

EXPANDED



THE MAGAZINE OF BITZER AUSTRALIA

ARBS PREVIEW

INTELLIGENT, CONNECTED PRODUCTS
THE FOCUS FOR BITZER

IT'S WHAT'S ON THE INSIDE:

SIMON WOOD TALKS ABOUT THE
EVOLUTION OF BITZER AUSTRALIA

ALSO IN THIS ISSUE

**HOW YOUR BUSINESS CAN BENEFIT FROM BITZER
GREEN POINT:** After sales services offer peace of mind

IT'S HERE: The phase down begins

IQ SMART ENOUGH FOR WOOLIES: How a smart add-on
increased efficiency and helped avoid budget blow-out

LEARN WITH BITZER: Training gets kudos from customers



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ARBS PREVIEW

THE INDUSTRY'S BIGGEST EVENT IS BACK IN SYDNEY IN MAY 2018 - WILL YOU BE THERE?

Back in Sydney for the first time since 2010, the new International Convention Centre will host ARBS from 8-10 May. Showcasing hundreds of new products with a focus on innovative responses to emerging trends, the organisers expect more than 9,000 visitors to attend, making it the largest show to date.

For decades, BITZER Australia has been showcasing its newest innovations at ARBS, with many iconic products and technologies launched at this buzzing industry event.

This year, BITZER is excited to put its rapidly developing digital technologies at the heart of the stand, with a suite of equipment that is future proof, easy to operate and built to the highest standards.

ECOSTAR

On show will be an ECOSTAR - the sleek German designed and manufactured condensing unit that is easy to operate, easy to maintain, and offers up to 25% energy savings. The ECOSTAR will be operating on the stand meaning visitors can really experience the unit first hand. The ECOSTAR's little brother will also be on display for the first time: the new BITZER ECOLITE.

"INTELLIGENT, CONNECTED PRODUCTS WILL BE A HIGHLIGHT OF THE BITZER STAND."

ECOLITE

Constructed with the reliable ECOLINE compressor at its heart, the ECOLITE is a HFO-ready condensing unit offering proportional capacity variation and plug-and-play controls, all wrapped in an attractive yet robust design.

Equipment that is highly efficient and easy to handle is a main focus for BITZER globally, as the company ensures that its products continue to stay relevant and ahead of the curve.

Marketing and Business Development Manager René Le Miere adds that it's about developing products for tomorrow's refrigeration landscape.

CONTINUED ON PAGE 6



VISIT US AT STAND 3075,
NEAR THE MIDDLE OF THE
EXHIBITION HALL

ARBS 2018

8 - 10 May 2018
ICC Sydney, Darling Harbour

AIR CONDITIONING, REFRIGERATION & BUILDING SERVICES EXHIBITION sourceconnect @ARBS2018

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"In an ever-changing industry we've got to be thinking five, ten years ahead, if not further," says René.

IQ MODULE

René continues, indicating that the IQ module is one such product.

"Easy to use products, always-on connectivity across all devices and self-monitoring and adjusting systems are where the world is heading. Our IQ module just scratches the surface of this: it's an intelligent remote monitoring component that covers the most common compressor functions, ensuring the compressor operates efficiently and is reliably available within the operating range. BITZER has developed this new intelligent operating concept to take full advantage of the potential of new technologies."

It might sound complex but it's a simple way to future-proof your equipment and get the best out of your system. René adds that the module is available on its own or fitted to a compressor by BITZER Australia.

"You can retrofit it to existing systems so you can start reaping the benefits

now without completely replacing existing compressors. Our technical sales team will be at ARBS to help you identify how the IQ module could fit into your system. Plus you can see it for yourself: we will have an IQ module on the stand fitted to our ECOLINE+ Transcritical compressor."

ECOLINE+ COMPRESSOR

Incidentally, the ECOLINE+ has just recently won 'Refrigeration Product of the Year' from the respected British industry publication ACR News. A crucial factor in the decision of the jury was the energy efficiency of the compressors, as well as the low global warming potential of CO₂.

With the new six cylinder ECOLINE+ reciprocating compressors for transcritical CO₂ applications, BITZER is setting a new benchmark in the use of CO₂ as a future-compliant refrigerant. The ECOLINE+ represents maximum energy efficiency, flexibility, simplicity and convenient operation - and it will be on show at ARBS.

VARIPACK FREQUENCY INVERTER

The VARIPACK frequency inverter will



feature at ARBS, complementing the ECOLINE 4-cylinder compressor.

The VARIPACK puts user-friendliness front and centre, with only two parameters to set up (some competitor products can have up to 30!). A versatile, energy saving unit, it requires no mains contactor and is easy to select and design using BITZER's BEST software. Installation, commissioning and service have been designed with the contractor in mind and are as easy as possible to operate.

BITZER GREEN POINT

This year BITZER also welcomes the addition of the Green Point concept which focusses on after sales services, genuine spare parts, technical support, training, commissioning assistance and more. BITZER's former National Sales Manager Shannon Egan has stepped into the role of General Manager of Green Point Australia, and explains that the new services division is all about supporting customers for the life of the product.

"We've always been happy to assist our customers with after sales service and advice, sometimes many years after the equipment was originally supplied. Green Point really just crystallises this commitment for us: we are putting a definite focus on product lifecycle support."

