

# climate control MIDDLE EAST

KEY PERSPECTIVES ON THE REGION'S HVACR INDUSTRY

November 2024

## SAUDI SPECTACLE

THE INAUGURAL CLIMATE CONTROL SAUDI AWARDS: AUTHENTICITY, CREDIBILITY, GLITZY GLAMOUR



### REGULATION ROUNDUP

**STRENGTHENING THE HVAC WORKFORCE**  
*Nabil Shahin, AHRI MENA*

### NEWS

Berner Air Curtains joins Eurovent Middle East  
A-HEAT appoints Global Vice President  
CAREL appoints Group CTO  
ENGIE launches AMONUM Air

### Q&A

**LIQUID COOLING OF DATA CENTRES**  
*Bjorn Viedge, ALEC Data Center Solutions*

### PERSPECTIVE

**HYBRID PLANTS AND DISTRICT COOLING**  
*Samir Mohamed, Ramboll*

### PHOTO-FEATURE

**CIBSE CONFETTI**  
*CIBSE UAE Chapter conducts 6th Edition of its Awards*

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## Inaugural Climate Control SAUDI Awards

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CIBSE UAE Chapter conducts 6th Edition of its Awards

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**Surendar Balakrishnan**  
Editor  
@BSurendar\_HVACR



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# The Daba Fujairah Court and Prosecution project

A COMMON sentiment I hear being expressed in informal and formal discussions is that the attention span to Indoor Air Quality (IAQ) had reduced substantially after the pandemic. At the height of the pandemic, when the world seemed determined to “flatten the curve” (remember that expression?), the focus on IAQ was at an unprecedented high level. It was altogether another matter that the work at combating the spread of infection ought to have started much, much earlier, in anticipation of a possible pandemic. So, what we got to see during the pandemic was a lot of helpless hand-wringing and feeble efforts to fix the problem, when the larger focus was on saving lives.

Cut to the aftermath, and ASHRAE acted with speed to introduce Standard 241. With industry stalwart, Dr Bill Bahnfleth leading the way, the ASHRAE team assigned the task of writing the standard came up with an implementable solution, which *Climate Control Middle East* has chronicled through several articles, in particular the guest columns written by New York-based MEP consultant, Jeremy McDonald (you will find the articles at [www.ccme.news](http://www.ccme.news)).

McDonald himself informally spoke, though, of how the sense of urgency towards fortifying our buildings had dissipated after the threat of COVID-19 had diminished substantially. In that context, the recent development, where the UAE Government - in the form of the Ministry of Energy and Infrastructure - has announced the adoption of the latest ASHRAE technical specifications to enhance IAQ in government buildings across the country, is a shot in the arm.

According to Government sources, the aim of the initiative is to improve public health by controlling the spread of airborne infectious agents and, overall, ensuring that indoor spaces are safe and healthy for occupation. And all this without impacting the drive for greater energy efficiency towards mitigating climate change.

The Government made the announcement on the back of encouraging results that emerged from the country's first pilot project implementing Standard 241 and Standard 62.1-2022. The Daba Fujairah Court and Prosecution project demonstrated significant results, in the forms of improved IAQ and a reduction in energy use by 35% for mechanical ventilation systems. Encouraged by the showing, the Ministry reaffirmed its commitment to implementing the two standards across the country.

This is wonderful news! It would be even more wonderful if the emphasis on IAQ would also include the private sector soon enough and that building owners across the length and breadth of the country would take the initiative of strengthening their defences, for there is every possibility of a repeat of the horrors of 2020 that the world witnessed. This is not hollow conjecture - instigated by global warming, the Siberian permafrost is thawing. For centuries, it has harboured pathogenic microorganisms, and the thawing could cause them to awaken from their dormant state and visit unspeakable horrors on humankind.

Simply put, we need to move quickly - and decisively.

*Climate Control Middle East magazine proudly supports the UAE President's initiative of extending the 'Year of Sustainability' to the whole of 2024.*

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KEY PERSPECTIVES ON THE REGION'S HVACR INDUSTRY

**Co-Founder & Editorial Director**  
Surendar Balakrishnan  
[surendar@cpi-industry.com](mailto:surendar@cpi-industry.com)

**Co-Founder & Commercial Director**  
Frédéric Paillé  
[fred@cpi-industry.com](mailto:fred@cpi-industry.com)

**Editor**  
Surendar Balakrishnan  
[surendar@cpi-industry.com](mailto:surendar@cpi-industry.com)

**Deep Karani**  
Our representative in North America  
+1 365 885-6849  
[deep.karani@cpimediagroup.com](mailto:deep.karani@cpimediagroup.com)

**Online & Social Media**  
Nivedita Vijayan  
[marketing@cpi-industry.com](mailto:marketing@cpi-industry.com)

**Design Head**  
Ulysses Galgo  
[uly@cpi-industry.com](mailto:uly@cpi-industry.com)

**Advertising Enquiries**  
Frédéric Paillé  
+971 50 7147204  
[fred@cpi-industry.com](mailto:fred@cpi-industry.com)

**Webmaster**  
Chris Lopez  
[chris@cpi-industry.com](mailto:chris@cpi-industry.com)

**Judy Wang**  
Our representative in Asia (except India)  
+852 307 80 826  
[judywang2000@vip.126.com](mailto:judywang2000@vip.126.com)

**Database/Subscriptions Manager**  
Purwanti Srijekti  
[purwanti@cpi-industry.com](mailto:purwanti@cpi-industry.com)

**Founder, CPI Media Group**  
Dominic De Sousa (1959-2015)

**EMPANELLED COLUMNISTS**

**Dr Iyad Al-Attar**



*Independent air filtration consultant, writes on specific science and technology issues relating to Indoor Air Quality, including airborne particles.*

**Jeremy McDonald**



*Principal of Guth DeConzo Consulting Engineers, in New York, writes on IAQ and building tracing. He served as the technical consultant to the New York State Energy Research and Development Authority in development of an IAQ guideline for Higher Education in NY: "Covid-19 Response Guide, State University of New York".*

**Omnia Halawani**



*Co-Founder & Co-CEO, GRFN Global, writes on MEP consultancy-related issues.*

**Dan Mizesko**



*Managing Partner/President, US Chiller Services International, writes on issues relating to chilled water systems, including operation & maintenance.*

**Krishnan Unni Madathil**



*Auditor, Bin Khadim, Radha & Co. Chartered Accountants, carrying out an analysis of the market, writes on business opportunities for the HVACR industry.*

**Nabil Shahin**



*Managing Director, AHRI MENA, writes on HVACR-specific regulation issues.*

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# REGULATION ROUND-UP

AHRI writes a bi-monthly column on regulation-related issues in the GCC region, exclusively for *Climate Control Middle East*

## STRENGTHENING THE HVAC WORKFORCE

**Nabil Shahin** says technician certification is indispensable to bolstering HVAC performance in the Middle East

**I**N THE Middle East, a growing HVAC industry faces a pressing gap: The availability of properly trained and certified HVAC technicians. Unlike other global regions with established standards, Middle Eastern countries largely lack regulations mandating training or certification for HVAC technicians. This gap allows unqualified individuals to enter the field, often leading to problems like poor installation, inadequate maintenance, and subpar service, all of which compromise system functionality, safety and customer satisfaction.

Untrained personnel handling HVAC equipment may lack the technical understanding needed to ensure these intricate systems operate correctly. The absence of professional training often leads to issues such as decreased performance, frequent malfunctions, equipment breakdowns and expensive repairs. Problems such as incorrect refrigerant pressures or charges can prevent systems from reaching full capacity, consuming excessive power and shortening the lifespan of the equipment – issues that are less common among certified technicians.

Proper refrigerant management is increasingly essential as the industry moves towards lower global-warming-potential (GWP) refrigerants, such as HFOs, which come with their own set of safety considerations, due to their flammability. Shockingly, 60% of all global refrigerants sold are used to replace leaks in existing systems rather

than getting used in new equipment, underscoring the environmental implications of inadequate refrigerant handling. To minimise environmental harm, technicians need solid training in refrigerant handling, recovery, recycling and proper disposal.

Correct brazing of copper and aluminum piping is another key technical skill that directly impacts system efficiency and safety. Poor brazing techniques can lead to refrigerant leaks, flow restrictions and clogs, which all contribute to reduced system effectiveness, heightened costs and shortened equipment life.

In addition to improving equipment performance, training is essential for technician safety. HVAC work involves handling electrical components, pressurised systems and, in some cases, flammable refrigerants – all of which present risks, if mishandled. Trained technicians follow safety protocols that help prevent accidents such as fires, explosions or electric shocks, reducing the risk of injury or death. They also develop the skills to read and interpret technical documentation accurately, ensuring that all work aligns with manufacturer guidelines, industry norms and local codes.

The absence of compulsory training and certification regulations impacts all industry stakeholders, from manufacturers and contractors to building owners and end-users. To bridge this gap, North American



Nabil Shahin is Managing Director of AHRI MENA. He may be reached at [NShahin@ahrinet.org](mailto:NShahin@ahrinet.org)

Technician Excellence (NATE), a recognised certification body in the HVAC industry, has developed a comprehensive programme to equip technicians with modern skills. With more than 25 years of industry experience, NATE provides certification that validates technicians' capabilities, and the organisation's training materials cover foundational to advanced HVAC skills. Certified technicians are also required to continue their education, ensuring that they stay updated on evolving technologies and best practices.

