

TAS PERFORMS AS PROMISED

When a major project is signed on the dotted line, the service provider's ability to perform is always on the back of the buyer's mind. With today's fast-paced market in the GCC, it is more important than ever to work with project partners with an established reputation for getting the job done.

In the GCC commercial comfort, industrial process and district cooling markets, the scale of regional projects range from small, single facility to large-scale projects of over 100,000 TR. No other region in the world is as active in the



HVAC&R industry. The major players in the GCC market are tapping global supply chains to sustain their ability to perform. At no other point has *performance reliability* been as important, as developers rush to get major projects on-line and revenue producing.

Cost is still important in a highly competitive market with significant, multi-year projects at stake. But while important, the ability to perform is considered to be just as critical. Companies with a strong reputation and proven track record for *performing as contracted* have a competitive edge in the GCC HVAC&R market.

With the announcement of the commissioning of the Jumeirah Beach Residence (JBR) district cooling plant, TAS has demonstrated its ability to perform in record time. JBR has the distinction of being the first and – at the time of contract signing in February 2004 – the region's largest *packaged central plant* project.

"By capitalizing on our TAS F-Series packaged chilled water plant standard design, we were able to meet our customer's needs with a customized design for the Jumeirah Beach Residence district cooling project. Leveraging an investment in over 9,000 cumulative engineering hours in F-Series product design, our team was able to complete the JBR project design and begin building product within just four weeks of signing the purchase order. In fact, the first unit was shipped out of TAS' manufacturing plant in just 30 weeks of receipt of purchase order," said Keith Evans, Managing Director, TAS Middle East & Africa.

Empower Energy Solutions and the general contractor for the JBR project, Drake and Skull International (DSI), are the first to innovate in the region with TAS packaged central plant technology, which is centered around the highly efficient Trane CenTraVac™ chiller. The central plant design includes twelve 5,000 TR TAS packages, for a total of 60,000 TR. As a major vendor on the project, TAS managed the design, manufacture and commissioning of the central plant installation. TAS, in a global distribution arrangement with Trane, partnered with Wabco Trane on this project.

Working in conjunction with DSI, the general contractor, TAS has completed system commissioning and all 12 packages are operational. The chilled water plant is currently serving 17 buildings in the JBR complex that are now on-line, out of 36 residential and four hotel towers, in addition to shopping malls, restaurants and office space, totaling 22 million sq ft.