"Green Point encompasses training, data monitoring and analysis, logistics, spare parts & oil, technology upgrades for efficiency gains, and commissioning assistance. It is an umbrella brand that has already seen great success in other parts of the world, and in Australia we'll adapt the selection of services to meet the needs of the market," says Shannon.

"At this point we've had some really positive feedback from our

key wholesale partners and contractors. The ultimate aim is to make life easier for our customers, and we're looking forward to rolling out a series of different ways that Green Point can do that."

BUFFALO TRIDENT PS EVAPORATOR

In line with BITZER's focus on easy to handle products, the ever-popular PS Series evaporator from BUFFALO TRIDENT will be on show.

Fitted with EVD-ice electronic superheat control, the PS is an easy plug-and-play solution for contractors with a simple 2-step setup.

The BUFFALO TRIDENT brand has carved out a loyal following in Australia

and New Zealand, known for its high quality, reliable products.

ELV COMPRESSOR

The compact SPEEDLITE compressor weighs just 10 kg, and is available in voltage variants of 24 V DC and 400 V AC, opening up new applications in compact transport air conditioning systems. Thanks to the EC motor technology and the integrated frequency inverters, it is possible to infinitely adjust the power between 2,500 and 8,000 rpm. With its low height, the ELV21 is ideally suited for roof-mounted and frontal systems. The ELV21 is available in two displacement sizes, and BITZER will have the ELV2113 on display at ARBS. This model has a cooling capacity from 0.9 to 5.5 kW resulting in a high level of energy efficiency.

CONTINUED ON PAGE 8

"THE ULTIMATE AIM IS TO MAKE LIFE EASIER FOR OUR CUSTOMERS, AND WE'RE LOOKING FORWARD TO ROLLING OUT A SERIES OF DIFFERENT WAYS THAT GREEN POINT CAN DO THAT."



ARBS 2018

8 - 10 May 2018

ICC Sydney, Darling Harbour

AIR CONDITIONING, REFRIGERATION & BUILDING SERVICES EXHIBITION

sourceshareconnect @ARBS2018





DIGITALISATION

A primary focus for BITZER globally is digitalisation, a term which incorporates many different products, services and concepts.

With the IoT (internet of things) growing at a rapid rate across all industries, digitalisation is now widely accepted as a key area for growth in many industrial businesses. The ability to connect previously stand-alone, disparate equipment; and then monitor and feed back information to a central point presents many positive opportunities in the refrigeration space.

What if we could use real time data to anticipate system requirements and constantly adjust equipment for maximum efficiency? What if we could do this at scale? What mundane tasks and unforeseen headaches can we save our customers from?

This is the trajectory that BITZER is on.

BITZER's R&D teams have been charged with finding creative digital solutions that make customer's lives easier. The

IQ module was the first iteration of this research: a chip that not only reduces system complexity, but packages data to the cloud which then forms the basis of compressor monitoring.

The IQ module presents opportunities for previously labour-intensive system monitoring and management.

BITZER is taking this digital baseline further, building on the IQ by configuring new products to be IQ-ready.

At ARBS the award-winning ECOLINE+ will be on display, a compressor that marries BITZER's ingrained values of efficiency and sustainability with the new-school possibilities of IQ.

INTERACTIVITY

Visitors can see and touch the ECOLINE+ and all the other equipment on show, but for the first time BITZER offers a new multi-dimensional experience at ARBS.

Augmented reality experiences will be unveiled at the show giving interested visitors a look 'under the hood'.

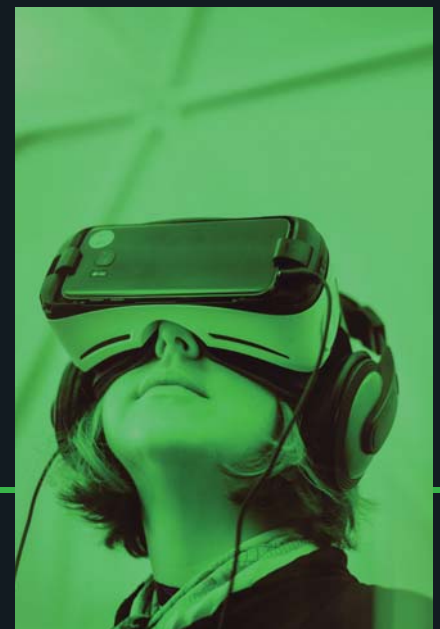
Physical floor space is no longer a barrier to experiencing BITZER's products!

BEYOND THE BITZER STAND

Although BITZER will have a strong focus on digital technologies, we haven't forgotten our core business: manufacturing high quality, reliable products.

In addition to the equipment on show on the stand will be an additional range of BITZER and BUFFALO TRIDENT products showcased on the Actrol and Airefrig stands. Our key wholesale partners will be displaying a selection of items including a selection of compressors from the ECOLINE series, a CSH Compact screw compressor, and a single compressor Cobalt unit.

We encourage visitors to take a look at the Actrol and Airefrig stands which are located in very close proximity to the BITZER stand.



NURTURING PEOPLE

BITZER AUSTRALIA'S MANAGING DIRECTOR, SIMON WOOD, DELVES INTO HOW BITZER AUSTRALIA IS EVOLVING.

