

# #ThinkSmiths

Smith's Environmental Products | Issue 12 | November 2022 | SmithsEP.co.uk



#### Heat loss calculator

An invaluable tool for kitchen installers and homeowners available on our website

#### Residential Guide

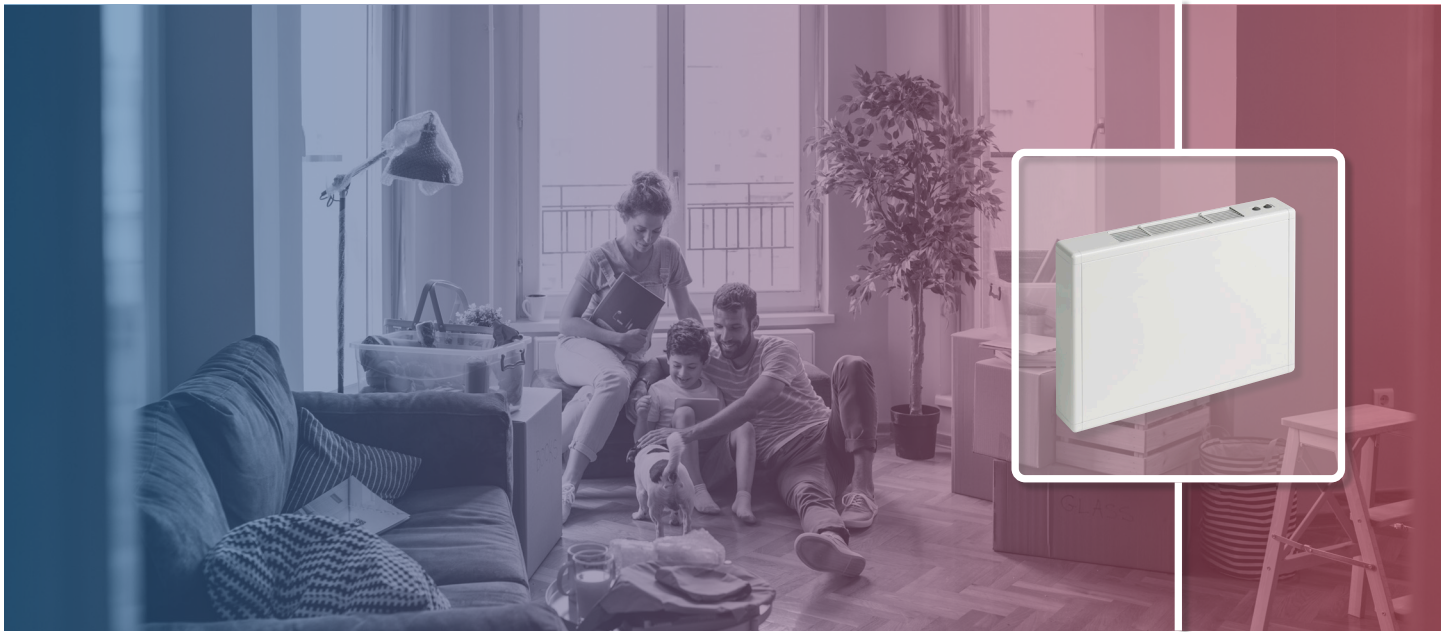
We have launched our guide to heating the home with fan convectors

#### Smart Controls

We have extended our Smart range of products

#### Team news

Welcome to Stuart Lavelle our new Regional Manager - East



#### PRODUCT NEWS:

## Ecovector II

We have updated our popular Ecovector Low fan convector range with a new stylish and modern design

[For more information on Ecovector II](#)

Ecovector II Low Level is available in 3 sizes and heat outputs up to 3.5kW and is suitable for a wide range of applications including schools and offices. It is also perfect for home heating and it is especially suitable for use with heating systems where the heat generator is a heat pump where the flow temperature is significantly lower than fossil fueled heat generators.

Ecovector II Low Level is available with Smart Control to further improve comfort, control and convenience. Smart Control integrates several of the most commonly sought-after control features into one control unit. The thermostats can be used as standalone localised controls, or with the integration of our hub control multiple thermostats using our ZigBee platform and controlled via app over the internet. This level of control is cost effective and is far more economical than using a full BMS system.

Smart Control versions will be available from January 2023.



Smith's, providing comfort for the built environment

# Heat Loss Calculator

Two years ago, we introduced our Heat Loss Calculator on our website



The screenshot shows the Smith's website's Heat Loss Calculator. It includes a search bar, navigation menu, and three main sections: 1. Room type (with 'KITCHEN' selected), 2. Room size (with input fields for Height, Width, and Length in meters), and 3. Age of house (with checkboxes for years 1970-1990, 1991-2005, and POST 2005). There is also a 'Try our Heat Loss Calculator' button.

Since its launch the Heat Loss Calculator has become an invaluable tool for kitchen installers, contractors, wholesalers and homeowners in helping them understand which Space Saver plinth heater is required to heat their kitchen.

