sangita Jhangiani
President, ISHRAE Mumbai Chapter



Things” and therefore, how IoT is to be linked to the HVAC systems for integrating analytics with controls for efficient operations, is the need of the hour. Machine learning, predictive maintenance vs. preventive maintenance are areas that the IoT can address and those in the field are keen to know more about this subject. To encourage the dialogue on this subject, a technical presentation

followed by a panel discussion is being organised.

With “Make in India” being the mantra of the day, and with ease of doing business in India, the HVAC industry certainly has a brighter and more promising future. The time spent at the show and events promises to be truly fulfilling.

Exhibitor Updates

aQuest: Join us for an afternoon of fun, laughter and learning



aQuest is the definitive quiz event for the engineering student fraternity across India. For 5 years now, aQuest has been bringing engineering students from all over the country together for an afternoon of magic, madness and brain power. Over 300 participating colleges compete for the ultimate honour.

The build-up to aQuest starts months before with ISHRAE local chapter level contests that build up to two fantastic semi-final events - one for the North and West Zones, and the other for the East and South Zones. This year the semis were held in Nagpur and Chennai at the end of January. The teams that ranked first and second at each of the semifinals will participate in aQuest.

In addition to the four teams from the semis, two additional teams will be selected through a wild card entry conducted on the morning of aQuest making for a total of 6 participating teams. With six categories, four levels of complexity, help lines, a

buzzer round and audience questions every second promises to be chock full of high octane energy.

This year, aQuest will be hosted by Shahriyar Atai, a funny, talented musician and entertainer who will have you in splits with his offbeat sense of humour. Shahriyar has hosted aQuest in its previous avatar and since its evolution into the funnest, hippest, geekiest quiz for the discerning engineer. We couldn't ask for a better host to take us through to the end zone.

We are proud to have Hitachi as our Quiz Partner for the fifth year in a row. Hitachi whose mission is to 'Inspire the Next' does a fine job of walking the talk by inspiring and supporting the next generation of Engineers.

There are lots of surprises in store for contestants and audience alike so do join us for aQuest. We look forward to welcoming all of you.

Save the date - March 1, 2019 | BCEC | 2pm - 5 pm

IN THE AGE OF WEB 2.0

ACREX India is still the most preferred platform for visitors to source new products & technologies

SOUTH ASIA'S LARGEST EXHIBITION ON AIR CONDITIONING, HEATING, VENTILATION AND INTELLIGENT BUILDINGS

ACREX India 2019

28 February - 2 March 2019
Bombay Exhibition Centre, Mumbai

Partner Preview

A wide range of offerings in Hybrid domestic, semi-commercial and heavy commercial air conditioning



Mitsubishi Heavy Industries – IAPL Group Pvt. Ltd. is a strategic alliance of Mitsubishi Heavy Industries & IAPL Group Pvt. Ltd., for sales, service & marketing of Mitsubishi Heavy Duty Air Conditioners in India.

Research & technological innovations have been the hallmark of Mitsubishi Heavy Industries Japan for over a century & this expertise has been translated into excellent results in innovating Futuristic Comfort Air Conditioning, with excellent energy savings upto 47%, even under the extreme weather conditions, resulting due to Global Warming.

These are Mitsubishi Heavy Duty “Hybrid & Hyper Inverter” Airconditioners with R410A & R 32 (2019 Models) Refrigerant. IAPL Group Pvt. Ltd. has given an excellent platform for extending Sales, Service & Marketing support for Mitsubishi Heavy Industries Airconditioner products in India.

IAPL has an extensive nationwide network of Branch offices, Warehouses & Genuine Spares & Service Centers for meeting consumers’ aspiration for Airconditioning Solutions, after sales services & spares.

Mitsubishi Heavy Industries – IAPL Group Pvt. Ltd. offers “Technology Next” advance Air Conditioning solutions, for exhaustive range of Window, Hi-Wall Split AC / Cassette AC / Tower AC / Ductable AC & VRF - 5th Generation Systems as a part of the following product range:

Hi-Wall Split Ac – Eco Smart Series

Heavy Duty AC (R410A) – 0.5 / 1.0 / 1.5 / 2.0 ton

Hybrid AC (R410A) – 0.8 / 1.1 / 1.6 / 2.2 ton (Cooling only)

Hyper Inverter AC (R410A) – 0.8 / 1.1 / 1.6 / 2.2 / 3.3 ton (Cooling only) & (Heat Pump AC)

2019 New Range

Hyper Inverter AC (R32) - 1.25 / 1.6 / 2.3 ton (Cooling only) – YVS Series

Hybrid AC (R32) - 1.3 / 1.6 / 2.0 ton (Cooling only) – CVV / CVS Series

Hybrid AC (R32) - 1.9 / 1.92 - CW / CWX Series

Window AC (R410A) - 1.0 / 1.50 / 2.0 ton

Commercial AC

Hybrid & Inverter Cassette / Tower / Ductable AC (R410A) – 1.5 / 2.2 / 3.0 / 4.0 ton

VRF – 5TH Generation – 4HP to 60HP (Cooling only) & (Heat Pump)

VRF–5th Generation offers tailor-made airconditioning solutions using 17 types of indoor units with 92 models to achieve 100% perfection in airconditioned comfort and also offers world’s best techno-commercially viable airconditioning solutions.



