

#ThinkSmiths

Smith's Environmental Products | Issue 2 | September 2018 | SmithsEP.co.uk



Product NEWS

Updates on products including Central Heating Pump and Caspian TT

Extending Smith's into Europe

All of the marketing NEWS and updates

Technical NEWS

From Simon Butcher - Senior Technical Services Manager

NEW Faces

Smith's extends its team

Product NEWS

Central Heating Pump - The Smith's ES2 circulating pump is continuing to gain approval amongst heating engineers.

Launched last year in the UK and Ireland as a stand alone circulating pump for heating and solar heating systems it is also fitted as standard in boilers across Europe manufactured by Bosch, Ariston and the BDR Group which owns Baxi, Remeha, Potterton and HeatraeSadia amongst others.

Recently we hosted a group of heating engineers at our offices in Essex to discuss the Smith's pump. They were very impressed with the ES2 pump and emphasised how important the anti-blocking feature was, especially when one of them explained they had try to destroy the pump by passing LSX leak sealant through it, followed by other equally destructive material. The pump went into unblocking mode and cleaned itself before resuming normal operation.

It is a very high performing quality pump, which is the most compact circulator on the market meaning it's easier to handle and fit into those hard to reach spaces.

The INVERTER TECH technology allows the circulator to change rotating speed. The microcontroller built in the electronic control system contains a fully automatic speed control system able to adapt to the changing needs of the system. The circulator delivers the performance you need with minimum energy consumption.

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

For more information:
<https://smithsep.co.uk/catalogue/taco-circulators/>

Caspian TT

We have launched a new version of their market-leading Caspian Fan Convector heat emitter.

Called the Caspian TT it is designed with comfort in mind. The warm-air is provided from the top horizontal surface to minimise the warm air draught blowing over people adjacent to the heat emitter.

It can be installed at floor level or higher up on the wall. It can also be inverted so that the warm air blows vertically downwards.

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

For more information:
<https://smithsep.co.uk/catalogue/commercial-uv-ff-ext/>



LOT 20

LOT20 is new European legislation concerned with energy efficiency and requires all electric heating products to have built-in time and temperature control.

This is designed to stop electric heaters from running constantly. Consequently our range of electric only Space Saver plinth heaters, Sterling Electric wall mounted and Skyline ceiling mounted heaters have been upgraded to include the required level of time and temperature control.

Smith's, providing comfort for the built environment

Extending Smith's into Europe

Space Saver is now sold in Ireland, France, Germany, Italy, Sweden and the Netherlands

Smith's has trading agreements with key distributors in these markets.

To support this export drive we provide the promotional material, including Social Media activity, to help the distributors build their business with Smith's products.

Space Saver
Riscaldatore da zoccolo di cucina - scopri i vantaggi

globalwater

PRIMA DOPO

FREE 5 YEAR GUARANTEE

Space Saver - Radiateur gain de place thermador

Le Space Saver de Smith's remplace votre ancien radiateur et se niche derrière la plinthe, sous vos placards de cuisine.

En optant pour Space Saver, vous pouvez avoir la cuisine dont vous rêvez : davantage de rangement, gainage de plan de travail et davantage d'appareils ménagers ! Ce chauffage silencieux, qui est une alternative confortable et bien plus rationnelle au chauffage au sol, se raccorde à votre système de chauffage central et fournit une chaleur immédiate.

Ne vous laissez pas tromper par son apparence, il ne s'agit pas d'un chauffage électrique. Il s'installe comme un radiateur mais ne prend qu'une fraction de sa place. Alors vous pouvez avoir la cuisine dont vous rêvez, avec davantage de place et de confort !

Caractéristiques

- Point de gainage de place pour les rangements de cuisine, les plans de travail ou les appareils ménagers supplémentaires
- Mieux que le chauffage au sol
- Convient à tous les types de revêtements de sol
- Chauffage discret
- Convient pour les hauteurs de plinthes de 80 mm minimum
- Design contemporain avec un vaste choix de couleurs de grille à assortir au décor intérieur
- Deux niveaux de puissance et une option ventilateur seul pour une circulation immédiate d'air chaud ou froid
- Modèle balai sensation de bain disponible pour les zones de forte humidité
- Garantie de cinq ans pièces et main d'œuvre

Conviendrait

Le Space Saver de Smith's se met en marche ou arrête avec votre chauffage central, tout comme les foyers ou radiateurs. Il utilise la même eau que celle de vos radiateurs mais en quantité nettement inférieure, et il a un ventilateur de petite dimension pour diffuser la chaleur dans la pièce.

De combien d'unités ai-je besoin ?

À titre indicatif, vous pouvez installer un Space Saver pour chaque radiateur que vous retirez. Pour nos renseignements complémentaires, consultez notre site Internet pour lire nos guides d'installation, envoyez-nous un e-mail ou téléphonez-nous.

Est-il silencieux ?

Bonne question. Le son est très similaire à celui de votre réfrigérateur et nous pensons que vous ne le remarquerez pas pendant que vous vous affairez dans votre cuisine à faire bouillir de l'eau, à faire couler le robinet ou à bavarder entre amis.

Son fonctionnement est-il cher ?

Pas du tout. Comme la chaleur provient de votre chaudière, le seul supplément réside du côté opérationnel du ventilateur.

Où puis-je trouver des renseignements complémentaires ?

Il suffit de consulter le site Internet de Smith's. Pour tous renseignements complémentaires, n'hésitez pas à nous contacter pour obtenir les coordonnées d'un revendeur ou pour toute autre question.

