

TOSHIBA



Newsletter



David Dunn, Managing Director New Equipment Sales, Toshiba Carrier UK Ltd

Next Day Delivery Transforms Lead Times

This month we are proud to unveil our latest initiative to support our customers: chillers, AHUs and FCUs available from stock for next day delivery.

Yes, you read that correctly. We are investing in holding stocks of the most popular ranges of Carrier chillers and FCUs, and CIAT air handling units and FCUs, to give you immediate access to applied products that would normally take several weeks to manufacture and deliver.

Stocks will be held locally in the UK. So, all it takes is a phone call to us today, and the equipment can be on your site tomorrow, ready to be connected up and commissioned.

It means that our most popular applied products are, as of now, available off-the-shelf, in the

same way Toshiba DX systems always have been. This will transform project lead times, enabling you to meet rapid completion timescales and give your business a decisive competitive advantage. And it covers all the key HVAC technologies required on projects today.

Alongside, we are expanding distribution on the ground. We are delighted to announce that Carrier will now be available from CDL, CSD and Hushon. In Ireland, GT Phelan recently added CIAT to its long-standing Toshiba portfolio.

We want to make it as quick and easy as possible to source the equipment you need. Now, fast-track delivery and a one-stop-shop approach are standard with TCUK.

Now Available From Stock – Chillers, AHUs and FCUs

We are now stocking popular ranges of Carrier chillers and fan coils, plus CIAT air handling units and fan coils, for next day delivery across the UK.

Carrier's new rapid response service, Carrier Business Line, includes the AquaSnap® 30RBS range of chillers, available in capacities from 40kW to 160kW, and Idrofan 42NH ducted FCUs and 42GW cassettes. CIAT's fast-track service, known as CIAT Red Label, covers Floway air handling units, Comfortline ducted FCUs and Melody cassettes.

Paul Smith, TCUK's sales director for applied products, said: "Delivery lead times are often a key issue for installers and end users. Our new stocking policy enables us to provide customers with a super-quick response to urgent orders, with next day delivery of our most popular models across the UK."



He added: "Standard delivery times of around eight weeks for air handling units, six weeks for chillers, and three-to-four weeks for fan coils can result in additional site costs

for the contractor and means buildings may remain unoccupied and unproductive, translating into lost revenue for the client. TCUK can deliver next day, transforming lead times and enabling projects to be completed rapidly. Even local manufacturers are unable to provide this speed of turnaround."

The initiative complements the company's long-standing DX air conditioning stock offering on Toshiba VRF and split systems. Finished chillers, air handling units and FCUs will now be stocked at the company's locations in Plymouth and Stockport, giving customers quick access across the country.

Carrier Aquasnap 30RBS chillers are suitable for a wide range of commercial and industrial applications. Based on efficient scroll compressors, they are equipped with the latest
turn to back page

Need more information? Contact our marketing team:

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Carrier equipment now available via three existing UK distributors

We are delighted to announce that we are expanding distribution of Carrier equipment through our existing distributor network.

Cool Designs Ltd, Cool Solutions Distribution Ltd, and Hushon (UK) Ltd have added Carrier to their existing portfolios of Toshiba and CIAT equipment. In Ireland, GT Phelan has added CIAT equipment to its long-running Toshiba distributorship.

David Dunn said: "We already provide an integrated offer across our brands to direct customers, and this has been highly successful and growing rapidly. It is a logical progression to extend cross-brand accessibility to the distributor channel, so that more customers can benefit, backed by high quality technical, design and after-sales support."



He added: "Our brands are leaders in their fields, spanning the three key HVAC technologies – Toshiba for DX, Carrier for chillers, and CIAT for airside. This gives customers an unmatched offering covering all project requirements."

A one-stop-shop approach has major benefits for installers. Being able to purchase all equipment required for a project from a single source simplifies the procurement process – reducing time, streamlining administration, and giving a single point of contact for queries and support.

Concealed Carrier Solution for Revamp of London's Famous Farmiloe Building



London's celebrated Farmiloe Building, often used for film and fashion shoots due to its exemplary Victorian architecture, has been equipped with a state-of-the-art Carrier air conditioning system as part of a major refurbishment and extension.

Originally built as headquarters and warehouse for lead and glass merchant George Farmiloe & Sons, the building includes a spectacular glazed atrium with exposed wrought-iron beams and panelled offices. The project involved back-to-brick renovation of the original 150-year-old building, restoration of the iconic Victorian façade and creation of a new-build modern extension.

BREEAM Excellent

Comfort cooling for the 60,000sq ft site uses a combination of high efficiency Carrier Idrofan 42NZE four-pipe fan coil units (FCUs), exposed thermal mass, and cast in air ducts supplying passively heated and cooled air to each fan coil unit. This enabled the building to achieve a Building Research Environmental Assessment Method (BREEAM) rating of Excellent.

Consultant Skelly & Couch specified the Carrier fan coils for use in the building's perimeter-based heating and cooling system, with senior engineer Katharine Scott working alongside director Mark Skelly.

High quality finish

Dr Skelly said: "The system was designed to be fully concealed or boxed-in, matching the high quality finish of the building. The Carrier units meet the specific requirements of the project well, and provide the energy performance and low noise operation required."