Since Simon Wood joined BITZER Australia as Managing Director in May last year, we have embarked on making changes to the way we conduct our daily business, and looked at introducing new product and support offerings.

For BITZER our valued customers are the reason we come to work everyday. We are currently going through many cultural and structural changes to ensure we put our customers and their requirements first.

"BITZER has a strong foundation and a lot of dedicated and hard-working people, but there were also disconnects in some areas of the business," says Simon.

"Over the past 12 months we have introduced the Green Point services concept, rearranged teams, consolidated our customer service functions, overhauled our IT, renovated our facilities and reviewed our product offering with a critical eye. The staff that have been with us on this journey are now much more positive and have

adopted an energetic growth mindset that can only mean good things for our customers."

Embracing change isn't always easy however Simon notes that he took an open door approach with staff, helping teams and individuals build confidence in themselves so that they could look at challenges in a new light by finding solutions and encouraging everyone to have a go.

"Problems and mistakes can be great learning experiences if you look at them with a positive attitude. We're now all more vocal about what we can do better in the future, and how we can do things differently to truly delight our customers."

Investing in people is a key focus heading into the future with regular, intensive internal and external training planned.

"We've rearranged our sales and customer service teams to give all our people a key focus in their day to day

roles. Customer service are here to assist with new and existing orders, stock, lead times, off-the-shelf products and delivery dates. For highly technical support, quotes for custom made equipment, and in-person site visits, we have our long-standing team of State Sales Managers that are happy to assist, which also backed with an increased number of engineers in both our Sydney and Melbourne operations."

Simon notes that many customers have welcomed the changes.

"We are seeing and hearing many positive things from our customers, and we will continue to focus on supporting customers with innovative products and services."



**OUR
MISSION**

**OUR PEOPLE
DELIVER INNOVATIVE
SOLUTIONS THAT ARE
SAFE, RELIABLE &
ENVIRONMENTALLY
CONSCIOUS TO SUPPORT
OUR CUSTOMER'S
EXPECTATIONS.**



OUR NEW CUSTOMER SERVICE NUMBER

1300 BITZER



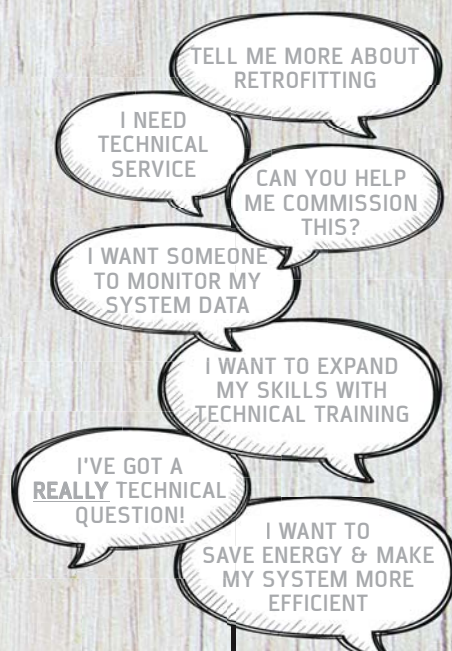
WHO DO I
CONTACT?



CONTACT
CUSTOMER SERVICE



CONTACT
TECHNICAL SALES



CONTACT
GREEN POINT

YOUR GUIDE TO GREEN POINT

BITZER AUSTRALIA'S NEWLY LAUNCHED GREEN POINT CONCEPT PROVIDES SUPPORT THROUGHOUT THE ENTIRE PRODUCT LIFECYCLE.

WHAT IS BITZER GREEN POINT?

Established internationally in 2006, BITZER Green Point is a global concept with 50 locations worldwide, supporting the after sales and service functions of the refrigeration and air conditioning sectors.

Green Point offers state-of-the-art BITZER compressor care and services, close to customers and interacting with local markets.

The network hub is based at the Green Point Competence Centre in France, however every BITZER subsidiary is partnered with a Master Green Point subsidiary which offers customers tailored solutions locally.

WHAT KIND OF SERVICES ARE OFFERED?

In Australia and New Zealand, BITZER Green Point handles a wide range of services including:

- Commissioning
- Technical support
- Training
- Auditing: operating data monitoring, oil analysis and electrical review
- Repair services / preventative maintenance
- Equipment leasing
- Energy – retrofitting VARIPACK

and CMRC to existing fleet of BITZER equipment

- Chillboost and EC fans for upgrades to BUFFALO TRIDENT products
- Original spare parts and oil

The above services will be supported by the introduction of new staff with specific skills and experience in these areas along with a mix of authorised BITZER Service Agents nationally.

Green Point services enable BITZER to help our customers manage equipment through its entire lifecycle.



WHO CAN I CALL FOR MORE INFORMATION?

Green Point Australia's General Manager, Shannon Egan, can assist with further information on Green Point services, original spare parts and oil, local agents and more. Contact Shannon via our 1300 number - 1300 BITZER.

3 REASONS TO USE GREEN POINT

1

LESS HEADACHES

Shifting data monitoring and predictive maintenance monitoring to Green Point means that you can rest easy knowing your system is being looked after by a reliable team.

