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"When it comes to ARBS we cover all sectors of the HVAC&R and building services industries.

"Westaflex/ Uniflex is now the one-stop shop for the contractor and his tradesman to buy equipment for a project. We have even got down to the nuts and bolts, screws and washers to install split system units onto walls. Tradesmen can also pick up air conditioning units from us too. We are in negotiation with a company but I can't say who until it's finalised with the manufacturer.



*The extensive ventilation product display*

"We have a new prototype product we call the 'Siemens Touch' which is a system designed by Siemens and Westaflex, in development for the last two years for controlling zones in ductwork.

"I walked into Siemens office and said; 'Here's the portable GPS from my car I need a zoning system that works the same way'. It's a touch-screen type of system and can control the dampers within ducts over 16 zones.

"To standardise flexible duct with MEPs performance levels the ADMA (Australian Duct Manufacturer's Alliance) has been formed with my brother Paul as Chairman. It is a registered business and the ADMA website is at [www.adma.net.au](http://www.adma.net.au) telling contractors about our objectives.

"We are working with the ACCC and the AGO and our main objective is to standardise the flexible ducting industry. This will ensure that manufacturers are responsible for what they sell and say in their literature. This will be in line with the Government's objective to reduce greenhouse gasses by 2020.



*The Westaflex fittings display*

"Reducing emissions from ducting, heating and cooling is a major part of that objective. There is a lot going to change and we need to focus on how energy efficient and green we are going to become. Zoning is a big part of this strategy. At ARBS in Sydney in 2006 there

were four new zoning systems on display at this show there has got to be at least a dozen new systems. It's the way we can stop wasting energy in different parts of the building and home. Visitors from Queensland dealing with high ambient conditions are all very keen to get hold of our 1.5 insulated flex to reduce energy costs.

"Customers are coming to us and saying they don't care so much about price, they want to be energy efficient," Michael said.

"We have learnt a lot from this show and we will take that information and put it into practice and you will see the outcome at ARBS in Sydney in 2010."

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## LU-VE Contardo Pacific

The LU-VE stand had a good position near the front entrance to the exhibition. Managing Director, John Mignano told Celsius he had secured this position in Melbourne for a second time by getting in early with the organisers.



*The LU-VE stand*

"At the last ARBS in Sydney we had the idea of being central but it didn't work. At this exhibition we introduced our new line of DeRigo supermarket merchandise cases from Italy," he said.



*The new DeRigo Roatan display case*

The Export Manager for DeRigo, Andrea Schenal, was very pleased with the enquiries and interest he received for the Lawan and Roatan supermarket cases on display.

"These are a complete line of supermarket cases a refrigeration mechanic can sell to the end user," said John. "We don't sell

direct to the end user so the refrigeration contractor gets nothing out of it. We prefer to provide the complete package to the refrigeration contractor and supply him with all the equipment he needs for a supermarket, hypermarket or specialty retailer.

"We had a lot of contractors come by the stand and say they were impressed by the quality of the DeRigo cases. It was the only part of our refrigeration repertoire that was missing so now they can buy everything they need from us."



*The TGD door display with Led Advertising System bottom right*

There was a display of TGD (Thermal Glass Doors). "This is another example of how we can sell a complete system to the supermarket contractor. We currently sell mainly supermarket doors but there are other commercial applications for pubs and clubs, industrial coolroom doors, commercial coolroom doors and chest freezer doors.

"One of the displays demonstrated 'LED Advertising System' (LAS) for the first time in Australia. The company is owned by LU-VE Group's Chairman in Italy, Mr Igenio Liberali. The Export Sales Manager for TGD, Giorgio Mainieri, attended ARBS.

"LAS is a great device improving the impulse to buy products within the appliance. With it you can insert product logos and brands and slogans in any colour you choose. LAS is a TGD patented system and has three dimensional features shining out of the door's glass front."



*The Pego Expert Controller display*

There was a display of the three Charles Austen diaphragm condensate pumps and the new Pego Expert Controllers with magnothermic circuit breaker protections for coolroom and freezer room control.



The Charles Austen diaphragm condensate pumps including the Blue Diamond, Mini Blue and Mini Red models

"The Charles Austen condensate pumps the Diamond Blue, Mini Blue and Mini Red models are fit and forget plug and play units that are super quiet and never run dry," John said. "Refrigeration Distributor's Rene Sady handled some of the technical questions on the Pego Controllers. Rene customised the unit for Australian Conditions."

