

## INDIA Mumbai

J.W. Marriot Hotel, Mumbai, India  
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J.W. Marriot, Bombay became the first major hotel to embrace V-KOOL's unparalleled heat rejection in India. The 5-star hotel's 24 hour cafe, The Lotus Cafe, was facing over 6 hours of direct sunlight everyday.

Inadequate HVAC planning and the unrelenting sunlight coming through the 8mm clear glass, soon led the Marriot management to approach V-KOOL India for a solution that would drastically reduce the heat gain without impairing the spectacular seaview from the large window facade.

A solution was needed quickly as the management also realised that sales in the cafe would be increased by reducing the heat so that customers could be seated by the windows even during the day.

Competitors, like 3M also approached the management for this project but the business was finally awarded to V-KOOL India after a product demonstration to the Management.

Installation of the 4,000 sq.ft. project was done over a period of 2 weeks and staff immediately commented on the greater comfort due to the reduced heat gain from the glass. In addition, window seating, which was once brought back, and away, from the windows were drawn back to the windows after installation.

### AT A GLANCE

PROJECT NAME	J.W. Marriot Hotel
SITE	Mumbai, India
AREA	4,000 sq. ft.
PRODUCT	V-KOOL 70



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