



Training Danfoss ADAPKOOL Controls

Adnan Güney, Technical Support Manager



Kısaca ben



Adı: Adnan Güney

Sorumluluklar: Teknik Destek & Eğitim Müdürü

Deneyim: Mak.Yük.Müh., 4 yıldan fazla Danfoss'da, toplam 12

yıllık soğutma tecrübesi

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Danfoss TR, Cooling, İçerenköy Ataşehir/İSTANBUL

Agenda

> Market

- > Trends, position, Channels
- > Segmentation
- Key applications and product coverage

> Basic Case Controls

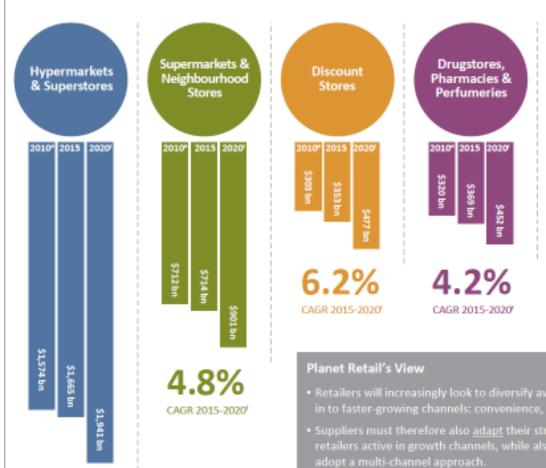
➤ EKC 202

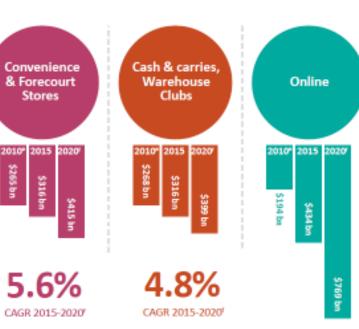
> High End Case Controls

- ADAP-KOOL® History
- > AKV(H) 10 vs. AKVP 10
- > AK-CC550A

Hypermarkets & superstores set to experience the slowest rate of growth

Global: Channel Sizes by Banner Sales, 2010e-2020f





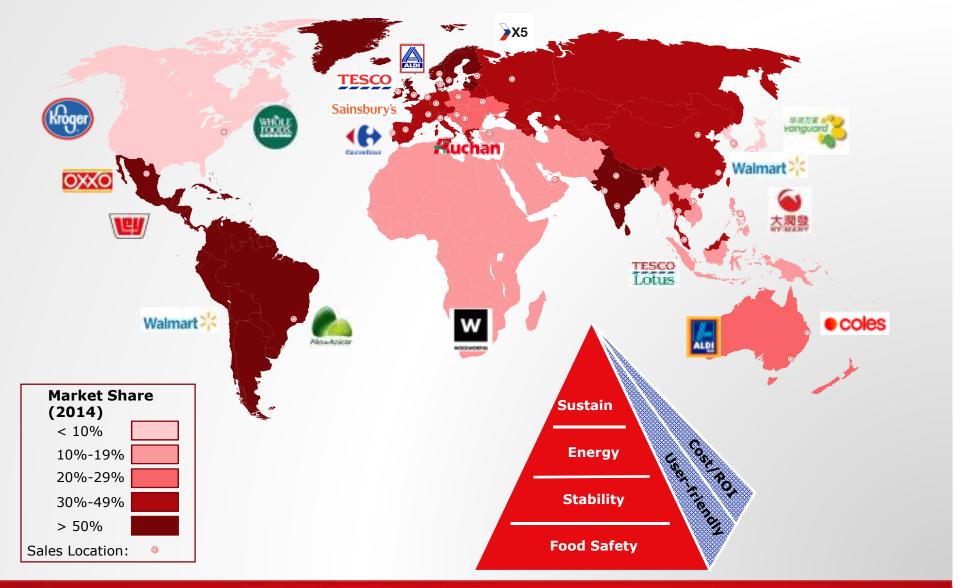
12.1% CAGR 2015-2020

- · Retailers will increasingly look to diversify away from slow-growing big-box to tap in to faster-growing channels: convenience, discount and online.
- Suppliers must therefore also adapt their strategies to reflect this shift, targeting retailers active in growth channels, while also partnering with retailers looking to
- margins, so differentiating products to avoid direct comparison will be important.

