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Product Launch



NEW Industrial Heat Recovery Steam Boiler

As our industrial boiler offering continues to go from strength to strength, we have extended our range even further with the addition of a new heat recovery system, designed to operate in conjunction with Combined Heat and Power (CHP) modules.

The new Heat Recovery Steam Boiler (HRSB) boasts the ability to generate between 400 and 4,100 kilogrammes of effective process steam per hour and provides an efficient way of converting accumulated heat in flue gases generated from combustion at a downstream CHP module. An integrated flue bypass is provided for situations where process steam is not required; this ensures that CHP running hours are maximised, along with their associated efficiency and economic benefits.

Simon Tarr, Sales Manager for Industrial Boilers, said: "By introducing the new heat recovery steam boiler, Bosch can now offer an even more comprehensive and complete energy efficient system which not only helps to reduce overall energy costs for commercial and industrial consumers, but provides an effective generation of process heat."

If you would like further information on Bosch Commercial and Industrial Heating's new Heat Recovery Steam Boiler range or industrial boilers, please call Simon Tarr, Sales Manager for Industrial Boilers, on 07790 489581.

Specially produced for industrial and commercial M&E contractors, consultants & specifiers

Bosch

Commercial & Industrial Heating

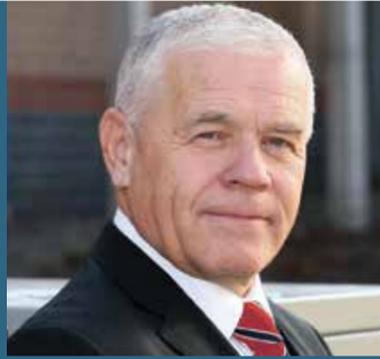


Bosch expands **CHP range**



BOSCH
Invented for life





Welcome to the Spring edition of the Bosch newsletter, which gives us the perfect opportunity to let you know of some very exciting new product developments we can now announce after months of hard work across the business.

The first of our two new product launches is profiled in this issue's cover story, and sees us announce the unveiling of our two new Combined Heat & Power (CHP) modules, which extends our range to cover electrical outputs of 365kWe and 400kWe. Technical versatility coupled with a growing number of Government incentives could well strengthen the CHP market over the next year, and we are sure that our versatile range of modules will allow you to make the most of this opportunity.

In addition, we are also pleased to announce the launch of our new heat recovery steam boiler, which allows industrial applications to benefit from the incremental efficiency benefits of combining CHP with a steam boiler. Turn to page 8 to find out more.

As ever, we remain committed to developing solutions that not only cater for large commercial and industrial applications, but also smaller commercial environments, such as the district heating system we profile on pages 6 and 7.

I would like to take this opportunity to thank you for your ongoing support during what is an extremely dynamic and positive period for our business.

We hope you enjoy this edition.

Geoff Hobbs
Business Development Director

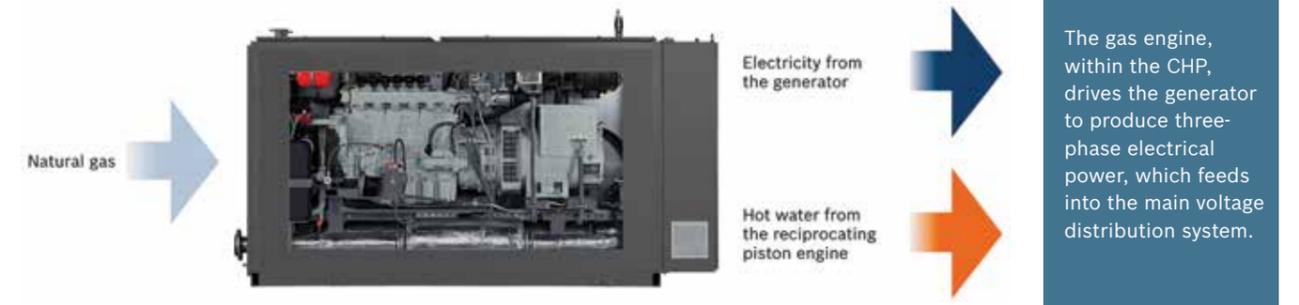
CHP Range Continues to Grow

As the market for Combined Heat and Power in the UK continues to grow, we have extended our range of Combined Heat and Power (CHP) modules with the addition of two new variants with electrical outputs of 365kWe and 400kWe.

The Bosch CE 365 NA and 400 NA extends the current output range of 19kWe to 240kWe, each boasting extremely competitive electrical efficiency levels, helping to significantly reduce energy consumption. Such high levels of efficiency mean that the initial investment could be repaid in as little as two years. In addition, each new module is compatible with primary and secondary exhaust gas silencers to keep noise levels to a minimum during operation.

As with our existing range, each CHP module provides the simultaneous generation of electricity and usable heat from the same appliance, which maximises efficiency and provides a low-cost supply of heating, hot water and electricity. In addition, CO₂ and NO_x emissions are significantly reduced as less gas is required to generate the same thermal and electrical output as a conventional utility and boiler solution.