In response to the unique demands of the Middle Eastern market, NATE, in partnership with AHRI, has created a MENA technical committee to customise its training programme for the region. This initiative adapts the training content to fit the local climate, market conditions and regulatory landscape, offering technicians tailored courses through a regional training academy. Technicians who complete the training and pass NATE's exams will earn certification that demonstrates their readiness to meet the specific challenges of the Middle Eastern market. Organisations also have the option to train their trainers, facilitating in-house instruction.

As HVAC technology advances, bringing innovations like smart controls and energy-efficient designs, the call for certified professionals becomes increasingly urgent. Middle Eastern customers expect reliable, high-quality





Providing HVAC technicians with the right tools is equally vital. Quality tools allow technicians to diagnose problems accurately, perform effective installations and maintain systems with greater efficiency. Investing in proper equipment not only improves service quality but also enhances customer satisfaction and ensures technician safety.

By adopting specialised training programmes, the Middle Eastern HVAC industry can cultivate a more skilled workforce, reduce operational inefficiencies, and improve safety and environmental outcomes. Investing in the training and certification of HVAC technicians is a strategic move that aligns with the industry's goals for growth and sustainability across the region. [ccme](#)

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service, and unqualified technicians may struggle to meet these demands, leading to customer dissatisfaction and potential business losses.

Encouraging certification could also benefit from re-evaluating compensation structures in the region. Compared to other parts of the world, HVAC technicians in the

Middle East often earn lower wages, which diminishes the appeal of the field as a long-term career. Better pay for certified technicians or company-sponsored training could incentivise more individuals to enter the profession and pursue certification, ultimately raising service standards across the industry.



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A man with short dark hair, wearing a white button-down shirt, stands with his arms crossed against a grey background. He is looking directly at the camera with a slight smile.

‘The latest chipsets  
cannot be serviced by  
**traditional  
air cooling**’

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Liquid cooling would not merely be “a nice to have” but is rather an imperative, says **Bjorn Viedge**, General Manager, ALEC Data Center Solutions. Excerpts from an interview he gave to *Climate Control Middle East* magazine...

**WHAT ADVANCED cooling technologies are you currently implementing in your data centre designs to improve energy efficiency? How do you ensure optimal cooling efficiency, especially in hot climates?**

There is a juxtaposition between the region’s drive towards Net Zero and its growing compute requirements. This is placing data centres at the heart of sustainability discussions. Demand for data centre services has driven them to get bigger, hotter and more expensive. A peer-reviewed study by Swedish researcher, Anders Andrae predicts that the ICT industry could use 20% of all electricity and emit up to 5.5% of the world’s carbon emissions by 2025. And in a region that already faces a looming water crisis, Middle East data centre planners should be aware that today’s data centres use up an Olympic swimming pool worth of water every two days.

Enhancing the energy and operational efficiency of Middle Eastern data centres is, therefore, the need of the hour. And liquid cooling has emerged as a leading solution to this challenge. The liquid cooling solutions we at ALEC provide use a dielectric – non electrically conductive – fluid, which is far more effective in conducting and, therefore, enabling the dissipation of heat produced by hardware, compared to traditional air-based cooling systems. With this approach, data centre facilities can operate with less physical space, compared to traditional air-based solutions, while gaining energy savings of up to 50%. Meanwhile, lower maintenance costs, cheaper builds and power-usage effectiveness (PUE) scores lower than 1.03 – where 1.0 is the ideal – mean organisations can reduce the time needed to realise a full return on their investment.

**What are your thoughts on the future of liquid cooling in the Middle East? Given the region’s unique climate and energy challenges, do you believe it has a promising role in data centre cooling?**

Researchers say that between 2023 and 2029, the data centre market in the Middle East will grow at a CAGR of 14.74%, with CAGRs of 17.55% and 16.48% in Saudi Arabia and the UAE, respectively. This investment will, undoubtedly, be directed towards keeping not just present needs but also future requirements in mind. With AI set to inject USD 320 billion into the region’s economy by 2030, there is no doubt that such compute-intensive applications will be among the primary workloads run in these data centres. This, in turn, will demand the use of the latest chipsets, which simply cannot be serviced by traditional air cooling. This means liquid cooling would not merely be “a nice to have” but is rather an imperative.

So yes, given that the region’s data centre market is set to grow at such an impressive pace, and that the workloads being run in these facilities will be resource intensive, the future does indeed look bright for liquid cooling.

**Are you able to incorporate renewable energy to power your data centres, even if it is only partially? Do you have any Proof-of-Concept initiatives regarding renewable energy use?**

This really depends on the specifications of the project, and in our experience, regional data centres tend to draw power from national grids. It is, therefore, reassuring to see measures being taken by regional governments to increase the share of clean energy sources in power generation. In the UAE, for example, the government is targeting 44% of its energy production to be from renewables by 2050.

That said, being a part of the ALEC Group, at ALEC Data Center Solutions

we are perfectly poised to draw on the wealth of experience that ALEC Energy, a regional player in solar PV, has in this space. As an example, for a data centre project we are currently delivering in the region, we will be installing solar panels across the roof and parking facilities for the generation of power that will be used by the office facilities on the same campus.

**With the rapid growth in data demand, how do you ensure your data centres will handle and accommodate future needs? What do you do to ensure optimal cooling and humidity control? In this regard, do you offer re-commissioning, retro-commissioning services?**

While certainly a critical aspect, cooling is not the only factor in enhancing the sustainability of data centres. Facility planners must also consider the building process itself. Emerging today is the technique of prefabricated construction, also known as modular data centres. As the construction of the prefabricated modules primarily occurs offsite in dedicated fabrication facilities, standardised production methodologies can be implemented, which improve efficiencies, enhance quality and significantly reduce wastage.

Given the fact that prefabricated data centres have been assembled and tested in a controlled factory environment, construction is faster, less error-prone and less labour-intensive on site. Additionally, modules can be added whenever the demand arises, meaning data centre companies need not build a large facility to accommodate future expansion. Instead, they can build quickly, as needed. All of this leads to a more efficient, more sustainable project. [ccme](#)

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# SAUDI SPECTACLE

The inaugural Climate Control SAUDI Awards stuck to the time-honoured CPI Industry script of authenticity, credibility and glitzy glamour

**T**HE INAUGURAL edition of the Climate Control SAUDI Awards, on October 16 in Riyadh, was an exercise in authenticity and credibility at the backend, and celebration and glitzy glamour at the front. In that way, it was true to the tradition of CPI Industry’s awards programme, well into its 14th year of recognising and honouring HVACR and allied industry performance towards supporting the twin causes of socio-economic and sustainable development.

The event saw trophies presented to winners in 23 categories in the ultra-niche HVACR sector, including air treatment, air movement, fire & life safety, chilled water systems, VRF and DX systems and data centre HVAC solutions. It saw trophies presented for Lifetime Achievement, with Sheikh Hussein Shaker, the Chairman of H.H. Shaker Bros. for Modern Trading; Sheikh Hassan Shaker, the CEO of H.H. Shaker Bros. for Modern Trading; and Ghaleb M Abusaa, veteran HVACR consultant, in the spotlight.

The citation for the Shaker brothers reflected their contribution as traders. “For several decades, the two Shaker brothers have been veritable sentinels in carrying forward the vision of the late Sheikh Ibrahim Shaker, who established the business in the year 1950,” the citation

read. “At a key inflexion point, the two brothers established Hussein & Al-Hassan G. Shaker Bros. For Modern Trading Co. Limited, which adhered to the time-honoured principles of the late Sheikh Ibrahim Shaker of providing the Saudi market with home appliances and air-conditioning solutions, including Midea.

“Today, the brothers continue the legacy of a strong platform based on customer understanding and satisfaction that has allowed them to excel in the level of service that they offer to consumers and partners. The enabling factors for customer service include a wide network of sales and after-sales services that is spread efficiently and effectively across the Kingdom and allows the company to promptly attend to the requests of users and serve them in the fastest way possible, leading to guaranteeing the highest level of comfort, satisfaction and happiness.”

The citation for Abusaa highlighted his extraordinary commitment and for exemplary HVACR leadership services rendered to the Middle East region. The testament spoke of how Abusaa, since the 1960s, has worked on a broad spectrum of projects in Saudi Arabia and in the broader Middle East & Africa region that encapsulate all the disciplines of the acronym, HVACR. Over several decades, he worked as an air conditioning, ventilation and





refrigeration engineer and was regarded as a specialist cold chain expert, the testament read. “In addition, he has served as an arbitrator and defused several contractual disputes by applying a sharp and erudite engineering and legal/arbitration mind,” the testament read. “Only those involved in protracted disputes will fully understand the deep sense of relief Engr. Abusaa has provided many building industry stakeholders over the years. Engr. Abusaa is also an HVACR trainer, having conducted masterclasses for several decades; today, several engineers in the region owe it to him for shaping their awareness and expertise in the HVACR field, as applicable to air conditioning, ventilation and refrigeration. He is also an author of numerous technical articles. Perhaps one of his significant contributions to the world of technical literature is the first-of-its-kind English-to-Arabic HVACR Dictionary, called, *Al Jalees*, which CPI Industry published. In the words of George Berbari, CEO, DC PRO Engineering, himself a long-standing personality, Engr Abusaa is a legend and repository of HVACR knowledge in the Middle East Africa region. He needs to be treasured for the experience and expertise he possesses, and the region must make use of his vast knowledge and rich historical data to unlock tricky problems.”

The Editor’s Choice Award, where the Editor of *Climate Control Middle East* selects the winner, in consultation, if

necessary, with a technical peer review committee and with the consent and approval of the third-party auditing firm, monitoring the entire awards evaluation process, went to the Saudi Standards, Metrology and Quality Organization (SASO).

Khalid Alnamiah, Director General of Certification Department and Turki Salem Al Qahtani, General Director of Laboratories, received the trophy on behalf of SASO.