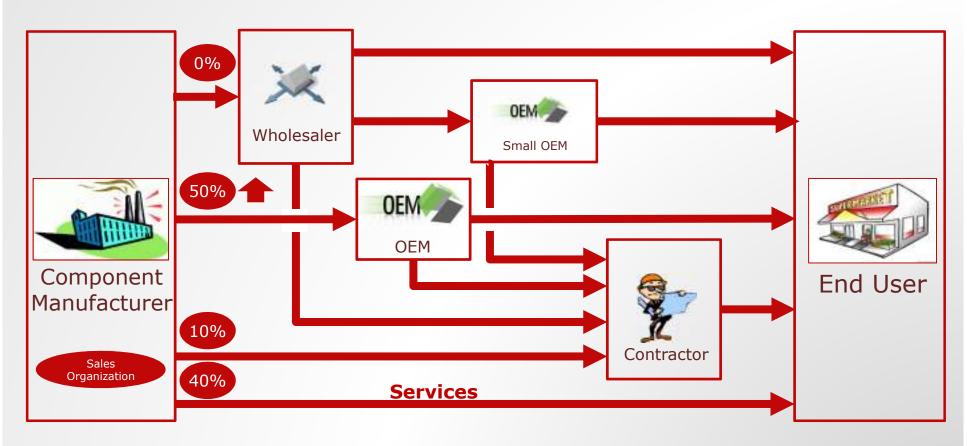
3.1%

CAGR 2015-2020⁶

Danfoss holds the leading position globally



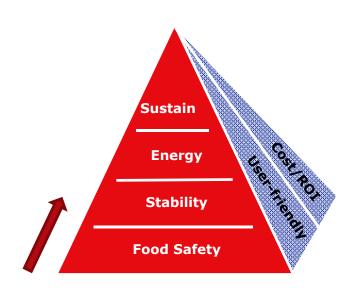
Large OEMs are gaining influence within the push/pull structure – Channels of influence



Small format store are largely OEM driven Large format stores are largely end user driven

Small Stores with first cost focus

	Small	Medium	Large
High End (TCO)			
Basic (First cost)	$\sqrt{}$		



ERC11x EKC 102

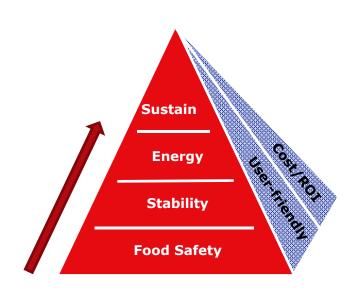




- Key decision maker
 - OEM / contractors on behalf of independent shop owner
- Main drivers
 - Legislation (Food Safety)
 - Cost Cost Cost
- Typical stand alone
- Refrigeration focus
 - Stand alone plug in cabinets
 - Remote cabinets and rooms with condensing units
- Controls factory installed by OEM's
- Channel to market OEM's / WS

Small Stores with Total Cost of Ownership Focus

	Small	Medium	Large
High End (TCO)	\checkmark		
Basic (First cost)			



AK-SM 820 EKC/AK-CC 2xx/3xx AK-PC 351



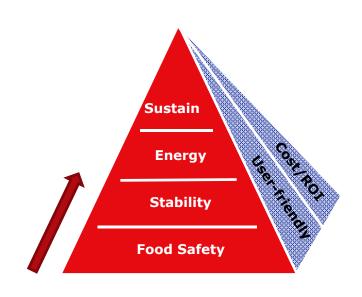




- Key decision maker
 - Technical department at Chain / HQ
- Main drivers
 - Minimize Operation cost across chain
 - Legislation (HACCP / Refrigerant)
- System integration of technical equipment for remote monitoring and service
- Full store focus
 - Plug in cabinets
 - Remote cabinets and rooms with condensing units
 - HVAC and light controls
- Controls factory installed by OEM's
- Channel to market OEM's / WS
- System integrator needed for system solution