Both CHP units have a number of different operation modes and open interfaces and, when combined with other heat sources in an energy centre, are supported by intelligent controls and expert technical support to ensure that mixed



heat sources are optimised for maximum energy efficiency. The strength in associated controls allows for system integration and therefore maximise installation flexibility.

Geoff Hobbs said: "The new CHP modules are a great extension of our product portfolio which not only help to reduce energy costs, but also make a positive impact on the environment with lower emissions. The pre-assembled design ensures easy installation and the advanced controls technology means each module can maintain high performance levels on an industrial scale, regardless of demand."

We also offer a free CHP feasibility study for any potential

site to ensure the system is precisely sized and maximum efficiency is achieved. Once a CHP module has been installed, our team of experts is on hand to provide on-going advice and support to ensure the CHP system is correctly commissioned and regularly serviced to produce optimum performance for the duration of its lifespan. A range of maintenance and service packages are available in order to guarantee system performance and investor peace of mind.

If you would like further information on our CHP range, or to book a free feasibility study or CPD training course, please call 0330 123 3004 or visit www.bosch-industrial.co.uk.

Bosch Welcomes Combined Heat and Power Tax Exemption

The Chancellor's decision to exempt Combined Heat and Power (CHP) from the "carbon floor price" as part of the 2014 Budget review has been welcomed by Bosch Commercial & Industrial Heating.

Our belief is that the announcement could lead to a surge in demand for the technology.

Alex Parkinson, Sales Manager for CHP, commented: "The Government's announcement that CHP will be exempt from carbon tax from 1 April 2015 means it has never been more prevalent for industrial users to take a look at how CHP can help to reduce carbon emissions. This, combined with a growing list of other financial incentives, has positioned CHP as one of the most cost-effective solutions available to reduce the UK's carbon usage.

"The fact that CHP essentially allows stakeholders to use heat created as a by-product of electricity generation means less gas is required than a comparable utility and boiler solution. Naturally, this is viewed favourably by the Government's low carbon initiatives.

"In addition to this "carbon floor price" exemption, there are also a host of financial incentives which can be gained from the investment in CHP technology. Not only is a good quality CHP exempt from the Climate Change

Levy (CCL) but it is also covered by the Enhanced Capital Allowances (ECA) scheme, helping to significantly reduce payback periods."

Alex reminds stakeholders that it is not enough just to invest in CHP technology to realise these benefits, but correct system design is needed to maximise performance.

He added: "As with many aspects of system design, the work put in at the early stages of a project is vital to the success of any installation. Correct sizing of a CHP system is essential to ensure the right balance between providing useful heat and electricity is maintained, and this ultimately leads to the maximum amount of savings which can be made.

"CHP technology now arguably offers the most cost-effective way to reduce CO₂ as well as other financial benefits to take advantage of. But as with all renewable and low carbon technologies, well designed, installed, and operated systems are the key to realising these savings."

A Day In The Life Of Our... National Merchant Sales Manager

In the first feature of its kind in the Bosch Commercial & Industrial Heating newsletter, we speak to Lance Blackburn, our National Merchant Sales Manager, who details his day-to-day duties and explains the vital role both independent and national merchants play as our business continues to grow.



“The most important part of my role is establish and maintain excellent working relationships with all the leading merchants within the commercial and industrial heating sector.”
- Lance Blackburn, National Merchant Sales Manager

Which merchants do you work closely with?

The most important part of my role is establish and maintain excellent working relationships with merchants within the commercial and industrial heating sector. To ensure this, I have daily contact with both national and independent merchants.

What do your day-to-day responsibilities include?

I travel the length and breadth of the UK, visiting approximately 6-8 merchants per day, meeting branch managers, key account executives and business development managers to forge close business relationships on behalf of Bosch. This is extremely important as we strive to offer industry-leading support alongside our established product range and it is vital we can offer this to our stockists as well as those who specify and install products.

I'm responsible for increasing all sales through the

merchant sector and this is achieved by providing detailed specifications in response to enquiries, as well as working closely with the merchant sales staff to promote the benefits of Bosch's entire product portfolio.

Do you offer any sales support to the merchants?

It's imperative that every member of each merchant branch, both sales and technical staff, has access to the most up-to-date product information. We provide a comprehensive training programme which ensures all the staff are quickly brought up to speed with the unique selling points of our extensive product range.

The majority of the training takes place on merchant premises but I actively encourage merchant staff and contractors to visit our state-of-the-art £1.5 million Training and Assessment Academy in Worcester. This allows merchant staff to see our products first hand and take



Did you know?

The 24-hour daily operations at our headquarters in Worcester help us to achieve 100% availability of all models, accessories and spare items for our GB162, Heat Interface Unit and Continuous Flow Water Heater, with the ability to deliver next working day.

part in a commercial training course. This offer can also be extended to our Training and Assessment Academies in West Thurrock and our brand new £1.2 million facility in Wakefield.

I am also on hand to offer each merchant regular refresher courses, as and when new members of staff join,

in addition to briefing the merchants on the features and benefits of any new product or accessory that is launched.

