



ENERGY-EFFICIENT COMPRESSOR SOLUTIONS



Secop is a global leader in advanced compressor technologies. Philip Yorke spoke to Karl Schmidt-Degen the company's vice president for global sales, about its latest household compressor products and recent major investments in the Asian market.

IN 2010, the German investment group, AURELIUS AG, acquired Danfoss Household Compressors from the Danfoss Group of Denmark. In order to differentiate itself from its previous owners and to herald a new dawn in the fortunes of the company, it was re-named, Secop GmbH. Under its new ownership, Secop will remain a close and long-term partner of the Danfoss Group as it continues to sell a major selection of its products and solutions through the Danish company.

Secop's headquarters are located in Flensburg, Germany, at the original Danfoss site, where the company employs over 120 people. Most of these are involved in new product development. Across all locations, Secop employs more than 2,100 people worldwide.

Growth in three strategic market segments

Research and development continues to be a priority at Secop which continues to

deliver innovative, energy-saving products to OEMs and end users alike. As a result, new products and technologies are continuously being delivered for the benefit of its customers. Within its three core business sectors: Household, Light Commercial and Mobile, the company is dedicated to creating and supporting intelligent solutions that shape the future of its customers and the industry.

Schmidt-Degen said, "We offer the most innovative solutions for a diverse range of

applications. These vary from very small compressors, ideal for the smallest refrigerators that are exceptionally quiet in operation, as well as being very compact, to large compressors designed for use with medical deep-freeze cabinets that must remain at a constant -60°C and must never fail. On the other hand, we produce compressors for bottle coolers like Coke or Pepsi are using and provide engineering support for all our market sectors across the field. We have recently extended our customer services and will provide what we refer to as 'flying doctors', which helps to respond timely to resolve any problem in building in our compressor into the customers system anywhere in the world.

"We have recently also launched our revolutionary, XV range of compressors that are entirely new and rely on new compressor technology that we have developed in-house.

The completely new platform offers not only the highest system efficiency but is also with its physical size challenging the standards for compressor size in the future. The innovative design is also from production point of view a pioneer which has all-welded parts that are assembled by the latest robotic automated systems ensuring a trendsetting quality level.

Schmidt-Degen added, "On the mobile front our DC compressors provide essential back-up for "light air-conditioning" in trucks and we also offer applications (48V) for telecom batter-

ies/shelters for expanding lifetime and amplifier for antennas to keep the core cool. However, we have to continue to invest heavily in such innovative R&D as our Chinese competitors are fast to copy our solutions and bring products to the market which undercut ours on price, but clearly not on quality and performance". Newest innovation is the BD Micro compressor, smallest and lightest compressor in the world, which now is under markets introduction with a broad product range.

New opportunities in the Chinese market

Secop is expanding its business focus in a number of key global markets but in the foreseeable future the company's main focus will ►





be on the Chinese and US markets where it sees new opportunities for growth. Secop is already well established in China with both the manufacture and sale of compressors for light-commercial and mobile applications.

Based on a brand new platform, the latest DLX series of household compressors offers a significant upgrade to a range that already covers the entire field for household appliances. These latest models are 50 per cent quieter than comparable compressors and therefore offer a significant advantage for applications that rely on low noise in operation. The exceptionally low noise level of the DLX range is combined with a 20 per cent boost in COP and is ideal for use with energy efficient refrigerators and small freezers.

The fast growing Chinese market also offers significant potential for Secop's NL range of compressors. It is a fact that the compressor is the most energy consuming component

in a refrigeration system and by utilising the high-efficiency of a Secop NLU compressor, manufacturers of household appliances can save considerable production and R&D resources through optimisation. The company's NLU range is designed for use in large household applications and is available in models up to 15cm³, and is already available in an extra robust, tropical version, which is perfectly suited for markets with high ambient temperatures and those with unstable power supplies.

Cool software

In another ground-breaking technological innovation, Secop has launched its TOOL4COOL® software that enables you to precisely configure your electronic controlled Secop compressor to your individual cooling systems via its micro-processor-based controllers. TOOL4COOL® gives a user easy access to all operational parameters and these can be changed, moni-

tored, downloaded or uploaded to optimise the performance of the cooling system.

The new software tool from Secop is designed to be used with its automotive and light commercial range of compressors and controllers and covers a wide range of applications within parking-cooling, light commercial cooling and transport cooling.

In addition to being able to optimise and customise settings during development, it can also be used for remote control and monitoring of any refrigeration circuit during its operation. The TOOL4COOL® retrieves and sends information to all controllers in the refrigeration system, including settings, temperature and speed. This enables the user to control and monitor any system from a central operating station anywhere in the building. □

For further details of Secop's latest innovative products and services visit: www.secop.com

