

Cooling solutions for Turkey. New way of working accelerates business growth.

Business benefits

When Nurdil Teknik Sogutma utilised R1270 in their products, they were able to:

- Significantly reduce environmental impact
- Help meet readiness targets for upcoming environmental legislation
- Enable their customer to retain a major supply contract
- Open up further growth opportunities via a new sustainable product range

Turkish refrigeration manufacturer Nurdil Teknik Sogutma, embraces Linde natural refrigerants to meet customer demand and the environmental agenda.

The customer

Turkey's Nurdil Teknik Sogutma (NTS) manufactures refrigeration and cooling equipment for supermarkets. The company was contacted by a key UK customer wanting refrigeration equipment that utilised natural refrigerants rather than harmful, ozone depleting hydrofluorocarbon (HFC) gases.

Up to that point, NTS had no experience of natural refrigerants. It turned to industrial gases expert Linde to understand the best solution and get assistance with sourcing. It now offers a range of natural refrigerant equipment for international export.

Nurdil Teknik Sogutma (NTS) was established in Ankara, Turkey in 1965, to focus on the maintenance and repair of refrigerators. Today it is a leading chiller manufacturer exporting a wide range of cabinets, showcases and bottle coolers to supermarket chains, retail outlets and restaurants in more than 15 countries.

NTS emphasises operational excellence and continuous improvement. This includes adopting new technologies and environmentally friendly, natural refrigerants to meet changing customer needs.

The challenge

A major UK customer wanted to reduce its carbon footprint and make its dairy product chillers – and thereby its overall business – more environmentally friendly. It wanted to replace traditional HFC refrigerants with natural refrigerants which present low Global Warming Potential (GWP) when released into the atmosphere.

The change provided measurable business benefit to the end user – the opportunity to reduce its environmental impact and accelerate its corporate sustainability agenda.

The end user approached NTS which, well aware of this growing market trend, saw the request as a significant opportunity – for the customer and itself. But how to go about it?

NTS had never used natural refrigerants in any of its cooling equipment and did not have the in house capability to make the change. It was confused by the choice available and was unable to determine which refrigerant gas offered the best cooling solution for its equipment. The company recognised the need for expert advice and, if it was to make the switch, a reliable source of supply. Technical support was also high on the agenda as the

company needed to understand how to handle and store the natural gas safely and satisfy regulatory compliance.

Aware of Linde Turkey's proven expertise in natural refrigerants, NTS contacted the company for assistance.

The Linde solution

Linde Turkey was able to deliver a globally proven solution locally. It met with NTS to understand the business requirements – and those of the end customer. This groundwork narrowed the choice of suitable natural refrigerants to R290 or R1270 Refrigerant Grade Propene. It was decided to use the latter.

Trials were set up with Linde Turkey providing both the gas and the technical expertise. This included training on natural refrigerants handling and satisfying regulatory compliance. The trials proved successful and confirmed that R1270 was suitable for the UK customer.

That there are no R1270 manufacturers in Turkey was not a problem for Linde. It tapped into its global network to identify a suitable source of supply from Southern Europe. At the same time it recommended an increase in the number of cylinders dedicated to NTS to ensure a reliable and uninterrupted cross-border supply chain.

Linde Turkey supported NTS through the whole change process from trial to successful implementation.

The results

NTS embraced a new way of working. It delivered on the original customer request thereby retaining the contract. Added to this, NTS now offers a range of natural refrigerant cooling equipment for global export.

Partnering with Linde enabled the company to quickly get up to speed and to understand the choice of natural refrigerants available and best suited to its own and the end customer's equipment. NTS is also reaping the benefit of working with a global solutions provider that offers local service delivery and a reliable and secure supply chain across national borders.

The Linde/NTS partnership has sharpened NTS's competitive edge and opened up a rich and fast growing vein of new business opportunities around eco friendly refrigeration products.

Ismail Erilhan Sales Manager,
Linde Turkey

“This contract is a demonstrable example of the strength of Linde's global refrigerants business network. The initial customer enquiry originated outside of Turkey, but was transferred quickly to the Turkish office. We were able to combine excellent local technical expertise with global sourcing to arrive at the optimal solution for NTS.”



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