The testament accompanying the presentation of the trophy read as follows: “The Editor’s Choice Award for the 2024 Climate Control SAUDI Awards is being bestowed upon SASO for strengthening efforts towards greater energy efficiency and climate change mitigation through the pioneering MEPS program in the region. SASO’s initiatives over the years have instilled abundant confidence among the multiple stakeholders of the HVACR industry and have enabled them to participate as manufacturers and as suppliers with relative ease and clarity of direction.

“This Award to SASO is for exceptional services rendered to the country, to the region and the HVACR industry at large. The Editor’s Choice Award is to honour SASO for its astute and determined leadership.”

Here, we present to you the spectacle that was the Climate Control SAUDI Awards, in pictures...



**Sam Achampong**



**Dr Iyad Al-Attar**



**Khalid Al Mulhim**



**Joanne Knox Awale**



**Larbi Behloul**



**Shivaji Chakkrobarty**



**Sarfraz Dairkee**



**Krishnan Unni Madathil**



**Dominic Mc Polin**



**Dr Mohamed Mohamady**



**Sougata Nandi**



**Biren Patel**



**Sinan Rasheed**



**Rehan Shahid**



**Mohamed Yassen**



**Mohamed Zackariah**



**Abdul Zameer Ahamed Sab**

## Gavel and soundblock

The members of the Jury of the inaugural Climate Control SAUDI Awards were...

- **Sam Achampong**, Regional Managing Director, Chartered Institute of Procurement & Supply (CIPS MENA).
- **Dr Iyad Al-Attar**, Independent Indoor Air Quality and Air Filtration Consultant, Kuwait; Visiting Academic Fellow, at the School of Aerospace, Transport and Manufacturing, Cranfield University, UK; and Strategic Director, Waterloo Filtration Institute, Canada
- **Joanne Knox Awale**, Fire and Life Safety Technical Director, AESG
- **Larbi Behloul**, Director of Facilities Management, Director - Facilities Management, Unified Asset & Property Management (UAPM)
- **Shivaji Chakkrobarty**, M&V Portfolio Head, National Energy Services Company (Tarshid)
- **Sarfraz H Dairkee**, General Manager, M.A.H.Y. Khoory & Co.; and Qualified Trainer for "Certified Energy Manager" (Association of Energy Engineers, USA)
- **Dominic McPolin**, Former Advisor to the Minister of Works, Bahrain
- **Dr Mohammed Mohammady**, CEO, Takamol Consulting
- **Sinan Rasheed**, Director of Sustainability, New Murabba Development Company
- **Biren Patel**, C-Level Executive
- **Abdul Zameer Ahamed Sab**, MEP Lead (Principal), AtkinsRéalis
- **Rehan Shahid**, Director, P&T Architects and Engineers Limited
- **Mohamed Yassen**, President, Saudi ASHRAE Chapter; Mechanical Engineering Consultant, Khatib & Alami
- **Mohammed Zackariah**, Chief Consultant, Suhaimi Design - Protecooling

### Chairperson of the Jury

- **Khalid Al Mulhim**, Business Development Director, Suhaimi Design – Protecooling; and the Chairperson of the Jury, 2024 Climate Control SAUDI Awards

### Advisor to the Chairperson of the Jury

- **Sougata Nandi**, Founder & CEO of 3e Advisory, UAE; Author of the book, *Energy Management in Real Estate: Secrets to Success*; and Advisor to the Chairperson of the Jury, 2024 Climate Control SAUDI Awards

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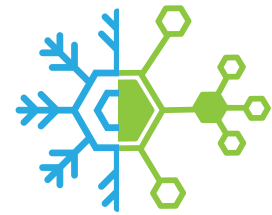
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**MANUFACTURER/  
SUPPLIER OF THE YEAR  
(AIR TREATMENT)**

**SHORTLISTED COMPANIES:**

- Carrier Middle East
- Windmason Arabia Co.

**WINNER**  
**Carrier Middle East**



**MANUFACTURER/SUPPLIER OF THE YEAR  
(AIR MOVEMENT, VENTILATION)**

**SHORTLISTED COMPANIES:**

- Betec Cad Industries
- Windmason Arabia Co

**WINNER**  
**Windmason Arabia Co.**





**MANUFACTURER/  
 SUPPLIER OF THE YEAR**  
 (FIRE & LIFE SAFETY)

**WINNER**

**Betec Cad Industries Fzc**



**INNOVATIVE MANUFACTURER/  
 SUPPLIER OF THE YEAR**  
 (CHILLERS)

**SHORTLISTED COMPANIES:**

- Carrier Middle East
- Johnson Controls Arabia

**WINNER**

**Carrier Middle East**





**INNOVATIVE MANUFACTURER/  
SUPPLIER OF THE YEAR  
(CHILLERS)**

**HONOURABLE  
MENTION**

**Johnson Controls Arabia**



**MANUFACTURER/  
SUPPLIER OF THE YEAR  
(CHILLED WATER SYSTEM EQUIPMENT AND  
COMPONENTS, LESS CHILLERS)**

**SHORTLISTED COMPANIES:**

- Armstrong Fluid Technology
- Grundfos Saudi Arabia Company Ltd (GSA)

**WINNER**

**Grundfos Saudi Arabia  
Company Ltd (GSA)**





**DISTRICT COOLING UTILITY PROVIDER  
OF THE YEAR**

**WINNER**  
Saudi Tabreed



**DISTRICT COOLING CONSULTANT  
OF THE YEAR**

**WINNER**  
GRFN Global



**DISTRICT COOLING CONTRACTOR  
OF THE YEAR**

**WINNER**  
**ADC Energy Systems LLC**



**HVAC CONSULTING ENGINEER  
OF THE YEAR**

**WINNER**  
**Abdul Zameer Ahamed Sab,  
AtkinsRéalis**





**SAUDI ARABIA-BASED  
 MANUFACTURER OF THE YEAR**

**SHORTLISTED COMPANIES:**

- Carrier Middle East
- Windmason Arabia Co.
- Rawabi Integrated Gas

**WINNER**  
**Windmason Arabia Co.**



**EDITOR'S CHOICE AWARD**

**WINNER**

**Saudi Standards, Metrology and  
 Quality Organization (SASO)**

For strengthening efforts towards  
 greater energy efficiency and climate change  
 mitigation through the  
 pioneering MEPS programme



**LIFETIME ACHIEVEMENT AWARD**

**WINNERS**

**Sheikh Hussein Shaker**

Chairman of H.H. Shaker Bros.  
for Modern Trading

**Sheikh Hassan Shaker**

CEO of H.H. Shaker Bros.  
for Modern Trading

*Sheikh Ibrahim Al Shaker, Head of Strategy and Business Development at the Group, receives the trophy on behalf of the winners*



**LIFETIME ACHIEVEMENT AWARD**

**WINNER**

**Ghaleb M Abusaa**

For exemplary HVACR leadership services  
rendered to the Middle East region





**O&M PROVIDER OF THE YEAR  
 (CHILLED WATER SYSTEMS)**

**SHORTLISTED COMPANIES:**

- Dalkia Middle East Energy Company
- Saudi Tabreed

**WINNER**  
**Dalkia Middle East  
 Energy Company**



**O&M PROVIDER OF THE YEAR  
 (CHILLED WATER SYSTEMS)**

**HONOURABLE  
 MENTION**  
**Saudi Tabreed**



**MANUFACTURER/  
SUPPLIER OF THE YEAR  
(VRF SYSTEMS)**

**SHORTLISTED COMPANIES:**

- Carrier Middle East
- Johnson Controls Arabia
- Rheem Manufacturing
- UMHE / Toshiba KSA

**WINNER**  
**Carrier Middle East**



**MANUFACTURER/  
SUPPLIER OF THE YEAR  
(VRF SYSTEMS)**

**HONOURABLE  
MENTION**  
**UMHE / Toshiba KSA**





**MANUFACTURER/  
 SUPPLIER OF THE YEAR  
 (STANDALONE DX)**

**SHORTLISTED COMPANIES:**

- Hussein & Alhassan G. Shaker Bros. for Modern Trading Co. Ltd.
- Rheem Manufacturing

**WINNER**  
**Rheem Manufacturing**



**ESCO OF THE YEAR**

**WINNER**  
**Johnson Controls Arabia**



**MANUFACTURER/  
SUPPLIER OF THE YEAR  
(WATER HEATERS)**

**WINNER**  
Rheem Manufacturing



**DATA CENTRE HVAC SOLUTIONS  
PROVIDER OF THE YEAR**

**WINNER**  
Carrier Middle East





**COMMISSIONING/RE-COMMISSIONING  
COMPANY OF THE YEAR**

**WINNER**  
Alpin Limited



**IoT INTEGRATION INITIATIVE  
OF THE YEAR**

**WINNER**  
Johnson Controls Arabia





**DIGITAL SUPPLIER OF THE YEAR**

**WINNER**  
Carrier Middle East

*Frédéric Paillé, Co-Founder & Commercial Director of CPI Industry, producers of the Climate Control SAUDI Awards, receives the trophy on behalf of Saudi Haeahn Engineering Consulting Company, absent during the ceremony*



**MEP CONSULTANT OF THE YEAR**  
(SMALL PROJECTS: < SR 30 MILLION)

**WINNER**  
Saudi Haeahn Engineering Consulting Company





**DOMINIC DE SOUSA AWARD  
FOR INNOVATION**

**WINNER**  
Rheem Manufacturing



*The winners in the inaugural Climate Control SAUDI Awards pose for a group photo*

# WHY NOT CONSIDER HYBRID PLANTS FOR DISTRICT COOLING?

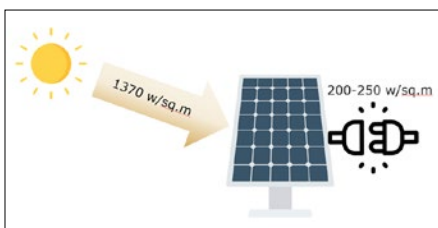
Why aren't we more often considering replacing the standby chiller in District Cooling, or large plants, with a combination of air-cooled and absorption chillers with photovoltaic thermal panels (PV-T) that can generate electricity and hot water simultaneously, asks Samir Mohamed of Ramboll



**S**INCE THE invention of the centrifugal chiller, in 1922, the traditional approach for designing a large chiller plant has involved typical centrifugal chiller plants, due to their durability, energy efficiency and cost-effectiveness. There is no doubt that centrifugal chillers' efficiency has improved massively over the past 100-plus years, but it is still 100% dependent on electricity.