2

MORE KNOWLEDGE

Why not draw on our extensive technical experience? BITZER Green Point will be staffed by highly technical industry savvy people who can help you work through tricky commissioning, train you on CO₂ systems, assist with data monitoring and audits to ultimately save you time and money.

3

MORE EFFICIENCY

Efficiency gains aren't only achieved with brand new equipment - energy savings can be made on a smaller, more manageable scale as well. Green Point can assist with retrofitting control modules, frequency inverters and other energy saving devices to existing systems, enabling greater efficiency without the capital costs of new plant equipment.



YouTube

Green Point[®]
A SERVICE BY BITZER GROUP

SERVICE EXCELLENCE

SERVICE CYCLE

Start-up services
Audit services
Logistic services
Repair services
Replacement services

LEARN MORE...

GO TO BITZER'S YOUTUBE CHANNEL FOR A DETAILED GREEN POINT EXPLAINER VIDEO

THE PHASE-DOWN BEGINS

AUSTRALIA HAS RATIFIED THE KIGALI AGREEMENT AND STARTED TO REDUCE ITS IMPORTS OF HFCs FROM JANUARY THIS YEAR. HERE'S WHAT YOU CAN DO NOW TO START MANAGING THE CHANGE.

LEADING THE CHARGE

Australia has become one of the first 10 countries to ratify the Kigali Amendment to the Montreal Protocol, a major international agreement to reduce global production and use of hydrofluorocarbons (HFCs) which are highly potent synthetic greenhouse gases.

This underpins the phase-down legislation that was already in motion and positions Australia as amongst the top developed countries in taking a stand against ozone depleting substances.

In a media statement in October last year, Minister for the Environment and Energy, the Hon. Josh Frydenberg MP,

explained how the lengthy discussions unfolded, culminating in the agreement being ratified.

"This early ratification cements the leading role Australia played in reaching this agreement, including as the co-chair of the negotiations which concluded in October 2016.

Under the Kigali Amendment, Australia and other developed countries will reduce the use of HFCs by 85 per cent by 2036. Action to phase-down HFCs will contribute towards meeting Australia's responsible Paris Agreement target of reducing emissions by 26 to 28 per cent on 2005 levels by 2030.

The Turnbull Government has already passed legislation to implement this phase-down domestically. Australia's

imports of HFCs will start reducing in 2018 over a gradual step-down path until 2036.

The long phase-down period means that consumers can continue to use equipment with HFCs until the end of its useful life. There are already new technologies on the market which use fewer HFCs or different technologies altogether.

The Kigali Amendment replicates the successful approach taken under the Montreal Protocol to phase out ozone depleting substances, 99 per cent of which have been phased out to date.

This has seen a significant reduction of those substances in the atmosphere and predictions that the ozone layer will be repaired by the middle of this

5 THINGS YOU CAN DO RIGHT NOW

"CONSUMERS CAN CONTINUE TO USE EQUIPMENT WITH HFCs UNTIL THE END OF ITS USEFUL LIFE."

century in the mid-latitudes and about 20 years later in Antarctica.

Australia has long been a strong supporter and leader of action on the ozone layer under the Montreal Protocol. With universal acceptance, it is widely considered the world's most successful environmental protection agreement."

Source: <http://www.environment.gov.au/minister/frydenberg/media-releases/mr20171028.html>

Don't install new systems with R404A or R507A!

Retrofit R404A systems where possible, especially if equipment is starting to leak or fail. For information on retrofitting R404A or R507A systems to R448A or R449A, scan the code below to go directly to the technical information.



Learn about CO₂ and other low GWP refrigerants so you can make confident decisions. Check out the training that BITZER can offer (read more over the page).

Reduce the amount of refrigerant used in the system as far as possible, and reduce leakages

Get advice - your local and global BITZER teams are a font of knowledge! We can help guide you through the process and share how others have navigated the changes to low GWP refrigerants.

LEARN WITH BITZER

AS PART OF ITS SUITE OF SERVICES, BITZER AUSTRALIA AND BITZER GREEN POINT REGULARLY CONDUCT SMALL GROUP TRAINING IN SYDNEY.

BITZER Australia's training facility in St Marys NSW comprises both a modern well-equipped classroom and a working R&D facility with a range of operational equipment available for simulation and training.

"Training and education has always been a huge component of what we do", states National Engineering Manager Ian Suffield.

"BITZER Australia has always recognised that product innovation needs to be

supported by specific training, and that confident, well-trained operators are the key to success in the market."

Globally, BITZER also offers product-specific customer seminars in a modern, well-equipped training centre in Germany. In 2016, the training options at BITZER were expanded by the addition of the SCHAUFLEER Academy in Rottenburg-Ergenzingen. In the 1,500m² facility, application-oriented training courses are offered under realistic system conditions.

Using modern refrigeration systems, application engineers provide instruction and training for specialists and service staff from all over the world.

Education has long been a cornerstone of BITZER's corporate direction, with the late Senator h. c. Peter Schaufler, CEO of BITZER, establishing The Schaufler Foundation in 2005, which continues his life's work: uniting entrepreneurship, vocational training and university teaching with research, science and art.



This page: Shannon Egan conducting product training and a factory tour



"HAVING THE UNDERSTANDING OF [CO₂] SYSTEM OPERATION, DESIGN & COMMISSIONING HAS TAKEN AWAY THE FEAR OF THE UNKNOWN."