To arrange an appointment with Lance, or to discuss any project or specification queries, please call him on 07790 489879.

Bosch expands

Introducing... Three New Recruits

Following a significant period of growth, we have added three new heating and hot water specialists to our expanding sales team to meet increased customer demand.

Allen Jones joins as Business Development Manager for the South region. With over 20 years' experience in the heating industry and having worked on stand out projects such as Hampton Court Palace and the National Gallery, Allen will be responsible for liaising with consultants and large contractors to gain specifications across our entire product range.

Accompanying Allen is **Shaun Garrod**, who joins as Business Development Manager for the North and Scotland region. Shaun has over five years' experience dealing with all major M&E contractors and with continued year-on-year improved sales results, will continue to raise our profile within this region.

The third addition to our expanding sales team is **Richard Ryland**, who has been appointed as Commercial Sales Manager for North London and East Anglia. Richard has a wealth of product and industry knowledge and is tasked with continuing to strengthen the our presence in this area.

Geoff Hobbs said: "As the strength of the Bosch brand continues to grow, it is important that we constantly look to improve upon the momentum we have built up. These appointments help to reinforce the presence of the brand by

offering our customers a wealth of expertise across a range of products.

"The future is a very exciting prospect for Bosch and I wish all our new recruits every success in their respective roles."

To speak with Richard, Allen or Shaun, see back page for contact details.



(L to R) Shaun Garrod, Allen Jones and Richard Ryland.

District Heating Case Study: Coast & Country Housing

As many social housing providers around the UK face rising energy bills and an increased risk of fuel poverty for tenants, one such organisation in the north of England has invested in an innovative communal heating system to improve heating and hot water efficiency whilst significantly reducing maintenance costs.

Products supplied by Bosch:
1x GB162 100kW
8x Heat Interface Units

“I believe this type of system is the way forward for similar schemes”
- Rob Wilcox, Gas Services Manager at Coast & Country Housing



Whilst suffering ongoing issues with the existing heating and hot water systems during Coast & Country's development of eight residential apartments in Marske by the Sea, North Yorkshire, the decision was taken to invest in a new heating system that would give tenants an uninterrupted supply of heating and hot water.

Following a detailed assessment of the various options available, Coast & Country contacted us to help in the design of bespoke district heating systems. The preference from the outset was to minimise disruption for tenants and ensure the radiators, that were already in-situ within each single bedroom flat, could be used. We proposed a system which combined a central boiler cascade with a network of Heat Interface Units (HIUs).

Having utilised a single system previously, which placed each of the eight properties on the same heating circuit, the new system ensures each HIU operates on its own dedicated circuit. The eight HIUs are fed by a 100kW GB162 condensing boiler, which is capable of modulating to just 20 per cent of total output, ensuring provision of heating and hot water

remains at its most efficient even when demand varies.

Each HIU comprises of two heat exchangers; one for providing instant domestic hot water (DHW) at a regulated temperature and the second for space heating within the property. The system operates indirectly, meaning the primary heating circuit is hydraulically separated from the property's space heating via a plate heat exchanger. The unit operates only when hot water or space heating is required, ensuring energy efficient operation.

Rob Wilcox, Gas Services Manager at Coast & Country Housing said: “The ongoing maintenance issues with our previous heating system had not only put our tenants at great inconvenience, but also proved extremely costly. Like the vast majority of social housing providers, the comfort of our tenants is always one of our main priorities, so we took the step of replacing it with a more effective and efficient system.

“We were unable to accommodate gas boilers in each flat due to space and fluing difficulties and the HIU's have provided an excellent solution. The new Heat Interface Units

have been introduced seamlessly with no major disruption to our residents' existing radiators, which was a huge advantage for us. The other plus point is our tenants now have greater control over their hot water and heating system. We are now monitoring energy costs and are very hopeful on seeing significant savings for our tenants. I believe this type of system is the way forward for similar schemes and are now planning others for later this year.”

Coast & Country installed the HIU's with meters fitted allowing them to monitor energy with plans to set up remote monitoring in the future.

Mrs Vivienne Nolan, a tenant who is now reaping the benefits of the new system added: “The new system is absolutely marvellous. With the old system, there were times when I only had heating when others turned theirs off. After four extremely cold winters, I'm really glad to be able to count on my heating whenever I need it. Coast & Country's engineers did a great job and I'm really pleased with how things have turned out.”

For more information on our district heating solutions, please call 0330 123 3004 or visit www.bosch-industrial.co.uk



“The new system is absolutely marvellous... After four extremely cold winters, I'm really glad to be able to count on my heating whenever I need it.”
- Mrs Vivienne Nolan, Tenant

Heat Interface Unit - Features and Benefits

HIU provides DHW and space heating on demand to properties that are serviced from district heating or a centralised boiler plant.

- Priority domestic hot water valve
- Thermostatic DHW temperature control
- Pressure temperature control valve – allows the DHW heat exchanger to operate on demand only, saving energy
- Minimal installation space required
- First fix rail allowing flexible installation options

