
Forward thinking wins prestigious contract in China

SHENZHEN, CHINA: LOCATED IN THE SOUTHERN TIP OF GUANGDONG PROVINCE, SHENZHEN IS THE ONLY MAINLAND CITY THAT BORDERS ON HONG KONG. THE CITY BOASTS A POPULATION OF 10 MILLION UNDER ITS JURISDICTION – OR ABOUT 32 TIMES THAT 25 YEARS AGO, WHEN IT WAS FOUNDED AND DESIGNATED AS CHINA'S FIRST SPECIAL ECONOMIC ZONE (SEZ).

IN RESPONSE TO THE BOOMING BUSINESS AND POPULATION, THE CITY CROSSING, A LARGE-SCALE URBAN COMMERCIAL PROJECT, WAS INITIATED IN 2002. THE MASSIVE PROJECT LOCATED IN SHENZHEN'S FINANCIAL BUSINESS CENTRE COVERS AN AREA OF AROUND 80,000 SQUARE METERS AND OFFERS A TOTAL FLOOR AREA OF 480,000 SQUARE METERS. THE COMPLEX COMPRISES OFFICE BLOCKS, AN IMPRESSIVE SHOPPING AND ENTERTAINMENT CENTRE, AND A FIVESTAR HOTEL. CITY CROSSING IS A MODERN LANDMARK IN SHENZHEN AND A CENTRE FOR COMMUNITY ACTIVITIES.

THE SITUATION

The first stage of the tender covered pumps for a large-scale air-con system for the office tower and 180,000-m² shopping & entertainment centre, but also a large skating rink in the centre.

Prior to the actual bidding, the architect and contractor had defined the requirements and design of the system, leaving it to the pump manufacturers to present the most economical, innovative, and energy-efficient solution. In competition with several other leading pump manufacturers, Grundfos approached the project to keep residents and shoppers

TOPIC:

Unique tender - Energy-efficiency - Substantial savings

LOCATION:

Shenzhen, China

COMPANY:

Grundfos

in Shenzhen cool during the hot and unbearable humid summer months.

THE GRUNDFOS SOLUTION

Having examined the customer's original design and requirements, the Grundfos team came up with an unconventional bid for the project. Parts of the original design simply weren't compatible with the requirements for energy-efficiency.

In the tender, the Grundfos team presented two solutions: One that conformed to the original design, but not the required efficiency, and another based entirely on the recommendations and expertise of the Grundfos team. From the comparison included in the tender it was clear that the initial purchase price including piping and accessories of the alternative Grundfos solution, was approximately 40 % lower. On top of that, the energy consumption of the alternative Grundfos solution at full power would be 190 kW/h compared to the 960 kW/h of the requested model.

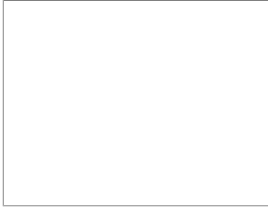
After having studied the Grundfos tender and methodically gone through the calculations, the investor, the architect, and the contractor finally yielded to the Grundfos solution. Although this solution meant changing parts of the original design, the savings were much too big to be ignored.

THE OUTCOME

Grundfos supplied a total of 73 pumps and pump systems and 13 control panels for the complex. These comprised pumps for the air-con system, a skating rink, several fountains, and boosters for the water supply. All systems are running smoothly and the centre with the airconditioning and the skating rink is a popular attraction and much needed refuge from heat and humidity during summer.

The customer is very satisfied with the system and the innovative Grundfos solution. As a result, Grundfos has high expectations for the second phase of the project – a five-star hotel.

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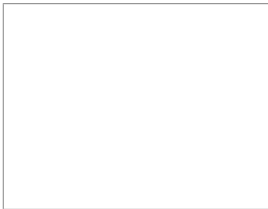
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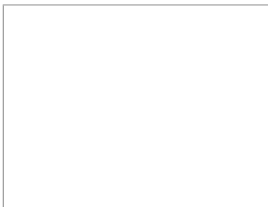
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