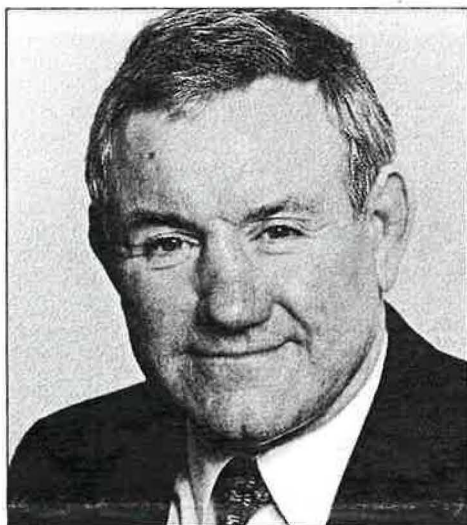


THE WORK OF EUROVENT

A GROWING RANGE OF AIR-CONDITIONING AND REFRIGERATION PRODUCTS
ARE COVERED BY EUROVENT CERTIFICATION PROGRAMMES

Why manufacturers support Eurovent certification

FORWARD-THINKING MANUFACTURERS HAVE LONG APPRECIATED THE BENEFITS OF HELPING TO CULTIVATE A LEVEL PLAYING FIELD. **ALAN DUTTINE** GIVES AN INSIDE STORY.



Eurovent promotes fair competition — Alan Duttine.

Prior to the introduction of the Eurovent certification programmes, end users and consultants were often faced with exaggerated claims from competing manufacturers, many of whom were making false claims concerning the performance of their products.

UNACCEPTABLE

This was clearly an unacceptable situation, because those manufacturers who were supporting their products by carrying out performance testing and publishing accurate data were failing to win orders as they were generally perceived as more expensive. Products were not being compared on a like-for-like basis.

Performance testing and certification is well established in the USA, and the American Air Conditioning & Refrigeration Institute (ARI) has been running a series of excellent programmes for many years. A similar situation has prevailed in Japan with JRAIA.

Since the establishment of the Eurovent schemes, we, as manufacturers, have benefited in many ways from a close involvement in the programmes that were established to protect the end user and make the task of the consulting engineer and the design engineer much simpler.

ACCURATE DATA

End users and specifiers now have a single source of accurate performance data relating to a wide range of products from major manufacturers — data which has been scrutinised and verified.

There have also been other substantial benefits to

manufacturers. The Eurovent working groups bring together engineers from a variety of company and national backgrounds, and encourage co-operation in the formulation of standards and testing procedures, which in turn leads to the development of better systems.

DIALOGUE

This dialogue between competing manufacturers has led to a much greater appreciation of the tasks that confront us. What has been extremely reassuring is the significant amount of time that has been devoted to the Eurovent ideals by senior people in our industry.

As manufacturers we also benefit from the compilation of statistics that are available only to participating companies. We also receive a great deal of technical information that emanates from the working groups.

FAIR COMPETITION

Originally conceived as a programme for Europe-based manufacturers, the programmes have had another beneficial effect on fair competition within the EU. In recent years manufacturers based outside Europe have begun to recognise the benefits of the scheme and have joined programmes to obtain certification of their products whilst simultaneously gaining knowledge and expertise which results from membership of working groups.

Eurovent also maintains close contacts with the other major associations around the world. Close ties have been developed with JRAIA, ASHRAE, ARI and CREI. Perhaps the single most significant development is the

recent Eurovent/ARI agreement on chiller certification, which has made mutual recognition a reality.

One key feature of all Eurovent activities is the fact that involvement in whatever

capacity is entirely voluntary. Participation in the programmes confirms that a manufacturer has a genuine desire to present its products in a favourable but accurate light.

The ultimate objective of our membership of Eurovent is to see the organisation become a self-regulating body, which is recognised by Government, end users and the industry as a

whole. This will enable the industry's own expertise to sensibly lead the debate on developments, rather than have the views of others imposed upon us.

Alan Duttine is joint managing director of Airedale International Air Conditioning Ltd.

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