

#ThinkSmiths

Smith's Environmental Products | Issue 3 | December 2018 | SmithsEP.co.uk



Product NEWS
Update on new unit heater - Solano

Website updates
Highlights and features of our website

Live Marketing
From exhibitions to Trade Event mornings, we have the latest updates

Technical NEWS
From Simon Butcher our Senior Technical Services Manager

Product NEWS 2018



We have launched a new hydronic fan-assisted unit heater. Called **Solano** it is aimed at heating large areas such as warehouses, workshops, sports halls and showrooms

Weighing less than 15kg, even for the largest version, it is easy to install on the wall or ceiling. Using the hot water from a boiler it is efficient and cost effective to run.

Available with either manual or intelligent heating controls which are BMS compliant. In the summer Solano can also be used as to ventilate the area with only the fan operating.

There are four versions of Solano in the range from a 10-30kW version up to a 50-70kW version.

The air volume of Solano is up to 4900m³/hr. There is also a Heater Mix version, which is a fan only unit to help to increase the mixing of the warm air in the space.

To find out more follow the link or contact us on 01245 324900

For more information:
<https://smithsep.co.uk/catalogue/solano-unit-heater/>



Website updates

We continue to update our website to provide the most up to date information on our products and services.

smithsep.co.uk

If you are looking for technical information on our products datasheets are available to download as pdfs. We also have all of the images of our products available to download and print to include in specifications and bid documents.

About us

Formed in 1991 Smith's Environmental Products has grown to become the leading supplier of domestic and light commercial fan-assisted hydronic heat emitters.

The complete Smith's product range is manufactured in-house in its specialist facilities in the UK.

The company is the UK's market leader and has significant shares of both the North American and European markets. Smith's Environmental Products is a member of The Swan Group.

Downloads

You can download our: catalogue, price list, datasheets, brochures, installation and users guides and BIM files.

You can also download all of the above via the specific product pages. In addition images and line drawings can also be downloaded from the product pages.



We are social

So please follow, retweet, like and share etc.

Searching by product name



Searching by application area



Searching by product categories



Media

All of our latest press releases can be found here.

Case Studies

If you want to see where our products have been used, and find out more about the applications then take a look here.



Stockists

Search here by postcode to find your local stockist.

Product registration

It is quick and easy online to register your new Smith's product.

Contact

If you need to find the contact details of your local representative or the wider Smith's team they are listed here with their responsibilities.

Blog

We regularly add blogs related to the HVAC industry as well as wider related articles.

Privacy

Your privacy is important to us.

Subscribe to our mailing list

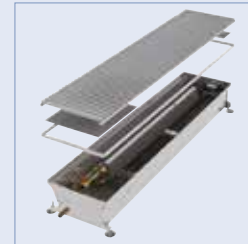
We only send out emails when we have something we think you might be interested in, so to keep up to date, please sign up.

To receive the emails you must tell us that you want to receive them. We won't send unsolicited emails with authorisation.

Technical NEWS

Simon Butcher, Our Senior Technical Services Manager shares some tips about heating and cooling spaces with our products

Trench heating and products like Smith's new Pedestal range add a real touch of class to a building.



However, depending on the size of the room you may require some additional heating that is also discreet and in no way affects the room's aesthetics. In these cases, I recommend the use of our Caspian UVC, installed above a ceiling tile grid. This offers huge flexibility in positioning inlet and outlet vents and allows for situations such as office layout changes, where vents are easily moved to suit the new circumstances. Furthermore, this provides the most cost effective heating solution.



If you don't want to run ducting, or where the void above the tile grid is limited, the Caspian Skyline would be a great choice. The Skyline product is new to the Caspian range and only protrudes 205mm above the grid. Furthermore, the pipework and electrical connection are on the side, so no additional clearances are required above it.



For more information:
<https://smithsep.co.uk/catalogue/minib-trench-heating>
<https://smithsep.co.uk/catalogue/pedestal-radiators/>
<https://smithsep.co.uk/catalogue/caspian-universal-concealed-fan-convector/>
<https://smithsep.co.uk/catalogue/caspian-skyline-fan-convectors/>



Live marketing

Education Estates update

For the first time we had a stand at the recent Education Estates exhibition in October in Manchester. The quality of the delegates was very high and we had some great conversations with some very influential people in the Education Estates field.

On our stand we demonstrated our Caspian fan convector complete with new wireless controls, and our trench heating and cooling convector.

Trade Morning update

The Smith's team have been working with their merchant customers in hosting trade mornings to showcase the market-leading range of heating and cooling products.

Trade events have been held at several branches of James Hargreaves, Wolseley Group, Coventry Plumbing and Heating Supplies and Woodstock Plumbing Supplies.



If you are interested in a Trade Morning Event, then please contact your local Smith's representative.
<https://smithsep.co.uk/contact/>

CPD Update

Smith's have been working with CIBSE to finalise a CPD presentation on 'Specifying Trench and Cooling'.

It looks at the key things you need to consider when specifying trench convectors. This is the first of a series of CPD presentations that we are developing with CIBSE to help people in the specification and installation of HVAC products.

Space Saver

Over the next few weeks you will start to see that new packaging is being rolled-out for the market-leading Space Saver.

In place of the 'wrap' the boxes are now being printed. This provides a more vivid merchandising product as well as reducing the amount of waste to be managed on site. Look out for the new packaging as it feeds its way into the merchants and distributors.

ISO 9001/14001

Smith's attain Quality and Environmental Standards

Over the past 2 years Smith's have been working hard to meet the standards defined under the internationally recognised ISO 9001 (2015) and ISO14001.

In October 2015 we were awarded the ISO 9001 (2015) certificate, and in the summer of 2018 were awarded the ISO 14001 certificate.

ISO 9001 (2015) is the international standard that specifies requirements for a quality management system (QMS). Organisations use the standard to demonstrate the ability to consistently provide products and services that meet customer and regulatory requirements. As part of our drive to meet the standards Smith's has implemented projects that continually improve, streamline operations and reduce costs.

We have also engaged with our stakeholders and in particular our supply chain to develop and implement robust processes to minimise waste and continue the drive to minimise waste and drive out costs.

ISO 14001 is the international standard that specifies requirements for an effective environmental management system (EMS). It provides a framework that an organisation can follow, rather than establishing environmental performance requirements.

Our commitment to achieving, and maintaining, these standards means our stakeholders, suppliers and customers can be sure that we are doing everything we can to improve the quality of our products and services as well as minimising our environmental impact as well as meet our legal requirements.

Smith's are using ISO 14001 to:

- Improve resource efficiency
- Reduce waste
- Drive down costs
- Provide assurance that environmental impact is being measured
- Meet legal obligations
- Increase stakeholder and customer trust
- Improve overall environmental impact
- Manage environmental obligations with consistency



Ron Brown and David Green

Christmas giveaway!

Smith's, helping to keep you warm this winter

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 five year 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

Sales:
sales@smithsep.co.uk

General information:
info@smithsep.co.uk

@SmithsEP_UK

#ThinkSmiths

Season's greetings to all of our customers, suppliers and team!

Look out for our Christmas Giveaway which will be appearing on social media from November.