These underpinning themes still drive the direction of BITZER today, and BITZER subsidiaries around the world strive towards best practice in training & education.

Closer to home, BITZER's Australian facility is frequently booked for small group training, with sessions that are customised to the specific needs of each group.

Recently, BITZER introduced a team of staff from Airmaster and Actrol to the CSH compressor, hosted an Engineers Conference for Airefrig, and conducted CO₂ competency training for Actrol staff and their

customers. Jeff Monteath from Actrol Engineering found the CO₂ course he attended informative and worthwhile.

"The BITZER CO₂ course was very informative, explaining the complex system designs & CO₂ psychometrics in a relatively easy to understand format. Day 2 offered a 'hands-on' practical demonstration of system charging and start-up/commissioning. The course is definitely worth attending for anyone considering working on CO₂ transcritical systems."

Phil Way, also from Actrol, was equally impressed. "I have always been aware of CO₂ but never really perused it due

to a lack of knowledge on the system design and operation. After attending the BITZER CO₂ training course it has given me the confidence to talk to our customers about the opportunities to include a CO₂ offering for their projects. Having the understanding of system operation, design & commissioning has taken away the fear of the unknown; Ian Suffield presented well with formal & informal discussions during the duration of the course."

Now run under the BITZER Green Point banner, training sessions in Sydney can be arranged through your local State Sales Manager.

The state of the art SCHAUFLEER Academy in Rottenburg-Ergenzingen



This image & at right: Ian Suffield conducting CO₂ training



IQ SMART ENOUGH FOR WOOLLIES

WOOLWORTHS' DARIO FERLIN OUTLINES A TRIAL OF THE BITZER IQ MODULE THAT EXCEEDED THE SUPERMARKET'S EXPECTATIONS.

THE CHALLENGE

As part of Woolworths' commitment to sustainability, the supermarket giant is continually looking for ways to better manage the phase out of older equipment without disruption to its customers.

Whilst a recent roll out of new showcases had brought the customer-facing equipment up to date, budget constraints meant that plant rooms were not afforded the same makeover.

Whilst phase-out of older R404A and R22 equipment is heavily prioritised by the business, certain scenarios call for an interim measure until new plant can be obtained.

Some stores featured old R404A multiplex systems and condensing units that had been in operation for over 20 years, whilst others had been in service for 30 years or more. With budget allocations not allowing for a host of completely new assets, a creative solution was required ensure that the new showcases could still operate as efficiently as possible, even with the older racks driving them behind the scenes.

Woolworths' Refrigeration & Sustainable

Innovations Engineer Dario Ferlin elaborates on the issue:

"With the introduction of newer, more efficient showcases, the multiplex systems at affected stores would invariably observe operational issues such as compressor short-cycling and expansion valve hunting, owing to oversized single compressor systems with limited or no capacity control."

A POSSIBLE SOLUTION

With a series of stores earmarked as needing attention, Woolworths approached BITZER for assistance with a solution that could balance efficiency and energy savings without the economically challenging scenario of completely replacing potentially hundreds of compressors. A proven solution for managing capacity control is through the use of variable speed drives (VSDs). These devices allow electric motors on pumps, compressors, fans and the like to modulate their speeds based on demand. Without a VSD, these motors would typically operate in on/off control.

A few years ago Woolworths trialed a VSD retrofit on a condensing unit located at a liquor outlet in Western Sydney. The data showed great results

with daily power consumption dropping by more than 30% and system off cycles dropping by more than 60%.

VSDs appeared to be an obvious solution, however the answer was not so simple.

THE COMPLICATIONS

The standard applications of VSD across the Woolworths fleet are presently limited to lead compressors only on CO₂ parallel rack systems, primarily due to CO₂ compressors not being available with cylinder unloaders for capacity control.

VSDs come into their own in this application however on HFC parallel rack systems, the compressors have cylinder unloaders and the VSDs are therefore of limited benefit. Furthermore, the age of compressors on some systems would make them unsuited to VSD control.

LET'S TALK IQ

To ensure maximum efficiency was obtained from of the existing compressors, BITZER proposed a solution based on the introduction of the "IQ" CM-RC-01 protection and control modules; intelligent



WHEN FITTED WITH A CM-RC-01 MODULE, A COMPRESSOR MAY BE CONTROLLED IN A SIMILAR WAY TO A VSD DRIVEN COMPRESSOR... BUT AT A FRACTION OF THE COST OF A VSD.

components that could be retrofitted to the existing compressors, allowing the new showcases to operate as intended whilst not requiring a total plant overhaul. When applying CR11 capacity regulation heads to multiple heads of the same compressor, a compressor's capacity can be modulated from 10%-100% without the compressor needing to cycle as frequently, which can result in energy savings and increased machine life.

Plus, when fitted with a CM-RC-01 module, a compressor can be controlled in a similar way to a VSD driven compressor with the added protections and system monitoring afforded by the CM-RC-01 module.... but at a fraction of the cost of a VSD!