## The way to net zero carbon

To meet net zero carbon by 2050, utilising centrifugal chillers will depend on achieving a 100% zero-carbon power grid at the city/country level, a challenge that all countries face, particularly the Middle East. The most practical way to achieve



this target is to reduce the power demand of cities to optimise the capital cost of this transformation.

In our field, one of the key points is the optimisation of cooling demand that has been going on for a few decades. I believe this has reached its best, and further improvement will not reduce the carbon emission of the cooling system dramatically. Therefore, we must now look at the elephant in the room – that is the chiller plant.

In the Middle East, solar power is the main player when it comes to neutralisation of the grid. However, the available technologies that convert solar energy – around 1,370 Watts/square metre – to electricity can convert only a small portion, around 200-250 Watts/square metre. This means we should investigate utilising solar energy more efficiently in one way or another.

## Considering a hybrid approach

Car manufacturers could be cited as a good example of a hybrid approach. Electric cars were invented

in 1888; however, the combustion engine cars were seen as a better option and dominated the market for decades. Today, electric cars constitute a key player towards net zero carbon, but they are not yet the best option for all users. This is why hybrid cars have become a good alternative option for this transition period. A hybrid model on wheels utilises both technologies and creates a win-win situation for manufacturers, who need time to phase out their combustion engine plants and invest more in electric cars, and for consumers, who want practical cars at a reasonable price.

From what I see, just like combustion cars, centrifugal chillers and all other traditional chillers may not be part of the future, and manufacturers will need to reinvest in new technologies and existing ones, such as absorption chillers.

To create a similar win-win scenario during the current transition period in the industry, the designer and the client should encourage a hybrid approach utilising traditional



	DISTRICT COOLING PLANT		LOCALISED
	ABSORPTION CHILLERS	WATER COOLED CHILLERS	AIR COOLED CHILLERS
SOLAR OR WASTE HEAT	+600W/kW	-	-
ELECTRICITY W(e)	EER +50 >20W/kW	EER +5 >200W/kW	EER +2.5 >400W/kW
CHW PUMPS	+50W/kW	+50W/kW	+30W/kW *
COND. PUMPS	+15W/kW	+10W/kW	-
3-10 kW/m <sup>3</sup> WATER **	+15W/kW	+10W/kW	-
COOLING TOWER	+15W/kW	+10W/kW	-
<b>TOTAL</b>	<b>&gt;115W(e)/kW(c)</b>	<b>&gt;270W(e)/kW(c)</b>	<b>&gt;430W(e)/kW(c)</b>

\* Based on a small chiller plant capacity

\*\* The electrical power required for city water treatment and pumping is assumed based on online searching  
Chillers Energy Comparison

chillers as well as absorption chillers in chiller plant design.

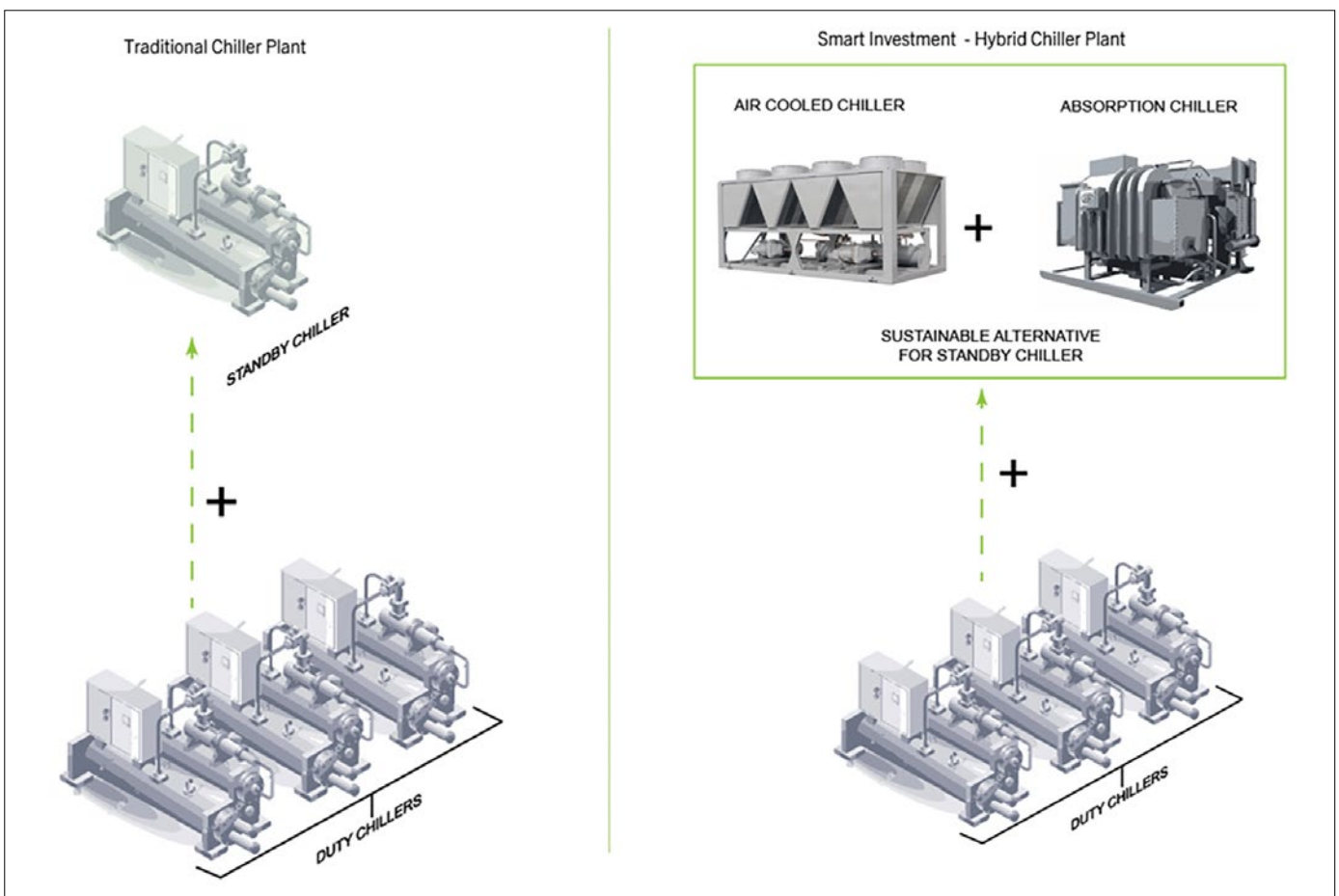
### Why absorption chillers

The current technologies allow us to utilise solar energy directly as heat or any other waste heat to generate chilled water with almost 40% less electrical power compared to centrifugal chiller plants.

### Smart investment

Investment is always the main driving factor in construction, and the hybrid plant approach should be attractive to building owners and operators, so it can be implemented on a large scale. Investing in a chiller plant with 100% absorption chillers will not suit most projects for many reasons, such as the area and the cost of the solar panels.