Air purifier

Top of the range -Heavy Duty airpurifier

World's first star rated hybrid airconditioners

Mitsubishi heavy duty hybrid + airconditioners is an AC which covers 1.5 times bigger area compared to the conventional AC, while providing upto 47% electricity saving

- Hybrid Technology
- Jet air flow upto 60 feet throw
- Long Reach & Silent Airflow
- 3D Surround Air Distribution
- Silent operation
- Self-Diagnostic functions

The HYPER Inverter AC offers electricity saving upto 65% with heating & cooling air conditioning.

Hybrid AC are with world's highest airflow, using Jet Air Flow Technology for getting long reach & silent airflow upto 60 feet. 3D Air Distribution is achieved using electronically regulated twin motors for vertical louver movement of two different partitions in opposite directions.

IAPL Group has more than 4800 dedicated Company trained Sales & Service Dealers, in all major cities of India, to extend necessary sales & service for the products distributed thru them. The company has an excellent back up of spares & after sales service through 168 Mitsubishi Heavy Duty AC Genuine Spares & Service Centers all over India.

In 2019 – Mitsubishi Heavy Industries will be launching a wide range of New and Innovative products covering both Horizontal as well as Vertical air-conditioning segments.

SearchO

HVAC&R industry takes a collective digital leap with SearchO



www.searcho.org: The online marketplace by ISHRAE for HVAC&R and Building Services Industry

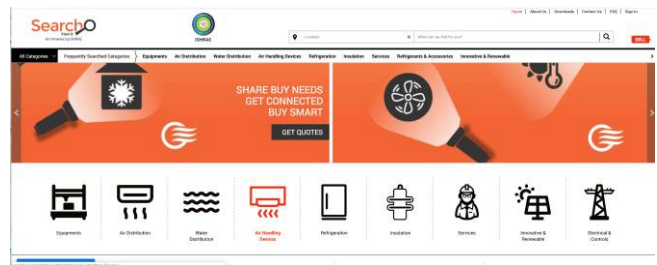
SearchO, the web search tool created by ISHRAE, strives to address the fast-growing buyer needs, by providing digital feeds and exact information they seek. Customers can expect online assistance (24x7), till their requirement is met with. SearchO promises you a comprehensive guidance by giving you up-to-date 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 number. 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- the HVAC Listing Portal, the only solution.



Exhibitor Profile

Better water for heating and cooling systems, better air for the environment

**Economical and environmentally friendly:
Heating and cooling with optimised system water**



Reflex Winkelmann GmbH is a consistently forward-thinking company that is committed to sustainability and supporting the climate-policy goals agreed by the German Federal Government.

As a medium-sized company, the organization aims to provide energy-efficient and sustainable products with tried-and-tested technologies and pioneering innovations. With a comprehensive product range of vacuum spray-tube degassing systems in combination with sludge and dirt separators, they are already offering a product solution for optimally conditioning heating and cooling water.

Greater efficiency means less environmental pollution, lower costs and therefore maximum climatic comfort. Reflex Winkelmann has a range of product solutions on the market that are capable of increasing the efficiency of water heating and cooling systems by up to 10.6 per cent. The results of the technological product potential were established independently by the ifes Institute (for applied energy simulation and facility management).

Another big plus for the environment and efficiency is that the Reflex system not only reduces emissions and energy costs, but also saves on maintenance work and investment outlay. This means everyone stands to benefit whether it's a private household,

business or large-scale industry.

Today, Reflex Winkelmann GmbH is one of the leading international solutions providers for the development and maintenance of water-bearing systems for building and supply technology.

In an age which makes the responsible handling of resources a key issue, Reflex is synonymous with maximum efficiency, safety and sustainability.

Highest standards

- Global production sites are certified in accordance with established norms in industrial production
- Proven quality management across the company ensures consistent manufacturing standards

Qualified employees

- Motivation and qualification form the basis for the development and production of top quality products
- Every employee contributes their experience, knowledge and passion to ensure reliable products and solutions

Tested quality

- Products and solutions from Reflex meet the highest standards in terms of safety, processing and quality



- Independent institutions and service providers confirm this

Designing the energy revolution

- As a company constantly striving towards the future, Reflex is committed to a sustainable energy policy
- Globally adopted targets for climate change that make an important contribution to climate protection through efficient, sustainable products
- Proven technologies as well as forward-looking innovations

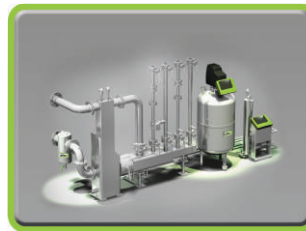
Extensive Product Range

Reflex represents a large range of products and services, offering innovative systems for heating, cooling and hot-water supply and a multitude of other services.