THE IQ TEST

Woolworths' Penrith Plaza store was slated for a major refurbishment where

"THE SUCTION PRESSURE CONTROL AND TEMPERATURE CONTROL ARE REMARKABLY COMPARABLE TO A VSD, AND COMPRESSOR CYCLES ARE EFFECTIVELY ELIMINATED."

almost all showcases were being replaced with new versions. Whilst project constraints did not allow for a total replacement of the 10-compressor R404A multiplex system with new plant, there was sufficient scope within the project which allowed for the retrofitting of CM-RC-01 modules and CR11 unloading systems on all compressors.

"The Goulburn store, recently kitted out with a similar setup, presented a good benchmarking opportunity," adds Dario.

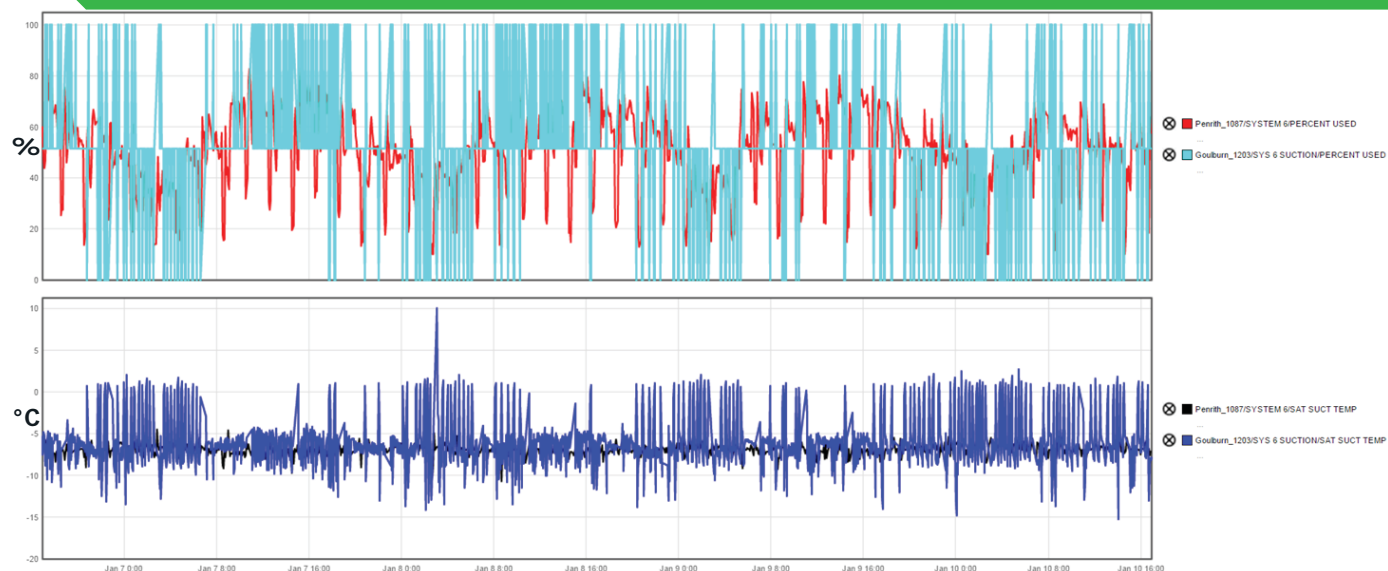
"By late 2017, the store had completed a major refurbishment. Most showcases

were replaced with new versions and the existing R404A multiplex system was retained. Most compressors featured standard cylinder unloading systems. Goulburn was therefore used as a control in the Penrith Plaza trial."

Woolworths monitored the compressor cycling across both sites for low and medium temp applications, and within just a few days it was apparent that the CM-RC-01 module and CR11 unloader could provide an impressive performance advantage.

CONTINUED ON PAGE 20

Goulburn vs Penrith Plaza benchmarking - The top graph represents the effective compressor capacity being delivered (Penrith in red, Goulburn in blue). The lower graph indicates the saturated suction temp of the systems (Penrith in black, Goulburn in blue). What is obvious from these charts is the Penrith compressor simply continues to run, even at low load situations and maintains a very tight control tolerance, whereas the Goulburn compressor cycles several times per hour, which therefore has a significant effect on system temperatures.



THE RESULT

When compared with a standard unloader, the off cycles were effectively reduced to zero thanks to the intelligent capacity control.