LU-VE has distributed the RONDA stainless steel doors, drawers, trays and sinks for refrigeration OEMs. They look nicer than their competitors and it finishes a refrigeration product so it looks much better with rounded edges, according to John Mignano. "They also seal nice and tight," he said.



The HASCONWING airfoil profile axial impellers made by HASCON of Italy

Our other display was of the HASCONWING Impellers made by HASCON of Italy. "These impellers are used for cooling power replacements and a company called Markair who specializes in ventilation looks after it for us. They import it and make it up into the finished product."

There was a display of HTS (a member of LU-VE Group) heat exchangers and coils from the Czech Republic. "We are using HTS coils in our new Hitec Condensing unit," John said.



The V-Block LU-VE Condenser unit

There was a LU-VE V-Block condensing unit on display. "The V-Block always draws interest whether people want to understand how the unit's variable

speed drive (VSD) works and the energy efficiency of the fans and high efficiency coils. They appreciate the nice clean lines and finish of the product," John said.

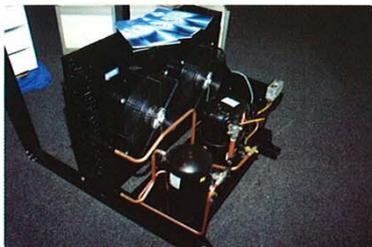


The new LU-VE FHC range of cubic commercial unit coolers

"We displayed the new range of LU-VE unit coolers. The new FHC Series of cubic commercial unit coolers reflects the continual improvements introduced by the company in recent years. The LU-VE design team at head office in Italy have produced a unit with first-class technical quality and a high-efficiency heat exchange capability. The units have also been designed with great attention to detail to keep energy consumption to a minimum with very limited height combined with high capacity and low energy consumption.

"This range looks like the most modern high wall spit, air conditioner rather than a refrigeration unit cooler. They are significantly wider in the range of sizes and applications than the previous S-Series units. The FHC Series features capacities at catalogue specifications for 6 mm fin spacing from, 1.6 to 76.2 kW. This has been made possible thanks to the use of no less than 5 fan groups ( $\phi$  275, 300, 350, 450, 500 mm).

A new directional JETSTREAMER® grill gives uniform air flow distribution across the heat exchanger improving air quantity for extended use during the defrost stage. It's also got a very long air throw. This product will be available on the Australian market in September this year.



The new Hitec condenser unit

The new product that got a lot of interest was the new LU-VE Hitec condensing unit, according to John. It can be wall mounted or bolted onto concrete and handles high ambient conditions. We did a lot of local research of the market and now manufacturing locally in Australia and have stock available from all of our wholesaler distributors.

The product that got the most interest was the Concept Plug and Play

Refrigeration condenser unit. "It got the most interest because time is money on site and a lot of guys were saying: 'Wow, its bigger equipment we can just take to site and connect the pipes and electrics and away we go.' I think it will be the future of the industry as labor rates increase for qualified tradesmen.

Assisting on the LU-VE stand was the Managing Director of Rapid Chill, Jim Stavris, who assembles and sells the Concept Plug and Play units. He told Celsius he had sold eight of these



The Concept Plug and Play condenser unit made by Jim Stavris of Rapid Chill with three Maneurop Semi-Hermetic reciprocating compressors

units from the stand alone. "We have low and medium temperature applications in supermarkets and we use a two circuit condenser and make a combined medium and low temperature unit for coolrooms," he said.

"They are custom made but the advantage to the contractor is they eliminate the electrician on site for most of the installation. The electrician only has to supply limited field wiring so the contractor takes control of the project.

"The compressors on the ARBS display unit were three Maneurop reciprocating compressors but they can be scroll, semi hermetic or screw compressors - whatever they want. We are packaging a plug and play ammonia chiller at the moment that will be 2000 kW capacity. That's going into an apple orchard coldstore in Victoria.

"The possibilities of this are endless. The larger contractors are going to have to go this way to limit their time on site or they are going to sink out of sight. The coils we use are LU-VE coils from 5 kW up to 100 kW," Jim said.

"The unit displayed on the stand is for a butcher's shop for medium temperature meat display cases."

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