



SAIRAC

The South African Institute of Refrigeration and Air Conditioning
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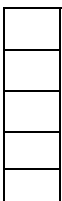
NOTICE OF TECHNICAL MEETING

VENUE: ACRA, 203 ELEMENT ROAD, CHLOORKOP,
KEMPTON PARK
DATE: 21 FEBRUARY 2018
TIME: 18H00 for 18h30
SPEAKER: Mr. Patric Unterdorfer

Globel Sales Manager, Labs & Cleanrooms, TROX Germany

SYNOPSIS OF TALK

Are you rich enough to buy cheap? What about the hidden costs not included in the purchase price? Today it is common practice to cherry-pick different components for your HVAC System, depending on the price. On paper, technical specifications match the requirements, in reality it is like comparing apples with pears. With this approach, you might reduce the purchase costs for your components but now you need to bring them all together to work as a system. But now you spend at least double of your savings for the integration. If you consider the total cost of ownership, you can reduce your total costs when using innovative high tech system components. Therefore, before designing your HVAC system, take a moment to evaluate the total invest costs including the system integration and then add the cost of operation. Take a critical look and I am sure you agree with me.



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