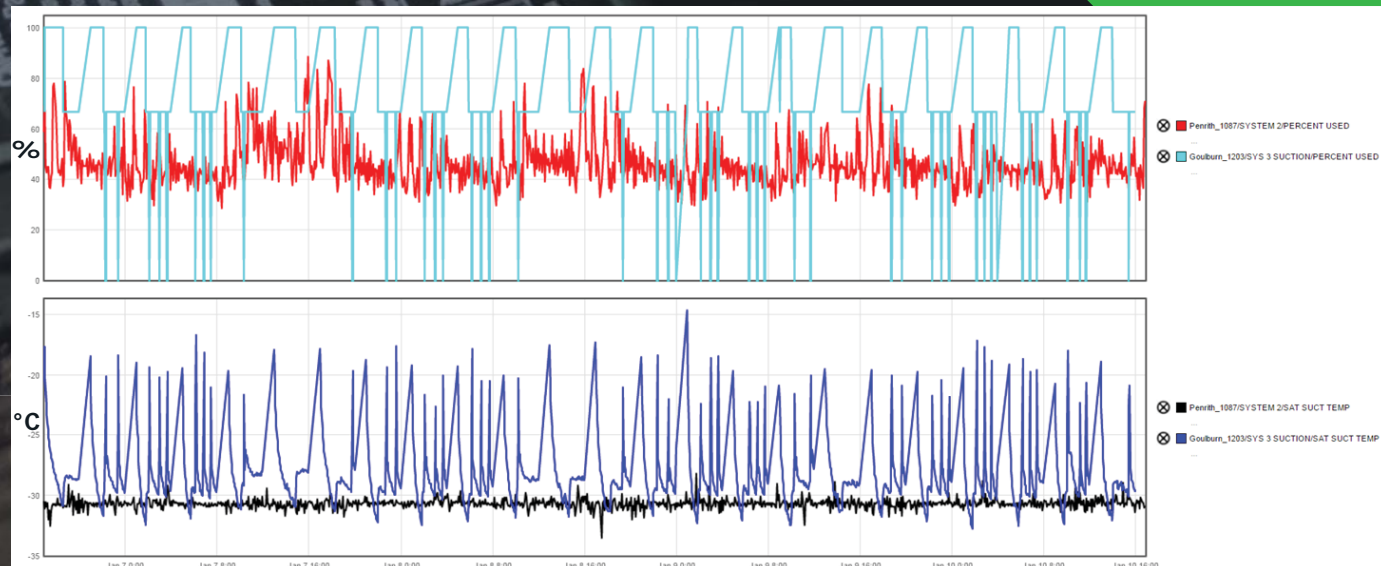
"The suction pressure control and temperature control are remarkably comparable to a VSD and compressor cycles are effectively eliminated," adds Dario.

"VSD's are a technologically superior form of capacity control compared to

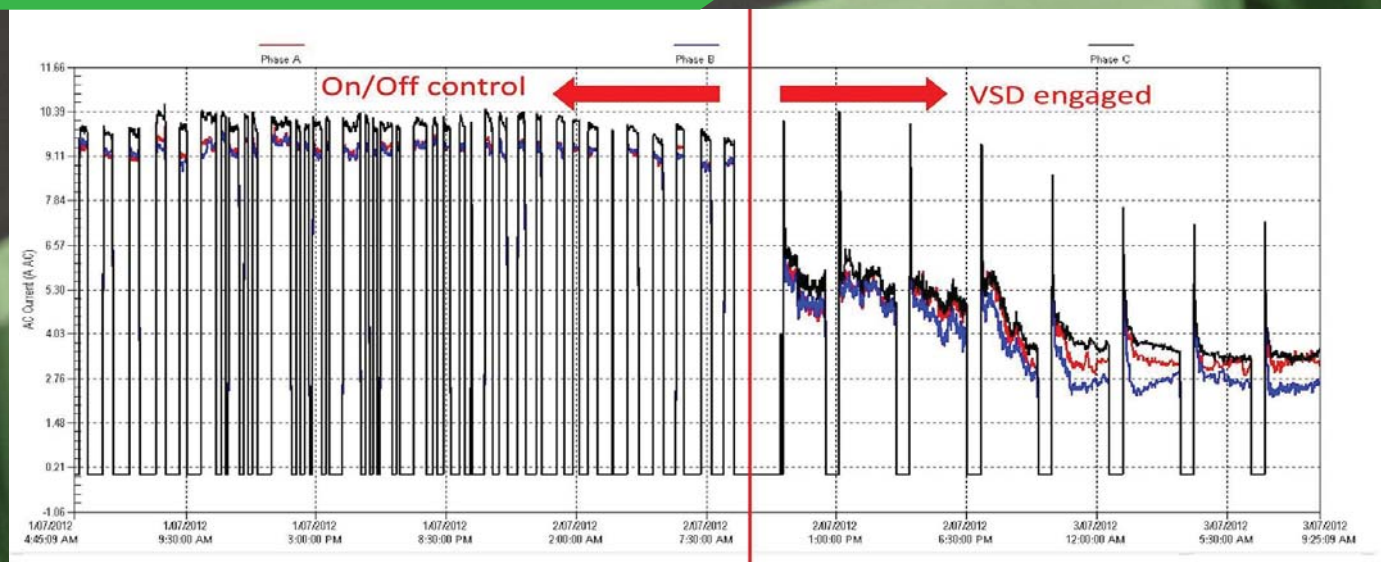
a CM-RC-01 module combined with the CRII capacity control system. However, when compared to a VSD retrofit, the control module refurbishment at a fraction of the cost presents a compelling operational case to support their wider use."

For more information on how BITZER's CM-RC-01 IQ module and CRII unloaders could improve system operational efficiency on your next project, please get in touch with our technical sales team.

Goulburn vs Penrith Plaza benchmarking. The light and dark blue lines show Goulburn's 6-cylinder compressor with 1-cylinder unloader. The red and black lines indicate Penrith Plaza's 4-cylinder compressor with CM-RC-01 & CRII (2-stages). Again, the Penrith Plaza compressor shows much less fluctuation across both suction % and saturated suction temperature.



Current draw before and after the VSD compressor was engaged



NEW CSH.6

A NEW CSH MODEL FOR HIGH EFFICIENCY IN LIQUID CHILLERS WAS UNVEILED AT MILAN'S MOSTRA CONVEGNO IN MARCH.