Medium size stores with first cost focus

	Small	Medium	Large
High End (TCO)			
Basic (First cost)		\checkmark	



AK-SM 850 AK-CC 2xx/3xx AK-PC 551



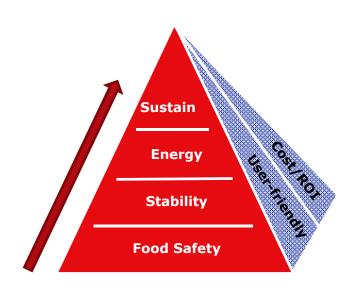




- Key decision maker
 - OEM / contractors/ Consultant on behalf of independent shop owner
- Main drivers
 - Legislation (Food safety)
 - First cost
- Refrigeration focus
 - Plug in cabinets
 - Remote cabinets and rooms centralized pack control
- Controls factory installed by OEM's or mounted by refrigeration contractor
- Channel to market
 - OEM's, Contractors

Medium size stores with total cost of ownership focus

	Small	Medium	Large
High End (TCO)		\checkmark	
Basic (First cost)			



AK-SM 880 AK-CC 5xx AK-CT 200 AK-PC 7XX

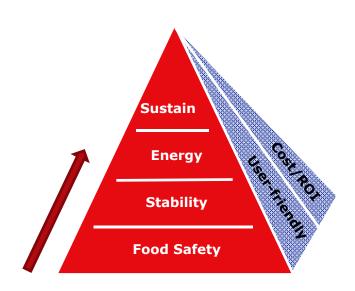


- Key decision maker
 - Technical department at Chain / HQ
- Main drivers
 - Legislation (HACCP / Refrigerant)
 - Operation cost reduction
 - Green Image
- Full store energy saving (refrigeration highest share)
 - Plug in cabinets
 - Remote cabinets and rooms centralized pack control
 - Basic HVAC and light controls / override
- Controls factory installed by OEM's or mounted by refrigeration contractor
- Channel to market
 - OEM's, Contractors



Large stores with first cost focus

	Small	Medium	Large
High End (TCO)			
Basic (First cost)			\checkmark



AK-SM 880 AK-CC2xx/3xx AK-XM AK-PC 5/651





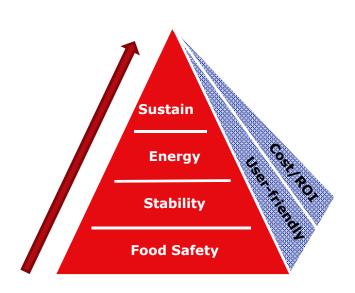


- Key decision maker
 - Technical department at Chain / HQ
- Main drivers
 - Legislation (Food safety)
 - Energy cost reduction
- Full store focus
 - Remote cabinets and rooms centralized pack control
 - Plug in cabinets
 - Basic HVAC and light controls / override
- Controls factory installed by OEM's or mounted by refrigeration contractor
- Channel to market
 - OEM's, Contractors
 - System integration by ?



Large stores with total cost of ownership focus

	Small	Medium	Large
High End (TCO)			\checkmark
Basic (First cost)			



