

# #ThinkSmiths

Smith's Environmental Products | Issue 8 | March 2021 | SmithsEP.co.uk



**Anniversary**  
Celebrating 30 years of providing heating for your environment

**Case study**  
St Helena - SMART control for charity shop and café

**Case study**  
Flamstead Primary School and Nursery - Caspians save the day

**Products**  
Highlighting Caspian Fan convectors

## ANNIVERSARY:

# It's our 30th Birthday!

In 1991 Smith's Environmental Products was established in a small town near Chelmsford in Essex.

30 years on, still operating from the same site, and now employing around 50 people, Smith's has grown into a major supplier and manufacturer of heating and cooling products for domestic and light commercial applications using fan convector technology.

In 1991 the first Space Saver plinth heaters were launched to satisfy a need to open up valuable space in the kitchen by replacing the traditional radiator. 30 years later and the current Smith's Space Saver plinth heater is the market leader providing kitchen warmth throughout the UK, Europe, North America and Australasia.

Smith's used its knowledge of fan convector technology to develop new products for light commercial applications such as schools, offices, healthcare and any larger space which needs heating quickly and efficiently.

Today our range includes the market-leading Space Saver plinth heater along with the Caspian fan convector, Aegean Fan Coil Unit, Solano Unit Heater and Ostro Air Curtain as

well as several other heating products for domestic and light commercial applications.

In 2020 Smith's launched SMART Control for its range of Caspian fan convectors which allows remote monitoring and control of heating systems via an app making it ideal for schools and other community buildings.

Being a responsible manufacturer Smith's has gained ISO 9001 (2015) and 14001 accreditations, as well as being members of the Achilles Building Confidence Scheme.

As we look to the future and the next 30 years Smith's continues to develop the next generation of highly efficient heating and cooling products both for domestic and light commercial applications.

1991



1995



2000



2013



2016



2021



Smith's, providing comfort for the built environment



CASE STUDY:

# St Helena Hospice

Smith's SMART Control provides remote control and monitoring of the heating for a charity shop and café

Smith's was contacted by the contractor of the St Helena Hospice Charity in north Essex to find a solution to provide heating for a former car showroom with full height glazing making up a significant part of the building.

The charity wanted to refurbish the site into a shop, café and donations centre. Smith's proposed a solution using Caspian Skyline CT60 ceiling mounted fan convectors to preserve what little wall space they had for merchandising in the shop and tables in the café.

The charity wanted to be able to control the heating remotely as well as managing and monitoring local controls to ensure effective heating levels, so Caspian SMART Control was installed using separate heating zones using SMART thermostats and wireless relays. The heating system can be controlled remotely via an App.

*"Smith's became an integral part of the system design team from conception to completion, providing support throughout. The App enabled controls allow the facilities team to monitor and adjust the program remotely and I can assist without having to attend site."*

Matt Sage | Contractor



FOR MORE INFORMATION



CASE STUDY:

# Flamstead End Primary School and Nursery



## The immediate availability of Smith's Caspian fan convectors save the day at primary school and nursery

The late availability of funding in the summer of 2020 meant that Gowing and Hunt, the contractors, were up against it to source fan convectors to complete the heating refurbishment at Flamstead End Primary School and Nursery. They turned to Smith's who supplied Caspian fan convectors at short notice.

The old radiators had reached the end of their life and their removal was the last part of a 7-year refurbishment of the whole heating system. Caspian's were used as part of the upgrade and were located in the nursery and reception classrooms as well as in the school hall, dining room and 3 other ancillary rooms. The new Caspian's were placed high up on the walls to remove the risk of burning to younger hands and arms as well as releasing wall space for teaching.



The Site Manager at Flamstead End is delighted with the Caspian fan convectors

*"they are far quieter, far better and have brought big benefits to the school. The classroom heating is superb"*

FOR MORE INFORMATION



# Caspian Fan Convectors

Using forced convection, Caspian fan convectors ensure that rooms heat up more quickly, delivering a more even temperature spread, than heat emitters using natural convection

They can be installed and positioned to suit each room's size and shape, rather than having to obey the installation rules that govern radiators. This ability to deliver heat effectively and efficiently makes them attractive when renovating buildings or specifying heating for new build projects. Unlike radiators, which can be bulky and hot to touch, fan convectors are compact, lightweight, and LST versions have very low surface temperatures. They are completely safe; ideal for rooms or buildings regularly used by children, the elderly or other vulnerable groups. Finally, fan convectors only use 5% of the water content of an equivalent output radiator, ensuring they are far more responsive to people's personal temperature preferences, as well as ever-

changing daily weather patterns. In short, as part of a commercial heating system, fan convectors play an important role in providing versatility, more-instant heat, better use of space and greater control for end-users in the commercial market.

Caspian fan convectors are both a practical and high-quality heating solution for any commercial project Incorporating 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 delivers heat quickly and quietly.

FOR MORE INFORMATION



Caspian SMART Control



Caspian UV



Caspian SL



Caspian FF



Caspian TT



Caspian EXT



Caspian UVC



Caspian LST



Caspian Skyline



Caspian Skyline E

## Technical help & support



As part of our commitment to customer service we have a team of technical specialists supporting our sales team.

The technical team are there to support you with site surveys, advice on the best solutions to heat/cool commercial spaces and to provide advice where bespoke solutions are required.

**To contact the team please call 01245 324560**

## 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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