



Printer uses unique finance package to replace 20-year-old oil heating

A Stockport printer is reaping the cost-saving benefits of replacing its 20-year-old oil fired heating with a new air conditioning system funded through MELFinance – the unique finance package from Mitsubishi Electric.

“The payback is very quick and if you factor in the MELFinance option the entire installation is a far more cost effective alternative and allows them to keep the cash within the business”.



Air Conditioning | Heating
Ventilation | Controls



The 20-year-old oil boiler had served Heaton Press well but was now letting the company down and spare parts were no longer available.

Heaton Press is passionate about providing the very best printing services and through investment in the latest state of the art printing technology they are able to offer cost effective and high quality print solutions to their customers.

The company's continual investment has established them as one of the leading printing companies in the North West but their ageing heating system was letting them down and when faced with a replacement cost of £14,000 and the additional £7,000 annual running costs it was time to take action.

"The payback on this type of installation is very quick and if you factor in the MELFinance option the entire installation is a far more cost effective alternative and allows them to keep the cash within the business", explains Shane Suter, Corporate Operations & MELFinance Manager for Mitsubishi Electric.

"Heaton Press is typical of many businesses in that they had a dilapidated system which they need to replace in order to achieve running cost savings for the business".

Installer SDH Building Services recommended replacing their oil fired heating with a Mr Slim air conditioning system that would not only be considerably cheaper than the £14,000 replacement boiler, but would also provide a far greater level of energy efficiency than the old system and as a result reduce their £7,000 annual running costs.

Neil Ashton, Director of SDH Building Services says: "Heaton Press had an old oil fired boiler which had served them well for 20 years but a like for like replacement would have been an extremely expensive option and the running costs were always going to be subject to the fluctuation in oil prices".

The company had considered a gas fired alternative but the cost of delivering gas to the site and installing it in the building was proving to be prohibitive.



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The solution was a Mr Slim ducted air conditioning system which is not only more energy efficient, it also evenly distributes heat down to the floor where it is needed. The old system just blew heat up to the ceiling.

Having assessed the problem fully the recommendation from SDH Building Services was to install a Mitsubishi Electric Mr Slim system as the most sensible and cost effective option.

“As a result we proceeded with the installation of a Mr Slim Power Inverter heat pump connected to a high static ducted fan coil unit to distribute the heat down to the floor”, explains Ashton.

“The energy savings and reduction in install costs made it an easy decision for the client”.

The Mr Slim unit has a nominal heating capacity of 54kW and cooling capacity of 44kW, with a COP of 3.10.

“The heat pump is four times as efficient as even a new oil boiler would have been and will help to cut the on-going running costs by three quarters”, adds Ashton.

Another challenge for this installation was the ability to control the climate within the space at a temperature which is suitable for sensitive printing equipment and the wide range of materials which are used to fulfill a broad spectrum of customer requirements.

This is where the advanced functions available on the Mitsubishi Electric remote controller serve the business well as the temperature range restriction and fan speed settings ensure the environment is controlled to suit the function of the space.

The Night Setback feature also prevents indoor dew or excessive temperature rise by ensuring that the space never falls below or rises above the pre-set temperature levels.

In addition, the energy saving Auto Return ensures that even if the temperature is manually changed it will automatically return to the pre-set temperature level after a set period of time has elapsed.



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Installation summary

Installation date:	August 2104
Location:	Stockport
Old system:	20-year-old, oil-fired heater
Replacement quote:	£14,000 to replace
Annual running costs:	£7,000 on oil supplies:
New system:	£12,000 Mr Slim Installation costs
Annual running costs:	£2,500 on electricity
MELFinance solution:	£220 monthly payments
First year savings:	£12,400
Subsequent year savings:	£5,000
Added benefits:	<ul style="list-style-type: none"> • More even heat distribution • Greater control • Reduced maintenance costs • Reduced CO₂ emissions

The total cost of the installation was £12,000 and as a result the client is feeling the benefit already.

"It's fantastic", says Heaton Press owner John Bardsley. "The old system was not fit for purpose anymore, many of the parts were obsolete and it was costing us a fortune to run. With the new heat pump system we will only spend £2,500 a year on electrical supply which means that in the first twelve months we will benefit from considerable savings.

"Going forward we will be reducing our running costs by around £5,000 a year in comparison to our old system and this is money which we can use for continual investment in the company".

Despite the savings which can be achieved throughout the lifetime of this type of equipment, many companies struggle with the up-front costs however the option to use the unique MELFinance solution, is making the decision to upgrade far easier.

"The package presented from MELFinance made financial sense for us as a business, because it allowed us to achieve annual savings of £5,000 with monthly payments of just £220", explains Bardsley.

"When you combine the cost and energy benefits of switching with the level of control that was required for the business to function effectively, the decision to upgrade was an easy one.

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