AK-SM 880 AK-CC5 xx AK-CT200 AK-PC 78x



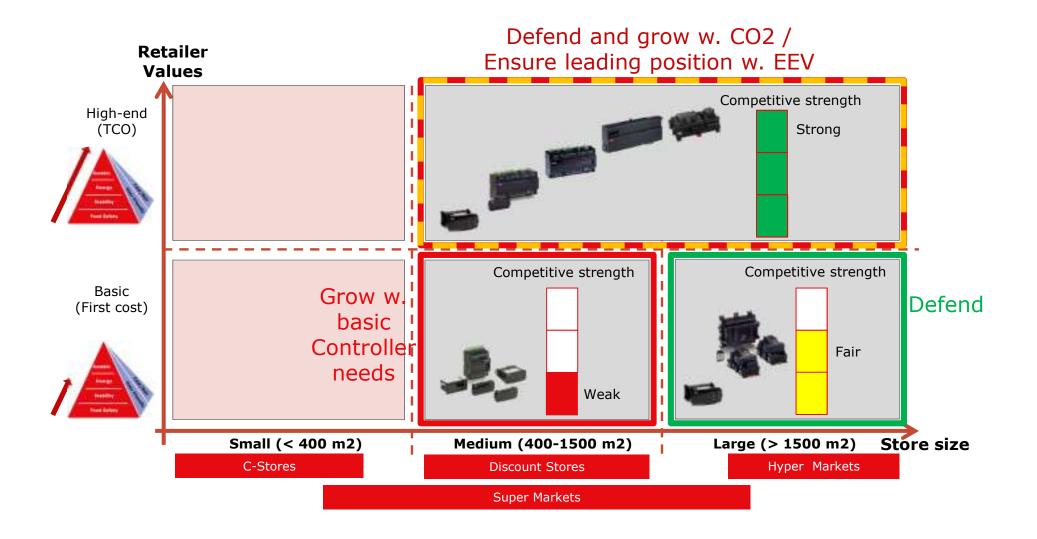






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 - HVAC and light controls
- Controls factory installed by OEM's or mounted by refrigeration contractor
- Channel to market
 - OEM's, Contractors

Competitive strength - Case controls focus



Food Retail Controls Portfolio



Total Store Control Portfolio



Remote cases:

Roll in



Semi Verticals



Vertical freezers and combinations



Multi deck



Islands & Wall-sited



Semi Plug-ins:

• Multi deck Chiller - Water



Multi deck Chiller - Hybrid



Plug & Chill



Plug-ins: Supermarket Islands, Multi deck, Ice Cream Merchandisers, Fresh & Beverage

Supermarket Islands



Multideck Chiller



Ice cream



Fresh & Beverage



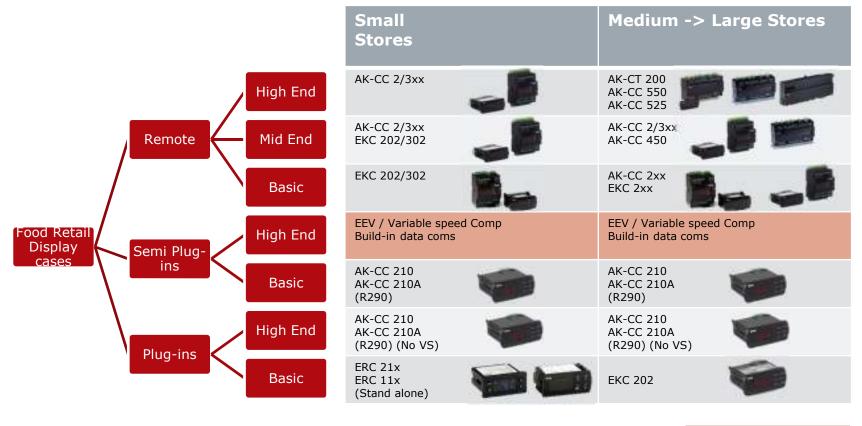
ADAP-KOOL® Case Controller Overview



	EKC 202 /302	AK-CC 2xx /350	AK-CC450	AK-CC 525 /550	AK-CC 750	AK-CT 200	
Controller type	Basic Refrigeration Controller	Conventional Refrigeration Controller	High-end Evaporator Controller	High-end Evaporator Controller	High-end Evaporator Controller	Controller Tray Evaporator and power control	
Valve control	TEV	TEV	TEV/ Pumped CO ₂	AKV(H)	4x AKV(H) /Stepper/ TEV	TEV or AKV(H)	
Control method	ON-Off	ON-Off	Modulating or ON-Off	MMS Superheat Control	MMS Superheat Control	MMS Superheat Control	
Application	-	Application Macros	Application Macros	Application Macros	Application Macros	Application Macros	
Data communication	Modbus or Lon Optional	Build-in Modbus Opt. LON	Build In Modbus Opt. LON Opt. TCP-IP	Build-in Modbus Opt. LON Opt. TCP-IP	Build-in LON	Build-in Modbus Opt. LON	

