



Why invest in ZoomLock?

IMAGINE LIFE WITHOUT BRAZING.

It's arrived – and it's taking the market by storm!

The ZoomLock braze-free fittings system for copper tubes, newly introduced into the UK by Essex-based air conditioning and ventilation distributor Greenmill, has been given the resounding thumbs up by air conditioning technicians.

ZoomLock works by using a specially-designed crimping tool to join copper tubes together, leaving clean joints which have been proven under rigorous testing to be leak proof.

“The beauty of this,” says Greenmill’s Managing Director Bruce Miller, “is that no welding, gas, nitrogen purging, fire spotters or hot work permits are needed. It gives you more flexibility in terms of where and when you can work. Tests have shown it cuts time and labour required for a job by up to half, improving productivity and profitability.”



It's the time-saving element which appeals to **Simon Boley, from DAQS Air Conditioning**: “And time is money! If we don't have to spend an hour in the morning getting a hot work permit from the site office and an hour in the evening going and signing off our hot work permit, that's two hours a day already saved for just one engineer.

“Plus there's the time-saving element of using ZoomLock itself. You don't have to wait for anything to heat up or cool down, with ZoomLock you're ready to start straight away.”



Paul Dougan from Independent Cooling explained how ZoomLock had already saved considerable time on a job. “We're installing HVAC into a new gym in a basement in London W1 where there is an existing VRF system which had leaks in both of the main pipes from the condenser, at high level in a very busy plant room.

“To braze the leaks would have taken at least half a day to organise and carry out, i.e. co-ordination with the building management company to arrange hot work permits, isolation of the fire alarm in the plant room, one hour fire watch and making clear space around the pipe work. By contrast, after preparing the pipe work, we connected three ZoomLock fittings all within half an hour and now the system is successfully under pressure test ready for vacuuming.”

He added: “Another particular project in Chester was for 6 x Mitsubishi split systems, all with over 30 metre pipe runs of 1-1/8" and 1/2". Normally this job would have taken us 12 days using the traditional brazing method, However using ZoomLock we completed it in just 8 days”

“The pipework was 4 metres off the floor so it was safer to work with the ZoomLock Tool than a much heavier oxy acetylene set and the cable tray we ran the pipework on was already populated with cables so we were at no risk of damaging existing works by using the ZoomLock Tool.”

He went on to say “ Labour, accommodation and material savings were £2,000, the cost for the ZoomLock fittings was £500, so overall we made a saving of £1,500. Plus there was not time ‘wasted’ obtaining hot works permits or 1 hour fire watches.

In addition we were able to start our next job 4 days earlier giving us an increase in turnover and profitability as a company”



Steve Gibbons from Ecotemp Environmental welcomed the safety aspect of ZoomLock: "As we all know, hot works can be a pain and a fire hazard if you are in a tight space with brazing equipment, such as when you have a lot of pipes going into one big air conditioning box. ZoomLock is a much safer way of joining the pipes and saves time as well."



For sites where welding equipment cannot be used, ZoomLock provides the perfect solution. Matt Smith from M and F Air Conditioning in Portsmouth explained why they're switching away from their current braze-free system.

"We install air conditioning into timber-framed hotels and we've been using a braze-free solution but it's not the most user-friendly of products. You have to use a lubricant on the lock ring which can be messy and time consuming, as well as putting inserts into either end of the pipe. It's more work and there's more stuff to carry."

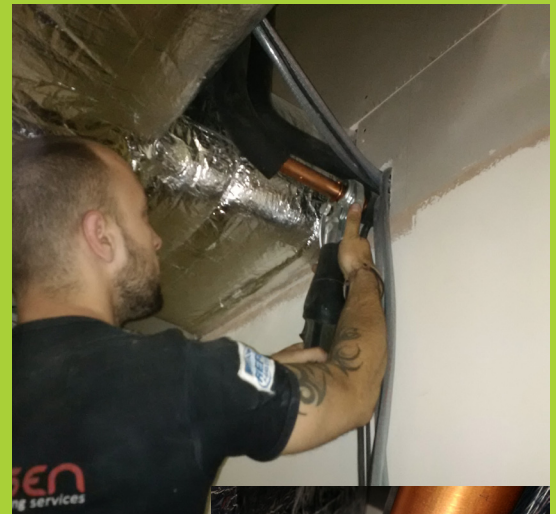


"So we're switching to ZoomLock, which is a better product and quicker system to use."

With Zoomlock, it's so simple; you cut the pipe, deburr it, put the fitting on, crimp and go, and that's it!"

This simplicity really appeals to **Richard Russell, from Leech Group Services**, who said: "We recently purchased a ZoomLock for a specific project with long runs where hot works were not permitted. We had looked at other products and options but felt this was the best product for our needs and the speed of install and the ease of use has made ZoomLock a big hit with our installers!"

When asked about why he chose ZoomLock **James Marriott from Nextgen** said "I went for ZoomLock for the speed of installation; not having to mess around with oxy-acetylene & purging all the time. We have a real difficulty getting hot works permits and brazing is generally a two man job, whereas with ZoomLock it's one person on any size of pipework and it's a clean finish"



You don't have to worry about the heat damaging anything when using ZoomLock. The joint in the picture is right next to a wall, brazing this would have caused damage, likewise it's no issue to do a ZoomLock joint on pipework running right next to data cable, hose or electrics. Try brazing in those situations and you will be in trouble!!

James also added "a large proportion of my price is on labour especially in London, so if I'm reducing it from a two man job to a one man job the cost of the fittings have paid off on a daily basis"

Earlier this year, ZoomLock – which uses patented technology – picked up the 2016 AHR Expo Innovation Award in the Tools and Instruments Category in the U.S. It is part of the new G-flow Concept range of products and services from Greenmill, offering faster and easier installations to save customers' money.



Greenmill, which prides itself on providing excellent customer service and being the perfect project partners for any organisation, also carries a vast stock of heating and ventilation products. The company can supply large contract requirements from stock overnight, delivered the next day by its own reliable transport fleet.