The new BITZER CSH.6 series is designed for highly efficient air-cooled liquid chillers suitable for operation with R134a or the HFO/HFC blends R513A and R450A as well as the HFO refrigerants R1234yf and R1234z(E).

BITZER is expanding its service range with this highlight at Mostra Convegno 2018 in the field of compact screw compressors: as a variation of the proven CSH.5 models, the CSH.6 series is designed for use with low-GWP refrigerants and optimised for the ambient temperature profile specified by the Ecodesign Directive for liquid chillers.

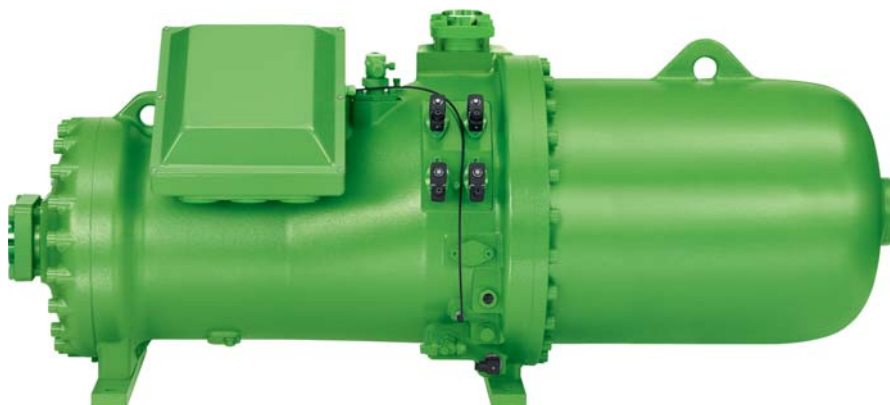
It boasts exceptional refrigerating performance and impressive seasonal energy efficiency ratios (SEER), helping OEMs to comply with legal requirements.

The application limit of the CSH.6 series is tailored to air-cooled liquid chillers for comfort air-conditioning and is characterised by adjusted oil management, economiser operation in full-load and specially adapted Vi in part-load operation.

'We've developed the CSH.6 specifically for applications with air-cooled liquid chillers for air-conditioning applications, which have been subject to stringent requirements in terms of minimum energy performance in Europe since January. The CSH.6 series allows our customers to continue building cost-effective liquid chillers which meet statutory (tier 1) seasonal efficiency requirements without having to resort to costly use of frequency inverters,' says Dirk Schlehuber, Product Manager Screw Compressors at BITZER.



"THE RESULTS HAVE, FRANKLY, EXCEEDED EXPECTATIONS AND I LOOK FORWARD TO FUTURE RENEWAL OPPORTUNITIES TO IMPLEMENT THIS TECHNOLOGY."
- DARIO FERLIN



CONVERSATION STARTER

ONE OF THE BIGGEST INDUSTRY DISCUSSION FORUMS IS HELD LEADING UP TO ARBS - AIRAH'S 'REFRIGERATION 2018' CONFERENCE IN MARCH.

The AIRAH Refrigeration 2018 Conference will build on the success of the Refrigeration 2017 Conference held in Melbourne.

Over 140 delegates attended the 2017 conference, and AIRAH is looking at expanding on the topics and discussion that were held in Melbourne.

The conference will include sessions reviewing the latest developments regarding legislation, technologies, and a multitude of industry-specific case studies.

Held at Sydney's Novotel Brighton Beach on the 26th and 27th March, the conference promises to be an informative event for educators,



legislators, regulators, end users, engineers, consultants and technicians.

As a strong supporter of the industry, BITZER will be attending as a supporting sponsor.

Come and see us during the event breaks to learn more about BITZER's

research and development in the field of natural refrigerants and the range of easy to handle, future-proof equipment that we can offer.

For more information, visit the AIRAH website www.airah.org.au



SYDNEY, 7TH MAY: ATMOsphere

BITZER are once again involved in the popular natural refrigerants forum, ATMOsphere, to be held at Luna Park on the Monday immediately before ARBS.

Focussing on technology, policy and the future of the industry, ATMOsphere promises to offer a balance of practical round table discussions combined with case studies and learnings from both end users and equipment manufacturers.

For more information visit www.atmo.org

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MEMORY LANE



OLD SCHOOL

Check out this photo we found of BITZER Australia's ARBS stand way back in 2002!

SOCIAL LIFE

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over 470,000 views on YouTube;
over 5,700 followers on our global
LinkedIn page... have you followed
BITZER on social media yet?



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IN THE NEXT ISSUE...

// INTRODUCING THE ECOLITE

// HOW BITZER HELPED A MEAT PROCESSING FACILITY EXPAND

// COMPLETE PRE-WIRED ELECTRICAL SOLUTIONS FROM BITZER

// AND MUCH MORE!

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INTERNATIONAL CONVENTION CENTRE
SYDNEY, 8 - 10TH MAY 2018



IQ



ARBS returns to Sydney in 2018 and BITZER will there with our latest future-proof technology on display. Experience the ECOSTAR condensing unit in action, see the latest BITZER and BUFFALO TRIDENT products and learn how digitalisation is transforming our industry. We're looking forward to seeing you at ARBS!



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