Food Retail Application / product coverage

Case Controls



Not covered by Danfoss controllers today

Cold room and condensing unit controls



ENGINEERING TOMORROW



Basic evaporator controls

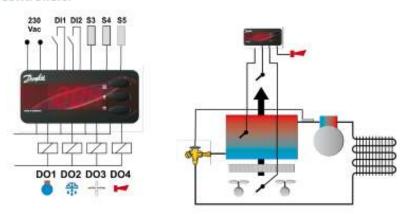
EKC 2xx/3xx AK-CC 2xx/3xx

EKC 202 Product overview

Electric connections and applications

Below example is showing electrical wiring diagram for application 1 of EKC 202D.

The table on the right hand side shows an overview for all controllers.



Controller	Applica-	Outputs			Inputs					
Controller	tion no.	DO1	DO2	DO3	DO4	53	54	S5	DI1	DI2
EKC 202A	Only 1	<u></u>	***				•	•	•	
EKC 202B	Only 1	<u></u>	ego.	+			•	•	•	
EKC 202C	Only 1	<u></u>	45	+	*		•	•	•	
EKC 202D	1	5	<u> </u>	+	-	•	•	•	•	•
	2	5	- CD3-	+	*	•	•	•	•	•
	3	<u>5</u>	305	+	888888 18111	•	•	•		•



HACCP Compliant

Factory calibration ensures that all EKC 202 controllers in combination with a Pt 1000 sensor have a measuring accuracy better than +/-1°C in the temperature range between -30°C and +15°C.



Quick and easy installation:

The integrated mounting brackets in the controller's housing ensure. a quick and easy mounting of the panel.



IP 65 rating guarantee: Integration of push buttons and packing in the controller's front panel. emures a cleaning-safe tightness.



EKC 202 Functions

Thermostat

- ON/OFF heating or cooling thermostat
- Sensors: Danfoss Pt1000, PTC1000 or NTC5000
- · Day / night control
- Thermostat band
- Alarm thermostat with delay

Defrost

- Electrical, natural or hot gas defrost
- Start via DI input, time interval or schedule (RTC)
- Defrost on demand
- · Stop on time or temperature
- Coordinated defrost

Compressor

- Anti cycle timers for optimum protection
- · High-effect 16A relays for connection of compressors without use of intermediate relays

DI input

 Multi purpose DI input for defrost start, door function, night setback, main switch, appliance cleaning, general alarm, defrost coordination and thermostat band.

Fan

- · Fan delay during defrost
- · Fan stop when compressor cuts out
- Fan stop at high S5 temperature

Light control

Light control of day/night, door, or via network

Other functions

- S5 sensor can be used for monitoring of condenser temperature or as product sensor
- · Door function with alarm monitoring
- Manual control of outputs
- Case cleaning function

Supplementary options

- RS 485 network card for connection to network
- · Battery back-up card for real time clock
- "Copy key" programming key

EKC 202D specialities

- 3 applications selectable
- Weighted thermostat, alarm thermostat and display readout between S3 and S4
- Railheat control for day/night load