He added: "The system had to be designed to operate using the temperature ranges delivered by the part heat pump-based water system and the phase change coolth store, so that the carbon reductions outlined in the London Climate Change Plan could be achieved, without the need for renewables."

The modern addition to the Grade II-listed Victorian landmark, also owned by Aberdeen Standard Investments, is set to become the UK headquarters of a global live entertainment company and ticket provider.

NHS Nightingale Exeter Fast-Track Project Cooled by Toshiba Heat Recovery VRF

High efficiency Toshiba VRF air conditioning – supported by some 5km of electrical cabling – has been installed as part of a fast-track project for the new NHS Nightingale Hospital at Exeter.

The 116-bed facility, operated by the Royal Devon and Exeter NHS Foundation Trust, is part of the UK's network of seven Nightingale Hospitals designed to treat patients with coronavirus, and remains on standby in case extra capacity is needed for patients with COVID-19.

Cassettes

The air conditioning project was designed and installed in seven weeks, and includes 46 Toshiba SHRMe heat recovery air conditioning systems linked to high capacity 14kW Toshiba cassette indoor units. The system serves hospital wards, testing facilities, meeting rooms and clinical support areas. A high performance Toshiba split system also cools the hospital's server room.

Gary Tidball, who headed the design and installation project for Mechanical and Electrical contractor TClarke, said: "It is a substantial project and involved high heat gains, requiring careful planning due to the complexities of the site and the critical healthcare application. We selected Toshiba because of its reliability and the company's large capacity cassettes, which enable a high density of cooling with minimal intrusion of indoor units into the building's occupied space."

He added: "The support we received from Toshiba throughout the project was out-



standing. Seven-day-a-week working was required to meet the project timetable, and early on in the project Toshiba's regional sales manager Wayne Dolley himself delivered units to site over a weekend to ensure work could progress."

Ward cooling

To optimise air circulation and cooling, TClarke converted the 4-way cassettes to two-way units, augmenting lateral coverage along the length of wards. Closing off two side-outlets in this way delivers increased cooling and air-throw to the remaining open louvres.

Toshiba's SHRMe three-pipe heat recovery VRF air conditioning system sets a new industry benchmark for energy efficiency performance and continuous heating,

achieving a world-first of 8 ESEER (European Seasonal Energy Efficiency Ratio) in most capacities.

It is based on an advanced rotary compressor, developed and manufactured by Toshiba, which uses a two-stage compression process for improved efficiency and performance. Wear surfaces on compression vanes are treated with a high-tech Diamond-Like Carbon (DLC) coating, giving outstanding hardness, wear resistance and reliability.

This enables a significant increase in compressor rotation speed, resulting in a higher displacement volume – up to 50per cent greater than for the previous generation of VRF systems, delivering a higher duty from a smaller compressor, while consuming less power.



WH Smith's Swindon HQ Gets CIAT and Toshiba Combo



Staff and visitors to WH Smith's headquarters in Swindon will benefit from installation of a combined CIAT ventilation and Toshiba air conditioning system.

The upgrade of the 7-storey landmark building, headed by main contractor UC Build, has transformed offices, meeting rooms and open-plan communal work areas at the Swindon site.

The new system includes a CLIMACIAT Airaccess 70 air handling unit and Toshiba's premium three-pipe, heat recovery SHRMe VRF air conditioning, installed by Woodward & Co. Consultant on the project was Synergy.

The Toshiba system is linked to high performance ceiling-suspended cassettes and wall-mounted indoor units. All CIAT and Toshiba equipment is connected into a high-level Building Management System (BMS), which provides estate-wide oversight and performance optimi-

sation to ensure energy consumption is further minimised.

Louis Badham, who led the air conditioning project for Woodward & Co, said: "The project made good use of the Toshiba VRF's long pipe runs to deliver a superb result. The site has a particularly generously-sized plant room, converted from a previous storage facility, so we had plenty of space to manoeuvre equipment into place and install pipe work."

He added: "I was extremely impressed by the support provided by Toshiba Carrier UK, and have passed on contact details to colleagues in relation to other projects."

CLIMACIAT Airaccess is CIAT's solution for multi-use commercial buildings. It is designed to achieve the highest performance levels in complete compliance with all the relevant standards and regulations.



Now stocking with next-day delivery for HVAC projects across the UK

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generation low-noise Flying Bird fans made of high performance composite material, auto-adaptive microprocessor control, an electronic expansion valve and an optional variable-speed pump for even higher efficiency. All units are tested before leaving the factory to ensure they operate first time when installed.

Plug-and-play

CIAT's Floway is a high performance, compact, packaged dual-flow air handling unit, equipped as standard with high efficiency EC motor, heat recovery unit and built-in controls. The intelligent



design incorporates plug-and-play technology for easy installation and servicing.

Paul Smith concludes: "With the introduction of Carrier and CIAT stocking alongside Toshiba's long-standing off-the-shelf availability, we can now offer a complete range of hydronic, airside and DX equipment for next day delivery. This means customers have immediate access to comprehensive solutions able to meet most HVAC project requirements."