One of the ideas is to replace the standby chiller in District



Smart investment with a hybrid chiller plant



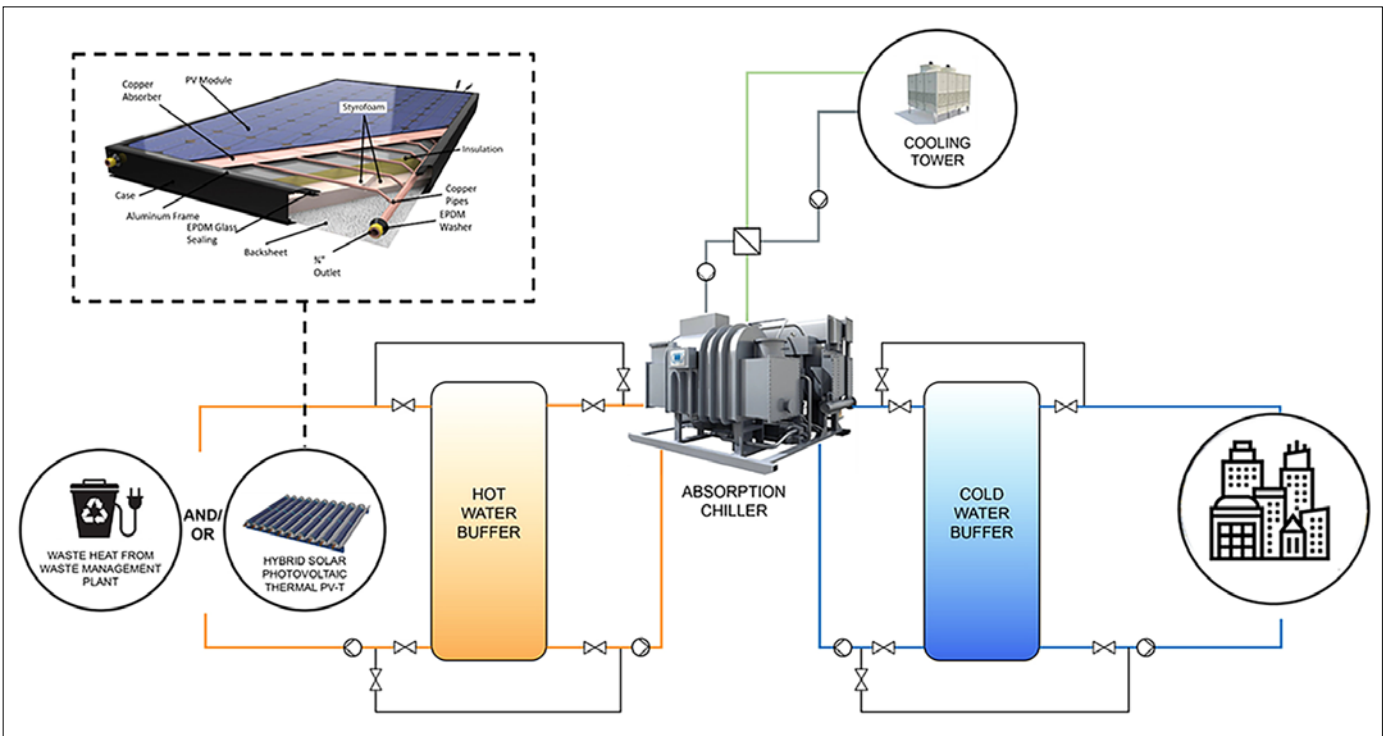
Cooling (or large plants) with a combination of air-cooled and absorption chillers with photovoltaic thermal panels (PV-T) that can generate electricity and hot water simultaneously. This combination – absorption CH and PV-T – will use the solar energy more efficiently for the cooling system, with a very limited impact on the capital cost.

Designing this type of system will need an accurate computational analysis for the annual operational cooling load, though, along with the weather data to ensure the right combination of the system, including:

- The absorption chiller operation temperature and capacity
- The PV-T areas and energy generation
- The capacity of the hot and/or cold buffers
- The system payback

*The writer is Head of Mechanical (Middle East) at Ramboll. He may be contacted at [s.mohamed@ramboll.com](mailto:s.mohamed@ramboll.com)*

*CPI Industry accepts no liability for the views or opinions expressed in this article, or for the consequences of any actions taken on the basis of the information provided here.*





PRODUCER



OFFICIAL PUBLICATION

**climate control**<sup>MIDDLE EAST</sup>  
KEY PERSPECTIVES ON THE REGION'S HVACR INDUSTRY



## 12<sup>TH</sup> MIDDLE EAST COLD CHAIN & FOOD SAFETY CONFERENCE

**20 JANUARY 2025**  
RIYADH, KINGDOM OF SAUDI ARABIA

UNDERSTANDING DEMAND FOR CUTTING-EDGE COLD CHAIN-RELATED SOLUTIONS IN THE KINGDOM, AND MATCHING THEM WITH TECHNOLOGIES THAT HAVE THE POTENTIAL OF SURPASSING EXPECTATIONS

**HARVEST | FOOD PRODUCTION & PROCESSING | TRANSPORT REFRIGERATION |  
FOOD RETAIL/HORECA/VENDING SOLUTIONS | CONSUMER**

**[ccme.news/event/foodchain](https://ccme.news/event/foodchain)**

FOR EDITORIAL-RELATED QUERIES:

**Surendar Balakrishnan**  
Co-Founder & Editorial Director  
M: +971 50 509 2457  
E: [surendar@cp-industry.com](mailto:surendar@cp-industry.com)

FOR SPONSORSHIP OPPORTUNITIES:

**Frédéric Paillé**  
Co-Founder and Commercial Director  
M: +971 50 714 7204  
E: [fred@cp-industry.com](mailto:fred@cp-industry.com)



6<sup>TH</sup> ANNUAL AWARDS

# CIBSE confetti

The CIBSE UAE Chapter conducts the 6<sup>th</sup> Edition of its awards ceremony; reinforces self-belief among winners, strengthens resolve amongst those that nearly made it

**T**HE CIBSE UAE Chapter conducted the 6th Edition of the CIBSE Awards on October 30 in Dubai to the accompaniment of drumroll, cheers and confetti. The event reinforced self-belief amongst those who landed their hands on the coveted CIBSE trophy, and strengthened resolve amongst those that fell short to try that much harder the next year in rising to the high standard of excellence expected of winners.

The Awards ceremony, earmarked to highlight and celebrate sustainability and excellence in building services engineering towards climate resilience and progressive

strategies for improving building performance, was part of CIBSE Week 2024, a series of events that focused on building services engineering. Fiona Cousins, CIBSE President, and Ruth Carter, CEO, attended the ceremony as marquee participants.

In all, the Awards included 29 competitive categories and drew entries from the vast stakeholder community involved in building services engineering. The ceremony attracted over 300 attendees, including consultants, contractors, manufacturers and suppliers.

Here, we present to you in pictures the ceremony that was...

## ‘And the winner is...’

Gallery of the 6<sup>th</sup> Edition of the CIBSE Awards...



**Student Design Competition**  
Heriot Watt University, Dubai (Team Hatta)



**MEP Graduate of the Year**  
Ayah Rahmoun, Arup





**MEP Young Engineer of the Year**  
Takwa Dawdi, RED Engineering



**Electrical Engineer of the Year**  
Mercy Joe, WSP



**Sustainability Engineer of the Year**  
Nigel Kurian Thomas, AESG



**Plumbing Engineer of the Year**  
Ajithkumar Maliyakkudyil, Egis



**Engineer of the Year  
(Manufacturer and Supplier)**  
Anzala Asher, Rheem Manufacturing Middle East



**Mechanical Engineer of the Year**  
Ahmed Farag, WSP





**Embodied Carbon Initiative of the Year**  
*(Manufacturer and Supplier)*  
Victualic



**Innovative Lighting Product of the Year**  
Thorn Lighting



**Embodied Carbon Initiative of the Year**  
*(Consultant)*  
Meinhardt



**Sustainable Lighting Project of the Year**  
Huda Lighting (Al-Masjid An-Nabawi)



**Best Digital Innovation of the Year**  
Egis (Transforming Egis Embracing Digital Innovation)



**Sustainable Project of the Year**  
Meinhardt (Moro Data Centre Phase-02)





**Smart Project of the Year**  
Egis (Natural History Museum, Abu Dhabi)



**Plumbing Project of the Year**  
Egis (Natural History Museum, Abu Dhabi)



**Retrofit Project of the Year**  
Egis (Yas Waterworld, Abu Dhabi)



**Mechanical Project of the Year**  
Egis (Natural History Museum, Abu Dhabi)



**Electrical Project of the Year**  
Egis (Natural History Museum, Abu Dhabi)



**GCC Project of the Year**  
Egis (Natural History Museum, Abu Dhabi)





**Sustainability Initiative of the Year**  
*(University)*

Manipal Academy of Higher Education



**Executive of the Year**  
*(Contractor)*

Samiuddin Mohammad, FujSeng Construction LLC (MEP Division)



**Digital Innovation of the Year**  
*(University)*

Manipal Academy of Higher Education



**Executive of the Year**  
*(Consultancy)*

Scott McKeever, Cundall



**Executive of the Year**  
*(Manufacturer and Supplier)*

Atam Hayat, Central Ventilation Systems (CVS)



**Manufacturer of the Year**  
*(Building Performance and Innovation)*

Central Ventilation Systems (CVS)





**Manufacturer of the Year**  
*(Sustainable Building Solutions)*  
Grundfos Gulf Distribution FZE



**MEP Contractor of the Year**  
ALEMCO



**MEP Consultant of the Year**  
Cundall

## WHAT CIBSE STANDS FOR

**T**HE CHARTERED Institution of Building Services Engineers (CIBSE) exists to advance global best practice in the profession to avert the threat of climate change, amongst other issues. Through harnessing the expertise of its members, CIBSE represents the profession as a trusted voice to provide advice and guidance to Government on matters relating to construction, engineering and sustainability. For over 127 years, CIBSE has supported a community of over 22,000 professionals worldwide in their pursuit of excellence in building performance, sustainability and safety to influence the well-being of individuals and communities of today and of future generations. CIBSE members continue to create the most environmentally friendly systems in major projects across the globe.









# ANNUAL AWARDS 2024







# UAE Minister of Climate Change and Environment speaks at COP29

Calls for greater collaboration, inclusivity and education for accelerating climate action throughout 2025

By CCME Content Team

**H**ER EXCELLENCY Dr Amna bint Abdullah Al Dahak, UAE Minister of Climate Change and Environment, took part in a series of high-profile events at COP29 in Azerbaijan, covering a wide range of climate-relevant topics, including Agriculture, Youth and Water. Across all her speaking engagements, she highlighted the UAE's continued efforts to foster collaboration and inclusivity – two elements that the UAE believes are essential to accelerating climate action throughout 2025 and into COP30 in Brazil.

Her Excellency gave the opening speech at the High-Level Plenary Event, titled 'Delivering on Climate Action Through Agriculture and Food Systems Transformation', on November 12, where she outlined the global lead that the UAE has taken in promoting the potential of agriculture and food systems in keeping a global

temperature rise of 1.5 degrees C within reach.