FREE 5 YEAR GUARANTEE

NEW Packaging

The Space Saver packaging has also been updated in the new corporate design and new languages

The new packaging is multilingual with 10 languages reflecting the different markets Space Saver is available in.

Smith's

Space Saver

Plinthe heater | Sockelheizkörper | Sockelheizkörper | Sockelheizkörper | Sockelheizkörper | Sockelheizkörper | Sockelheizkörper | Sockelheizkörper | Sockelheizkörper | Sockelheizkörper

Calculator de gainage | Radiateur gain de place | Ventil commutateur

Informazioni | Produktbeschreibung | Produktbeschreibung | Produktbeschreibung | Produktbeschreibung | Produktbeschreibung | Produktbeschreibung | Produktbeschreibung | Produktbeschreibung | Produktbeschreibung

Smith's

Space Saver

Website updates

Over the past few months we have been spending a lot of time updating and improving our website

The home page has been improved to include a 'slider', which rotates highlighting new products, company news and information.

We also improved the 'searchability' of Smith's products by including the type

of product along with the name in the product section.

There is a 'new contacts' section on the website, and a section showing blogs which is regularly updated with relevant stories, and a rolling Social Media feed.

The website is where the most up to date information is stored.

For more information: <http://smithsep.co.uk>



Growing our Social Media activity

Our key markets have individual Twitter addresses to promote the Smith's Space Saver plinth heater in those markets. Elsewhere we use Smith's to promote our products to the wide range of customers

We post regularly about Smith's and it's products as well as posting paid for adverts to specific audiences.

We have done this in the UK & Ireland over the past 12 months promoting Space Saver to homeowners, kitchen installers and kitchen designers.

We have had very high levels of response and interaction. We have also used Facebook to advertise with paid-for adverts promoting our range of Caspian Fan Convectors in preparation for the school holidays – both for Christmas, Easter and the latest campaign coincides with the Summer holidays.

The audience for Caspian is Installers, HVAC Contractors, Plumbers as well as School Heads and Governors.

UK business has increased followers this year so far:



NEW! YouTube channel

We have moved our YouTube channel and the new address:

<https://www.youtube.com/channel/UCPa29vBm9Ls2FFMBwvvw59A>

or just search Smiths EP

Included are our introduction to Space Saver in several languages and installation guide in English and Smith's ES2 Pump being installed by a Heating Engineer.

Smith's

Introducing Solano our NEW lightweight unit heater designed to heat large indoor areas

Smith's, providing comfort for the built environment

Commercial

Exterior Interiors Project Showcase Social & Sport Other Hospitality Retail

Factory NEWS

We continue to invest in our manufacturing capabilities as we secure larger orders

The further implementation of 'best practice' processes such as Kaizen, Gemba walks, House of Quality and 8D are helping us to improve our productivity as well as maintain our well-known customer service.

We pride ourselves on being able to react quickly to customer requirements and continue to offer rapid response to customer needs.

Late in 2017 we achieved the highest score in our ISO901 (2015) audit, and we are now working hard to secure ISO 14001 approval.

Achilles Building Confidence Scheme

Smith's have achieved membership of the Achilles Building Confidence Scheme following a successful audit

The scheme is designed to give confidence to suppliers in the construction industry that members have achieved the required standard in terms of production quality, health and safety standards, training and development, environmental procedures and processes as well as Corporate Social Responsibility.



Growing our team

Smith's extend its sales and support team

Smith's have added three new members to its sales team. Taylor Tranckle who is responsible for the Thames Valley, Northamptonshire and Gloucestershire, Samantha Batchelder who is responsible for the Midlands and Richard Mitchell who is responsible for the South East.

The addition of Taylor, Samantha and Richard brings the Smith's sales team to 8 including three highly experienced Sales Agents.

We have also increased our Technical Support team with the addition of Graham Heaton who rejoins us after a few months away to look after the Technical Sales/After Sales and Customer Service in the North of the United Kingdom.

To ensure we can continue the high levels of customer service we are renown for we have bolstered our internal team with the addition of a Production Planner and a Sales Office Assistant.

For more information: <https://smithsep.co.uk/contact/>



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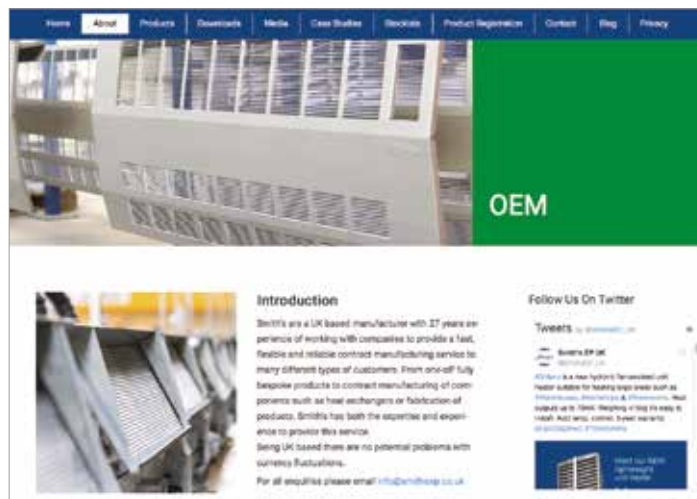
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Think OEM, Think Smith's

For many years Smith's have been working with companies to provide a fast, flexible and reliable contract manufacturing service to many different types of customers. From one-off fully bespoke products to contract manufacturing of components such

as heat exchangers or fabrication of products. Smith's has both the expertise and experience to provide this service.

For more details follow this link:
<https://smithsep.co.uk/oem/>



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

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