

Proven VLT® quality in Kuala Lumpur Mall project



Danfoss Drives provide drives for office towers 2 and 3 of The Garden Mid Valley project in Kuala Lumpur.

Previously Danfoss supplied all the drives for phase 1 of Mid Valley City, which is a 4.5 million square foot mega-mall consisting of a shopping mall, office complex and hotels situated in Kuala Lumpur, Malaysia.

During 2006 Danfoss secured the Mid Valley City Phase 2 expansion project, called The Garden Mid Valley.

This expansion consists of a shopping mall slightly smaller than that built in Phase 1 and the construction of two office towers built in between the Phase 1 and Phase 2 shopping malls.

The shopping mall project valued at USD 180,000 with 140 x VLT® 6000 IP54 drives will be delivered in February 2007 with support of the owner and consultant.

Despite very low priced offers from competitors, Danfoss won, because the VLT® 6000 is a better product, with: robust

metal IP54 enclosure; quick and easy installation without the need to remove and then re-install rubber plugs during installation; maintenance free, as opposed to the competitor recommending cooling fans be replaced every 3 and 5 years. Danfoss also offers superior Category C1 /Class B1 RFI filter; AEO and proven quality and reliability from the Phase 1 installation.

The contractor placed the order with Danfoss for the two office towers for 110 x VLT® 6000 IP54 to be delivered early in December.

Andrew Cooper, Sales Manager, HVAC Asia/Pacific, says, "We finally won the order based on our product quality, HVAC features and benefits, dedicated team work, logistic support from the Danfoss Drives headquarters. We were able to support all parties involved in the project, and most important, we offer persistence in our approach."

"When all the drives are installed, including Phase 1 there will be a total of 360 VLT® 6000 IP54 installed in the whole Mid Valley City. This success will further strengthen our leading market position in Malaysia."