H.E. Dr Al Dahak called on nations to go further in collaborating, saying: "As we embark on COP29 and look ahead to COP30, it is vital we continue the momentum established at COP28 and collaborate at scale. We must work hard to identify synergies between nations in terms of their food challenges and embrace opportunities to accelerate progress. We are already reaping the rewards of collaboration, but there is scope for so much more."

In a COP29 event hosted by the United Nations Human Settlements Programme and COP29 Presidency, Republic of Azerbaijan, H.E. Dr Al Dahak joined COP29 President, H.E. Mukhtar Babayev, and other international representatives to discuss the role of cities and regions in delivering on the

goals of the Paris Agreement.

During the event, titled, 'Baku to Belem and Beyond: COP Presidencies Bringing Cities, Urbanization and Multilevel Climate Action to the Heart of the Climate Agenda', H.E. Dr Al Dahak presented updates since the launch of the COP28 Coalition for High Ambition Multilevel Partnerships for Climate Action (CHAMP) initiative. The CHAMP pledge was endorsed by 74 nations at COP28, last year, underscoring the global community's recognition that multilevel cooperation can be the bridge between pledges and progress.

During the morning, H.E. Dr Al Dahak also took part in the COP29 IRENA Youth Circle event, Intergenerational Action for Tripling Renewable Energy by 2030. The event formed part of IRENA's efforts to convene a youth circle at COP29, in partnership with the Global Renewables



H.E. Dr Amna bint Abdullah Al Dahak (third from right)





INDUSTRY

PRESENTS



# 14TH ANNUAL CLIMATE CONTROL AWARDS 2024

27<sup>TH</sup> NOVEMBER 2024

The Amazing Ballroom, V Hotel Curio Collection,  
Al-Habtoor City, Dubai, UAE

OFFICIAL PUBLICATION

**climate control** MIDDLE EAST  
KEY PERSPECTIVES ON THE REGION'S HVACR INDUSTRY

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STRATEGIC HVACR RECRUITMENT PARTNER



[climatecontrolawards.com/uae](http://climatecontrolawards.com/uae)



Alliance, creating a space for young people to meaningfully engage with decision makers on key issues for renewable energy transition.

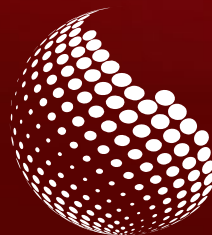
During the event, H.E. Dr Al Dahak discussed the ways in which educational institutions and governments can collaborate to ensure young people acquire the skills needed to lead in the renewable energy sector, and innovative methods that can be employed to make energy transition knowledge and training more accessible and relevant to youth in the Global South.







INDUSTRY



BESPOKE  
EVENTS

ccme.news

## Berner Air Curtains joins Eurovent Middle East

Markus Lattner, Managing Director of the HVACR industry association, says the membership highlights the significance of air curtains for energy efficiency

By CCME Content Team

**B**ERNER Air Curtains has joined Eurovent Middle East. Making the announcement through a Press Release, Eurovent Middle East said the membership highlights the significance of high-quality air curtains for energy efficiency and sustainability in the region's built environments.

According to Eurovent Middle East, Berner combines engineering, state-of-the-art equipment and highly skilled workers to produce highly efficient, good looking, cost-effective and reliable air curtains. Its range of commercial, architectural and industrial products effectively prevent heating or air conditioning from escaping through open doors, providing sizeable energy savings and



Markus Lattner

## Allied Heat Exchange Technologies appoints Global Vice President to expand its global impact

Michael Bauer appointed as Global Vice President for Growth and Success, company says

By CCME Content Team

**A**LLIED Heat Exchange Technologies (A-HEAT Group) has appointed Michael Bauer as Vice-President for Growth and Success to expand its global impact. Making the announcement through a Press Release, A-HEAT said Bauer, in his new role, is responsible for the group's Sales, Marketing and Service initiatives. A-HEAT is the holding company of the Guntner Group.

According to A-HEAT, Bauer brings 38 years of experience in the HVAC industry to the group, as he has been working for system as well as component manufacturers. His global perspective has been gathered empirically also from living and working abroad, in China, Japan, Singapore,



Michael Bauer

the United States and, now, the Middle East, A-HEAT said.

Speaking on the occasion of his appointment, Bauer said: "I am thrilled

to be part of such an innovative and forward-thinking team, some of whom I have had the pleasure of knowing for several years. As well, [I am] excited to expand the group's presence and make it even more successful, elevating our impact in this industry."

Christian Weiser, CEO, A-HEAT, said: "Michael Bauer and the Guntner Group have a large number of things in common. Michael is, as well, highly respected within the global heat exchange industry. We have been working with him for decades and have known each other as very professional and reliable. He will, without doubt, bring our customers and stakeholders the value-add we are looking for."



► personal comfort, along with insect control, Eurovent Middle East said.

Christophe Saily, Director of International Sales, Berner, expressed the company’s commitment: “As regional regulations increasingly focus on energy efficiency, our goal is to spotlight the often-overlooked impact of well-designed, efficient air curtains. Eurovent Middle East provides us with a platform to

engage with industry stakeholders and drive the conversation on the importance of quality air curtains in achieving these objectives. We are eager to collaborate with the association and its members to make a meaningful impact in the region.”

Markus Lattner, Managing Director, Eurovent Middle East, welcomed Berner’s membership: “Their decision to join reinforces

the values we promote at Eurovent Middle East and through our HVACR Leadership Academy, aiming at advancing the understanding among professionals about energy efficiency, energy saving and available HVACR technologies in the market. Berner Air Curtains brings an important dimension to our collective efforts in improving the region’s standards and technology awareness.”



USE A LITTLE WATER TO SAVE A LOT OF WATER



## ADIABATIC HYDROBLU™ - A SUSTAINABLE COOLING SOLUTION TO LOWER WATER USAGE AND POWER CONSUMPTION

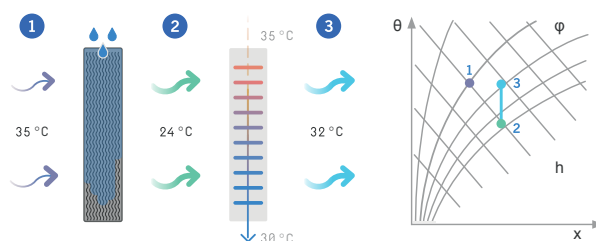
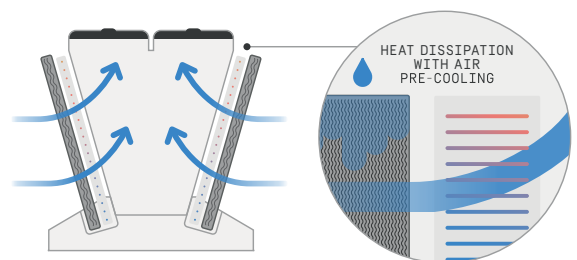
Adiabatic hydroBLU™ cooling uses water to precool the air with a pad system, and the heat exchanger stays dry. It makes the cooling system more efficient and ready for hot days.

### WATER EFFICIENCY

Combined with intelligent water control, this makes for an efficient cooling system. There’s no water recirculation, thus no water treatment needed. It’s ready to use 24/7.

### ENERGY EFFICIENCY

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## CAREL appoints Group Chief Technology Officer

Company says Paolo Faraldi brings more than 20 years' experience

By CCME Content Team

**P**AOLO Faraldi took office as the new Group Chief Technology Officer of CAREL. Making the announcement through a Press Release, CAREL said his appointment to the role reflects the Group's commitment to strengthening the scope and development of its technical areas, with the aim of increasing the integration and coordination of its technological processes.

According to CAREL, Faraldi brings to the Group more than 20

years' experience acquired at such companies as Fiat, Indesit, Philips and Electrolux, both in Italy and abroad. In this new role, CAREL said, he will be responsible for overseeing and coordinating the Group's technical and digital projects, with the aim of fostering synergy and innovation across all areas of development. This appointment is a key part of CAREL's strategy, which has always revolved around research, innovation and technology, the Group said.



Paolo Faraldi

Giandomenico Lombello, Managing Director, CAREL Group, said: "We are thrilled to welcome Paolo Faraldi. His experience and vision will be fundamental in guiding CAREL in facing new technological challenges and maintaining our leadership on the market."

## World Filtration Institute signs MoU with *Filtration + Separation* magazine

WFI President says the initiative represents a significant step toward unified industry leadership, where both organisations can amplify their impact

By CCME Content Team

**T**HE World Filtration Institute (WFI) and *Filtration + Separation* magazine (*FISE*) have signed a Memorandum of Understanding (MoU) at FILTECH 2024. Making the announcement through a Press Release, WFI said the MoU strengthens ties between the two organisations in the filtration and separation industry, emphasising their shared commitment to advancing technologies and supporting initiatives that foster a cleaner, healthier and more sustainable future.

Dr Christine Sun, President, WFI, commenting on the importance of the collaboration, said: "This MoU represents a significant step toward



unified industry leadership, where both organisations can amplify their impact. By combining WFI's expertise in scientific research and technologies with *FISE*'s extensive media reach, we are better positioned to serve the global filtration community and drive advancements that benefit society as a whole."

David Binge, Executive Brand Manager, *FISE*, expressing his enthusiasm for the partnership, said: "*Filtration + Separation* Magazine is excited to formalize this collaboration with WFI. This MoU sets the foundation for ongoing dialogue, shared advocacy and joint initiatives that will offer valuable insights to our readers and members alike. Together, we can foster growth and innovation across the industry."

Richard Lydon, Secretary-General, Filtration Society, UK, said: "Closer ties between these like-minded organizations will help foster the development, promotion and growth of new F&S solutions for our changing world."



