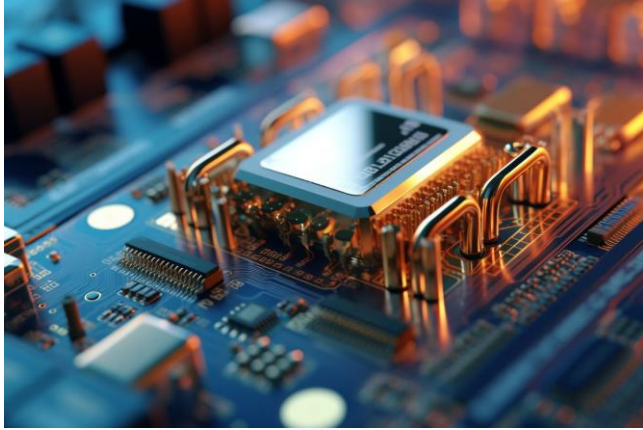


Gaining a Global Electronics Leader's Trust with Customized Air Handling Solutions in Thailand



Challenge

A leading global electronics manufacturer required a 12,169-ton (42,797 kW) cooling solution for its new factories in Thailand, which faced both commercial and technical challenges. Besides intense price competition, the customer specified that all 211 air handling units be dimensionally customized for tight spaces with 148 of those units designed to use customer's preferred fan motor.

Solution

Trane collaborated closely with the customer to develop a tailored air handling solution that met their precise performance, customization, and cost requirements. Key solution elements included:

- Double-skin air handling unit with 2-inch throwaway (TA) filters to meet performance specifications.
- Customized unit dimensions to fit limited installation space and site conditions.
- Successful integration of customer-preferred fan motor after thorough compatibility verification and testing to ensure reliable performance.
- Improved cost competitiveness through cost optimization efforts by the Trane sales team and Trane Bangkok plant team.

Result

Trane's on-time delivery and successful activation of the customized air handling solutions enabled the customer to begin factory operations on schedule and achieve key project and financial goals.

Responsive service and effective problem-solving also strengthened the relationship, reinforcing the customer's trust in Trane's capabilities.

Project Highlights

- 📍 **Market: Thailand**
- 🏢 **Segment: Semiconductor**
- ⚙️ **Products & Services used:**
 - 211 x Customized AHU – CLCP & CLCA

Featured Solutions



Product name: Customized AHU – CLCP (Made in Thailand)

At a glance:

- Air flow range: 2,000~120,000CMH
- Double skin, 50mm
- Best casing performance
- Eurovent Certificate and AHRI 1350 Certificate
- Customizable features and sizes for customers
- Suitable for Industrial applications



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