

# #ThinkSmiths

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## Manufacturing News

This month we have taken delivery of a second new Amada Brake Press bending machine

## TeamSmith's

We are delighted to announce the appointment of Robert Hill to the role of Regional Manager – London West

## Tech Tip

Have you considered noise?



## PRODUCT FOCUS

Smith's CTFF fan convector designed to sit in a ceiling grid, providing efficient heating in applications where wall space is at a premium

Available as 600 x 600mm or 600 x 1200mm versions it is particularly suitable for schools where wall space is often not available. Additionally, it positions the fan convector out of reach preventing possible damage.

Caspian CTFF incorporates the latest EC motor technology, which can result in running-cost savings as high as 70%, and with variable speed control as standard, the Caspian CTFF delivers heat quickly and quietly.

As with all other Caspian fan convectors, Caspian CTFF is available with Smart Control which further enhances the efficiency of the fan convector. Smart Control integrates several of the most commonly sought-after control features into one control unit and more.

- At the basic level it offers room temperature control and additionally offers a range of time controlling features too, making it perfect for buildings that serve a varied community demand.
- The Smart Control can automatically control the fan speed of the Caspian fan convector, adjusting it in relation to the air temperature in the room providing a fast heat up period when required, and the quietest possible operation during occupied periods. There is a manual override facility too.
- Smart Control features a summer mode where air circulation can be achieved without heat in summer months.



[For more information visit our website →](#)

Smith's, providing comfort for the built environment



#### MANUFACTURING NEWS

## This month we have taken delivery of a second new Amada Brake Press bending machine

This investment in our manufacturing capability supports our drive for future new product development and enhancement and prepares Smith's for the future and ensures we can meet the demands of our customers.



Steve Turner, Production Manager, says  
*"The addition of the second new Amada this year will really improve the efficiency and capabilities of our manufacturing facility. It is part of Smith's continuous investment in the company and demonstrates our commitment to future-proofing the business"*

## Have you considered noise?

#### TECHNICAL TIP

### Simon Butcher | Senior Technical Services Manager



If you pay little attention to noise levels when selecting a product, you are missing a trick. I often experience customers selecting a product to deliver the required output on high fan speed. There is a benefit in doing this, in terms of buying the most cost-effective product possible, but the end user and contractor miss out on all the advantages.

Generally, with all our products, I recommend selecting based upon low fan speed and this provides a near silent product in operation, and what customer

wouldn't want that. There's another huge advantage up for grabs too. Should weather conditions be more severe than those assumed in the design phase, or the building be unoccupied for a protracted period, how are you going to get the property up to design temperature and ensure comfort conditions are provided swiftly. If you can increase the fan speed for a relatively short period of time, the appliances output can be increased dramatically. I'm very comfortable with having an increased noise level

for a limited period to make my home, office or indeed classroom comfortable.

There are also other drivers for choosing low fan speed, such as meeting industry standard noise levels. CIBSE, recommend varying noise levels dependent upon room type and occupancy. It is very worthwhile taking time to read our Application Guides on the residential environment and learning environment to understand product selections based upon application.

#### TEAMSMITH'S

### Robert Hill

We are delighted to announce the appointment of Robert Hill to the role of Regional Manager – London West. Robert brings a wealth of experience gained over 30 years in the HVAC sector. Starting his career with British Gas he has worked in both residential and commercial environments in heating and plumbing taking in Controls, Water Treatment, Magnetic Filtration, UFH and Renewables.

Outside work Robert's main passion is anything motoring related. A keen motorsport fan, regularly he finds himself at local car events, trackside or simply catching up with the key races on TV. Other than that, he enjoys camping, eating out and tackling the odd DIY project at home.

Robert was impressed with Smith's from the first introductions and with great products, made by great people, he says it felt right to join. On his thoughts for the future, he is looking forward to building the area, getting to know the customers and making Smith's the go-to product.

Robert's contact details:  
robert.hill@smithsep.co.uk  
07904 117065







#### CUSTOMER NEWS

### Walking With The Wounded

Over the weekend of 16th-18th May Matt Cooper, National Sales Manager at Smith's joined one of his customers, Gasway, on the Cumbrian Challenge at the Walking With The Wounded charity team building exercise and 15km walk in the Lake District. Smith's was delighted to support Gasway on their charity activity.

**Thank you to everyone who sponsored Matt – he raised £1,974 for WTWW.**

**Between them the Gasway-Smith's team raised almost £8,000, and Gasway who entered individual 11 teams raised £43,543 in total.**



#### CUSTOMER EVENTS

### Education Estates 2025 in Manchester

On the 14th and 15th October 2025 Smith's will be hosting a stand at Education Estates 2025 in Manchester. We will be showcasing our range of fan convectors with Smart control which are perfect for heating large spaces such as those typically found in educational buildings.

### 2025 Events

#### Specifi events

Smith's will be hosting a stand at the following Specifi events in 2025:

Birmingham – Sept 15th

Manchester – Oct 20th

#### 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

For the Republic of Ireland, contact MT Agencies on 01 864 3363

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General information: info@smithsep.co.uk

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