# ENGIE Refrigeration launches AMONUM Air

Company says new series with natural refrigerant ammonia will be available from the spring of 2025

By CCME Content Team

**E**NGIE Refrigeration said it is expanding its product portfolio through offering its AMONUM Air chillers on the international market from the spring of 2025. Making the announcement through a Press Release, ENGIE claimed the new series of chillers has excellent efficiency values, and features the simultaneous use of Green Heat Recovery (GHR) for heat recovery and the use of the natural refrigerant, ammonia (R-717).

ENGIE said it presented the new AMONUM Air chiller series for the first time at this year's Chillventa, in October 2024. Jochen Hornung, CEO, ENGIE Refrigeration, said: "AMONUM Air ideally complements our existing portfolio at ENGIE Refrigeration. The chiller series reflects our guiding principle of 'Excellence in Cooling and Heating', as it offers outstanding seasonal efficiency and is also very environmentally friendly, thanks to the natural refrigerant, ammonia. This means that we are precisely meeting current demands in the cooling and heating market, as confirmed by the great interest shown by our customers at Chillventa."


According to ENGIE, the air-cooled AMONUM Air series is "Made in Germany". It is available on the market with four basic models, with a performance ranging from 400 to 1,500 kilowatts and for outlet temperatures between -15 degrees C and +15 degrees C, ENGIE said.

AMONUM Air is based on the proven technology of the QUANTUM Air chillers from ENGIE Refrigeration and offers the latest

E/I&C hardware and software architecture – such as EER Auto Control – in combination with optimally harmonised technology components, ENGIE claimed, adding that as a result, ENGIE Refrigeration specialists achieve very high seasonal efficiency.

The series convinces with maximum system safety and is considered to be technically permanently tight, which is of utmost importance when using


the refrigerant ammonia, ENGIE said. Ammonia is a refrigerant without ozone-depleting or global-warming potential and, beyond that, is highly efficient and cost-effective, ENGIE said. The chillers also come with several innovative variants, including the integrated GHR and the new high-temperature GHR, which allows outlet temperatures of up to 70 degrees C, ENGIE said, adding that both features work simultaneously, meaning that users can apply the waste heat simultaneously at two different temperature levels and in two separate hydraulic circuits. Hornung said, "Our new AMONUM Air series meets current and future requirements for both cooling and heating – whether in manufacturing industry, food industry or in building services.




**grfn ENERGY BENCHMARKING TOOL**

We have finally launched our Energy Benchmarking Tool that leverages comprehensive datasets on energy consumption across various building types to provide actionable insights and drive optimization.

Try it out here:  
[www.benchmarking.grfn.global](http://www.benchmarking.grfn.global)



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## State of Green highlights key role for District Energy

Body says betting on District Heating is key to futureproof our energy systems

By CCME Content Team

**A**T RECENT gatherings in Copenhagen, Brussels, Stirling and, most recently, Berlin, Danish decision-makers, experts and solution providers have made the case for putting District Energy centre stage, Denmark's State of Green said through a Press Release. And the global imperative for doing so is abundantly clear, the body added.

Heat comprises half of the world's total energy consumption and accounts for more than 40% of global energy-related CO<sub>2</sub> emissions, State of Green said. As climate effects intensify and urban populations grow,

the demand for sustainable heating and cooling solutions becomes more urgent, the body said. The energy system of tomorrow calls for solutions that are green, flexible, resilient and socioeconomically feasible, it said. Few solutions embody these qualities as well as District Heating and District Cooling – something that Denmark has long known to be true, State of Green added.

For over a century, and through several energy crises, District Energy has been a cornerstone of Denmark's efforts to address the ever-changing needs of its citizens and energy

systems, proving its resilience and adaptability, State of Green said.

Today, Denmark is, once again, betting on District Energy as a core solution in the next phase of the green transition of our energy system, State of Green said. With its fuel flexibility, storage opportunities and high energy efficiency District Energy enhances our energy security, enables the integration of renewables and, ultimately, plays a key role in ensuring that Denmark's goals of 70% emissions reductions by 2030 and climate neutrality by 2050 are within reach, State of Green said. ▶

## Denmark highlights its climate partnerships at COP29

New agreement set to internationalise the country's Climate Partnerships

By CCME Content Team

**D**ENMARK'S State of Green said the country's climate partnerships are set to become a model for global initiatives. This is the vision behind a new agreement that the World Business Council for Sustainable Development (WBCSD) and State of Green signed at the Denmark Pavilion during the COP29 climate summit, in Baku, Azerbaijan.

The two bodies announced the collaboration under the theme, "Denmark & WBCSD: A New Era of Public-Private Cooperation". The joint initiative will strive to replicate Denmark's model of climate partnerships across other countries and regions, aiming to internationalise Danish climate partnerships in the lead-up to COP30 in Brazil, in 2025.

With insights and learnings from Danish climate partnerships, Denmark will act as a knowledge partner for the project, State of Green said. Over the next 24 months, State of Green said, WBCSD and it will facilitate activities designed to promote knowledge-sharing among WBCSD's members. The emphasis will be on identifying and sharing the most impactful elements of



Denmark's climate partnerships with both governments and businesses internationally.

Jennie Dodson, Senior Director of Policy, Advocacy & Member Mobilization at WBCSD, said: "Our member companies depend on systemic transformations in global value chains to achieve the targets outlined in their corporate transition plans. They want to work closely with governments and investors to put in place the policies, business actions and financial incentives to achieve these transformations. The Danish Climate Partnerships have demonstrated the power of dynamic collaborative efforts that bring together the public and private sectors to

accelerate action by all actors.

"We are looking forward to working closely with State of Green over the next two years to explore the lessons our global membership can learn from the Danish Government's Climate Partnerships and how they can inform our work with our member companies and global network partners to develop innovative and new public-private collaborations in other regions of the world that tackle climate change, restore nature and reduce inequality."

Finn Mortensen, Executive Director, State of Green, said: "We are very pleased to enter this partnership with WBCSD to further promote experiences with the Danish Climate Partnerships. Danish companies and pension funds are globally recognised for their innovative approach to solutions and investments, as well as their strong belief in the strengths of public-private partnerships. Co-creation between business and industry, government, academia and vested interests has been a hallmark of Denmark for decades and a key driver for our green transition."



► In the aftermath of the most recent energy crisis, it is evident that other European countries are also looking to District Energy to futureproof their energy system, State of Green said, adding that the momentum is only bolstered by REPower EU and the

Fitfor55' package, which have rekindled the ambitions of several countries to develop heating and cooling networks.

Against this backdrop, State of Green said, it hopes that the Danish perspectives and solutions shared in its brand-new white paper can be a source of inspiration.

With contributions from several key Danish energy sector players, including the Danish Energy Agency, Danish Board of District Heating and Danish Industry, the white paper explores District Heating's potential to mitigate climate impacts and bolster energy security.



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E-mail: [admin@alliedco.org](mailto:admin@alliedco.org)  
Web: [www.alliedco.org](http://www.alliedco.org)

**BRANCHES:**  
**DUBAI, UAE**  
Tel: 0971 4 297 8500  
Fax: 0971 4 2652 192  
E-mail: [alliedae@eim.ae](mailto:alliedae@eim.ae)  
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## Eurovent to conduct IAQ matters conference

Event will focus on improving air quality in classrooms for better student health, wellbeing and performance, organisers say

By CCME Content Team

**T**HE IAQ matters conference by Eurovent: Breathing Achievement into Every Classroom will take place on January 22 at the Institute of Engineering Technology, in London. Making the announcement through a Press Release, Eurovent said the conference is designed to probe the link between good Indoor Air Quality (IAQ) and a positive learning experience in educational establishments. With the aim of turning academic research into practical, real-life solutions, the event will explore



ways to improve the achievement and wellbeing of children and adults in education, Eurovent said.

Eurovent said that along with its event partners – the Building Engineering Services Association (BESA) and the Chartered Institution of Building Services Engineers (CIBSE) – it will bring together a top line-up of speakers to explore the topic in depth. With IAQ affecting the health, comfort, and wellbeing of both learners and those working in education, the conference will consider a variety of factors to create good indoor environments.

Stijn Renneboog, Deputy Secretary General, Eurovent, said: “We cannot ignore the effects of poor IAQ on a significant proportion of the population, during the most informative years of their lives. The conference will feature the very latest research, industry insights, and real-life stories on the impacts and benefits of IAQ. The keynote will be delivered by the UK Health Security Agency (UKHSA), who will reveal the results of their latest review into IAQ in educational buildings. If you work in education, are a part of the HVAC community, are a facilities decision maker, or have an interest in the topic of IAQ, this event is not to be missed.”

Adam Taylor, Chair, BESA’s Indoor Air Quality Group, and CEO, ARM Environments, added: “There are no silver bullets to addressing IAQ – and no ‘magic box’ air cleaning solutions. Improving IAQ is a building engineering issue that calls for solutions that can be applied throughout entire buildings.

“Individual products do play a big part in this, of course, but they must be part of a joined-up, whole building solution based around fully designed, professionally installed and commissioned systems that are then maintained throughout their lifetime and supported by ongoing measuring and monitoring of airborne contaminants.

“Just as net zero cannot be delivered by single technologies, such as heat pumps, so air quality in buildings requires integrated solutions.”

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## BUSINESS DEVELOPMENT MANAGER - UAE

### Key Responsibilities:

- Develop and maintain relationships with distributors, clients, contractors, and key stakeholders in the UAE.
- Promote and sell our range of HVAC products, including Chillers, VRF, AHUs, Rooftop Units, Splits, and related equipment.
- Lead generation through active networking and introduction to new customers.
- Manage and collaborate closely with the team of application engineers to achieve sales targets.
- Provide technical expertise and support to clients
- Keep up-to-date with industry trends and competitor products to stay ahead in the market.