Humor: powered by searcho.org

Fun facts about HVAC

- The motivation for the first air conditioner wasn't for comfort. Willis Carrier invented a modern air conditioner in 1902 for a publishing company in New York that was experiencing problems with the ink control and paper expansion and contraction due to varying humidity levels.
- The first fully air-conditioned home was built in a mansion in Minneapolis in 1913 by Charles Gates. Sadly, he died before he could ever experience it.
- Air conditioning systems helped coin the term "Summer Blockbuster." One of the first businesses to utilize air conditioning technology back in the early part of the twentieth century were movie theaters. In the 1930's, patrons flocked to theaters to enjoy the films- but also to enjoy the cool air during summer months. Marketers took advantage of this trend and saved their big hits for summertime releases. Thus, the term "Summer Blockbuster" became a part of our vocabulary.
- Air conditioners do more than just cool the air. They also take humidity out of the air, making the air more comfortable. Don't set your thermostat fan to the "on" position all day. Rather, choose the "auto" position, where it will blow air only when the cooling system is running. When you leave the fan blowing air all the time, moisture will be blown back into the house and affect your humidity levels.
- Electric fans were the predecessor to contemporary air conditioning. Fans do little to actually cool the air, but they produce a "wind chill effect" by evaporating the sweat from your skin and lowering your body temperature.
- The first car with optional Air Conditioning was introduced in 1939 by the automobile manufacturer Packard. It wasn't very popular due to its high cost and the fact that the evaporator and blower system took up half the trunk space.



The Reflex product range comprises of:

- Expansion Vessels
- Pressurisation Systems
- Water Make-Up Systems & Water Treatment
- Degassing Systems & Separation Technology
- Hot Water Storage Tanks & Heat Exchangers

More details can be found on their website: www.reflex.de/en

Exhibitor Profile

Mehta Tubes – The journey so far...

From a small trading operation in the late 70's, to investing in the first manufacturing facility at Pardi, Gujarat in 1984 to now the Mehta Group being a Rs.500 crore group, employing 2500 people - touching the lives of more than 5000 families, suppliers, vendors and external partners –the company's journey has been built on the sweat, efforts and hard work.

The mission and vision of Mehta Group has been fluid and dynamic. While in the 80s it was simply to provide import substitution of the copper and copper alloy products, in the 90s, it graduated to providing support to the multitude of AIRCON units that set up a base in India in the wake of liberalization. In the next millennium, i.e. year 2000 onwards, they began to thrive on upgradation of manufacturing facilities to be able to withstand global competition. Today, since last decade, the company simply and sincerely strives to be the best copper & copper alloy semis manufacturer in ASIA.

Uniquely, Meta Tubes Ltd. remains a blend of family ownership and family participation in the working of business, combined with increased professionalism brought about by the senior management team. Their motto, 'growth for all', drives them to develop a strong network of partners in raw material procurement, manufacturing, marketing of finished products.

Journey So Far...

- 1982 – Copper & brass trading company established
- 1984 – Brass tube manufacturing unit set up
- 1988 – Copper tube manufacturing unit set up
- 1992 – Electrical accessories manufacturing unit set up
- 1997 – Copper bus bars & strips manufacturing unit set up
- 2002 – MEXFLOW brand launched for Copper

tubes VRV & MEDICAL GASES

- 2005 – Manufacturing units awarded with ISO 9001 certificates
- 2008 – Conform & Up-cast machine installed FOR COPPER STRIPS & BUS BARS
- 2010 – Expansion for manufacturing Condenser & Heat Exchanger Alloy Tube & Development of Exotic Alloys
- 2012 – CRISIL and D&B rated
- 2014 – Commissioning of India's Largest Integrated Non-Ferrous Extruded Semis Copper & Copper Alloy Products
- 2017 – Metal Icon Of The Year Award From MSSMA
- 2018 – Establishment of Mehta Tubes America Inc. in USA for stock and sale

Expansion & New Products Plans

The company has forged a technical collaboration with Hitachi, Japan for manufacturing MB2 automobile rings. They are also working on manufacturing of Integral Fin Tubes for International companies like Daikin, Carrier, Bluestar, as well as creating substitute to imports, setting up for inner grooved tubes and expansion of finning capacities.

Achievements, Awards and recognition

There have been numerous quality certifications and approvals, both domestic and worldwide through the past 4 decades, reiterating of the efforts of their team and giving a recognition of the decision of the management to continuously upgrade manufacturing facilities with newer and better equipment & technologies.

Mehta Tubes is the only Indian copper tube manufacturer to be approved for Daikin India plant, most preferred brand for use in the most critical medical gas systems in hospitals and the largest brand in India for HVACR industry

Organiser:



Event Producer:

NÜRNBERG MESSE

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The company continues to focus on growth from exports and channelizes all efforts in marketing, setting up JIT programs worldwide with large

manufacturing groups, seeking to reach Rs.500 crores export business in the next 3 years.

Write for ACRO News

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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.

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