The Heat Loss Calculator takes into account the room size, age of house, and the type of windows and whether there's a door to the outside and gives an indicative indication of the heat loss of the kitchen. A suggestion as to which Space Saver is required is then provided.

[Try our Heat Loss Calculator](#)

# Residential Guide 2022

We have launched our guide to heating the home with fan convectors

As the market is driven more and more towards renewable compatible heat generators, especially heat pumps, the importance of the heat emitter becomes even more important. Traditional emitters such as radiators work with a flow temperature in excess of 60°C which is significantly higher than the flow temperature of heat pumps. Fan convectors can work with flow temperatures as low as 40°C.

Take a look at the Residential Guide to see how fan convectors can work with heat pumps in the home.



[Download your copy here](#)

PRODUCT UPDATE:

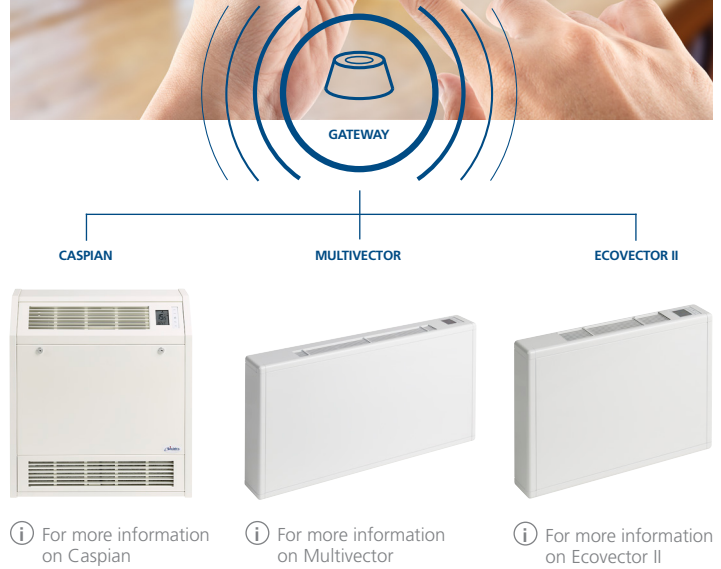
# Smart Controls

Over the past two years we have introduced Smart Control to an increasing number of our popular products

Starting with our Caspian fan convector we developed a control system which integrated the most commonly sought control features into a single unit. From basic room temp control to a range of time controlling features. Smart Control can be used as standalone units or with multiple units integrated & controlled by app, which is especially useful when managing building services remotely.

Building on the success of Smart Caspian we developed a completely new fan convector, Multivector, which has Smart Control built-in as standard and is designed to work perfectly with heating systems where the heat generator is a heat pump. Most recently Smart Control has been added to the newly updated Ecovector II Low Level which again broadens its applications and improves its efficiency.

Since its launch Smart Control has grown in importance as customers strive to improve the efficiency and the ability to control their heating systems.



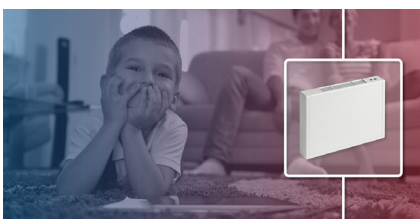
CAMPAIGN UPDATE:

# Marketing campaign 2022/23

Each year we try to develop new social media campaign for Space Saver and Caspian/school activity

This September we designed a new campaign based on people benefiting from a warm room. The imagery used shows people enjoying their kitchens, and pupils learning in their warm and comfortable classrooms.

We also started promoting the new Ecovector II with a campaign illustrating the different residential applications it is suitable for.



Welcome to the team  
**Stuart Lavelle** our new  
Regional Manager - East



We are delighted to announce that Stuart Lavelle has joined Smith's Environmental Products as the Regional Manager - East which covers the eastern side of the country stretching from Northumberland, through Yorkshire to Warwickshire and Lincolnshire

Stuart has over 30 years' experience in the HVAC sector having started his career on the tools as a 17-year-old, moving to customer facing sales roles in merchants, both independent and national, and manufacturers.

A family man with two teenage children and in his spare time enjoys playing golf and exercising.

Stuart says he is delighted to be joining Smith's and is looking forward to meeting his customers to discuss their heating and cooling requirements.

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REGIONAL SALES MANAGERS:

 For more contact information



**Barry Wright**

Regional Manager covering Thames Valley, North West London, South West London, West London, West Herts, Beds, Bucks, Berks, Oxon, Hants, Surrey, Middx.

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**Stuart Lavelle**

Regional Manager covering North East, Yorkshire, Lincs, Humber, Leics, Warwicks

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**Happy to help**

Smith's Environmental Products Ltd is one of the leading manufacturers of heating and cooling products in the UK.

We are committed to achieving the highest standards and our faith is supported by a free parts and labour guarantee with every product. Our customer service is second to none and we are happy to offer any help and guidance that you might need.

**Contact us...**

For product information, customer services or sales support call us on +44 (0) 1245 324900

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