### Requirements:

- Bachelor's degree in Mechanical Engineering
- 7 - 15 years of experience in sales engineering within the HVAC industry within the UAE & GCC.
- Fluent in English & arabic
- Sales and networking skills
- Strong knowledge of HVAC equipment, including Chillers, VRF, AHUs, Rooftop Units, Splits, etc.
- Excellent communication and interpersonal skills.
- Proven track record of meeting or exceeding sales targets.
- Preferable connections with key stakeholders in the UAE market.

## SALES ENGINEER

### Key Responsibilities:

- Develop and maintain relationships with distributors, clients, contractors, and key stakeholders in the UAE.
- Promote and sell our range of HVAC products, including Chillers, VRF, AHUs, Rooftop Units, Splits, and related equipment.
- Lead generation through active networking and introduction to new customers.
- Manage and collaborate closely with the team of application engineers to achieve sales targets.
- Provide technical expertise and support to clients
- Keep up-to-date with industry trends and competitor products to stay ahead in the market.

### Requirements:

- Bachelor's degree in Mechanical Engineering
- 3- 5- years of experience in sales engineering within the HVAC industry within the UAE.
- Fluent in English.
- Sales and networking skills
- Strong knowledge of HVAC equipment, including Chillers, VRF, AHUs, Rooftop Units, Splits, etc.
- Excellent communication and interpersonal skills.
- Proven track record of meeting or exceeding sales targets.
- Preferable connections with key stakeholders in the UAE market.

## SENIOR SALES ENGINEER UAE

### Key Responsibilities:

- Develop and maintain relationships with distributors, clients, contractors, and key stakeholders in the UAE.
- Promote and sell our range of HVAC products, including Chillers, VRF, AHUs, Rooftop Units, Splits, and related equipment.
- Lead generation through active networking and introduction to new customers.
- Manage and collaborate closely with the team of application engineers to achieve sales targets.
- Provide technical expertise and support to clients
- Keep up-to-date with industry trends and competitor products to stay ahead in the market.

### Requirements:

- Bachelor's degree in Mechanical Engineering
- 5-7 years of experience in sales engineering within the HVAC industry within the UAE.
- Fluent in English.
- Sales and networking skills
- Strong knowledge of HVAC equipment, including Chillers, VRF, AHUs, Rooftop Units, Splits, etc.
- Excellent communication and interpersonal skills.
- Proven track record of meeting or exceeding sales targets.
- Preferable connections with key stakeholders in the UAE market.

## STRATEGIC BUSINESS FIELD MANAGER

The Strategic Business Field Manager will be responsible for developing and implementing strategic plans that align with our company's objectives, focusing on market expansion and business growth within the designated field. This role requires a strategic thinker with strong leadership skills and a deep understanding of market dynamics.

### Key Responsibilities:

- **Strategic Planning:** Develop and execute comprehensive business strategies to achieve organizational goals and drive growth in the assigned field.
- **Market Analysis:** Conduct thorough market research to identify trends, opportunities, and competitive threats, providing actionable insights to inform strategic decisions.
- **Business Development:** Identify and pursue new business opportunities, partnerships, and markets to expand our presence and increase market share.
- **Performance Monitoring:** Assess the effectiveness of implemented strategies and make data-driven adjustments as necessary together with Sales Director supervision.
- **Cross-Functional Collaboration:** Work closely with various departments, including marketing, sales, and operations, to ensure alignment and successful execution of strategic initiatives.
- **Risk Management:** Identify potential risks associated with strategic decisions and develop mitigation plans to ensure sustainable growth.

### Requirements:

- Bachelor's degree in Business, Engineering, or a related field. An MBA is preferred
- 3-7+ years of experience in business development, sales, or key account management within industrial, HVAC, or related sectors.
- Excellent communication, negotiation, and presentation skills.
- Strong analytical skills with the ability to assess and respond to market opportunities.
- Familiarity with the technical aspects of ventilation, motor, or drive technology is highly desirable.
- Ability to work independently and collaboratively within a team.
- Proven ability to drive sales and meet revenue targets in a B2B environment.
- Proficient in CRM software (Sales Force) and MS Office Suite.

### Preferred Skills & Attributes:

- Strong Knowledge of HVAC industry and key players in the market.
- Ability to build rapport and maintain relationships with a diverse range of clients and partners.
- Strong understanding of energy-efficient and sustainable solutions, and the ability to position these benefits to customers.
- Strong project management and multitasking skills.
- Ability to travel frequently for customer visits, industry events, and trade shows.
- Results-oriented, with a track record of meeting and exceeding sales targets.
- Excellent English written and spoken level

**Application Process:** If you are passionate about HVAC technology and have the skills and experience to excel in this role, we would love to hear from you. Please submit your resume and a cover letter detailing your qualifications and interest in the position. Contact [alissa@careersbay.com](mailto:alissa@careersbay.com)



# {Quoteyard}

We bring you a collection of some of the most interesting quotes, extracted from articles in this issue. In case you missed reading, we recommend you flip back to take full advantage of the insights and remarks, in the context in which they have been presented.

“ Shockingly, 60% of all global refrigerants sold are used to replace leaks in existing systems rather than getting used in new equipment, underscoring the environmental implications of inadequate refrigerant handling. To minimise environmental harm, technicians need solid training in refrigerant handling, recovery, recycling and proper disposal. ” p06

“ A peer-reviewed study by Swedish researcher, Anders Andrae predicts that the ICT industry could use 20% of all electricity and emit up to 5.5% of the world’s carbon emissions by 2025. And in a region that already faces a looming water crisis, Middle East data centre planners should be aware that today’s data centres use up an Olympic swimming pool worth of water every two days. Enhancing the energy and operational efficiency of Middle Eastern data centres is, therefore, the need of the hour. And liquid cooling has emerged as a leading solution to this challenge. ” p09

“ Researchers says that between 2023 and 2029, the data centre market in the Middle East will grow at a CAGR of 14.74%, with CAGRs of 17.55% and 16.48% in Saudi Arabia and the UAE, respectively. This investment will, undoubtedly, be directed towards keeping not just present needs but also future requirements in mind. With AI set to inject USD 320 billion into the region’s economy by 2030, there is no doubt that such compute-intensive applications will be among the primary workloads run in these data centres. ” p09

“ In addition, he has served as an arbitrator and defused several contractual disputes by applying a sharp and erudite engineering and legal/arbitration mind. Only those involved in protracted disputes will fully understand the deep sense of relief Engr. Abusaa has provided many building industry stakeholders over the years. ”

p11

“ To create a similar win-win scenario during the current transition period in the industry, the designer and the client should encourage a hybrid approach utilising traditional chillers as well as absorption chillers in chiller plant design. ” p30

“ This combination – absorption CH and PV-T – will use the solar energy more efficiently for the cooling system, with a very limited impact on the capital cost. Designing this type of system will need an accurate computational analysis for the annual operational cooling load, though, along with the weather data to ensure the right combination of the system. ” p32

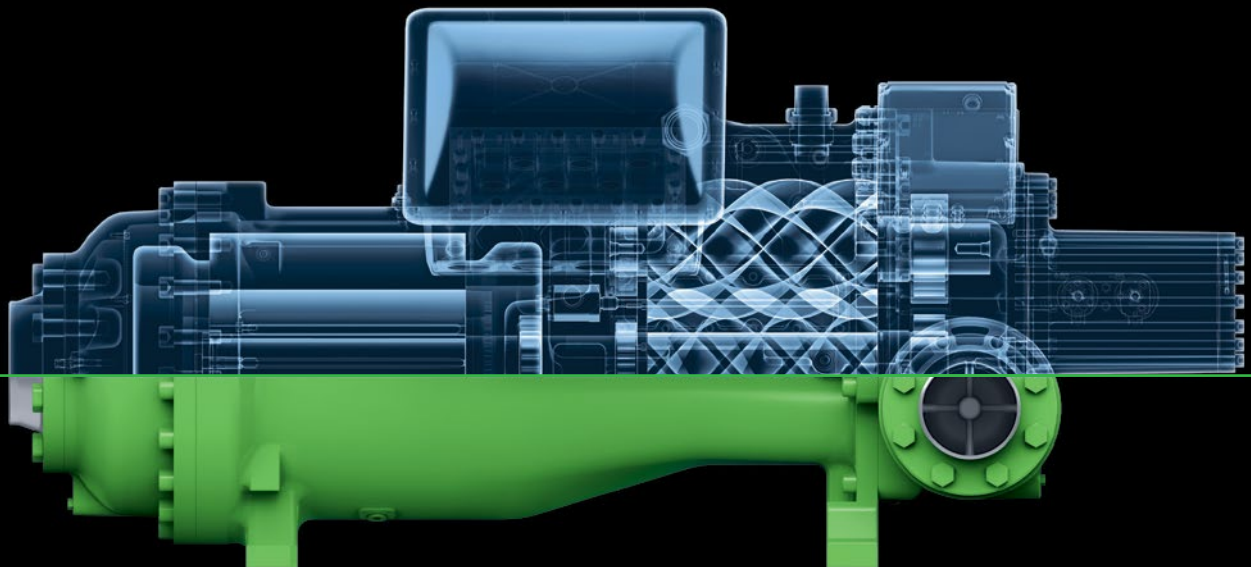
The Awards ceremony, earmarked to highlight and celebrate sustainability and excellence in building services engineering towards climate resilience and progressive strategies for improving building performance, was part of CIBSE Week 2024, a series of events that focused on building services engineering. ” p34





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