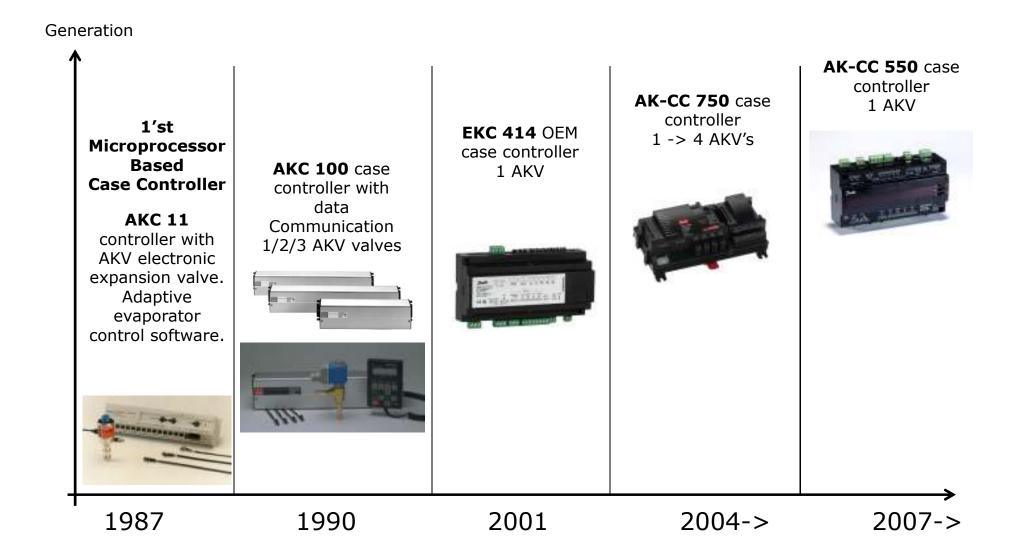




High End Case Controls

AK-CC 450 / 5XX / 7xx AK-CT200, AKV

ADAP-KOOL® Case Controls History





AK-CC 550 Case Controller



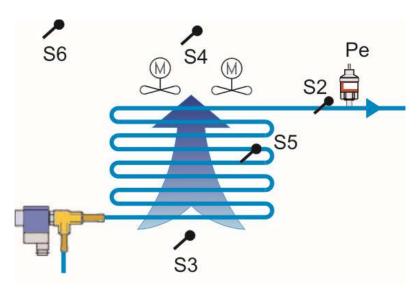




AK-CC 550 - Case controller

- ✓ Energy optimization
- ✓ Adaptive Super Heat control
- ✓ Adaptation to many applications
- ✓Integrated display
- ✓ Dedicated HACCP sensor
- ✓ Quick setup via pre sets
- ✓ Integrated communication





AK-CC 550 - Case controller

Benefits – Energy optimisation

Adaptive superheat via AKV valve

✓ Optimum utilisation of evaporator at all load conditions =>
 Pre condition for major energy savings via optimised
 suction pressure and floating condensing pressure control



✓ Intelligent defrost based on performance monitoring of evaporator

Dew point pulsing of rail heat

✓ Pulsing of rail heat according to actual load condition

Pulsing of fans

✓ Pulsing of fans at thermostat cut out



AK-CC 550 - Case control Benefits - Food quality / HACCP compliance

Modulating temperature control

✓ Accurate temperature control

Measuring accuracy

✓ Factory calibration guarantees a better measuring accuracy than +/- 1° K (-30° -> +15° C) no subsequent calibration on site (AKS Pt 1000 ohms sensor)



Product temperature

✓ Separate product temperature independent of control function for compliance

Case cleaning

✓ Case cleaning function for documentation of case cleanings
carried out according to HACCP procedures

AK-CC 550 – Case controller

Benefits – Service and commissioning

Easy handling and operation

- ✓ Integrated display
- ✓ Simple menu operation

Versatile controller

- ✓ One controller covering many applications
- ✓ One or two remote displays
- ✓ Flexible System integration (MOD-bus, LON, IP)

Fast and easy commissioning

- ✓ Pre set setup for fast start up
- ✓ Only 5 settings required
- ✓ Copy key for fast and reliable copying



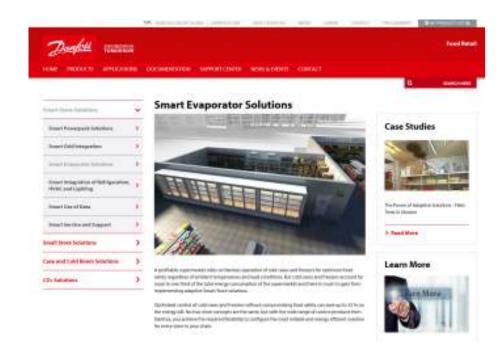
Additional information

Overview Brochure



> 11 Languages

Danfoss.com



Link to Site

