



More comfort and lower running costs combined with a unique finance package

When your business relies on offering the public quality products at discounted prices, every area of operation and cost is under scrutiny and on-going energy bills play an important role in ensuring your company remains profitable.

For furniture and home accessories retailer Brand Interiors (which has eight stores throughout the north-west) a 22% reduction in running costs from upgrading old air conditioning is now making a real difference to the bottom line.

Using a tailored finance package from MELFinance has enabled the business to achieve these savings without burdening their cash flow with the up-front cost of the project.



Air Conditioning | Heating
Ventilation | Controls



The finance solution has not only allowed Brand Interiors to reduce running costs by replacing and upgrading old equipment, it has also helped ensure compliance with R22 legislation.

Installation Summary

Four Mr Slim R410a inverter twin heat pump systems were installed to replace five R22 split systems.

The new system increases the capacity to 90kW against the 62.5kW of the previous equipment, and also offers greater control for individual areas.

The new larger system is designed to cope with changes made to the building's layout and a larger shop floor.

When it was time to service and maintain the air conditioning at the site in Rossendale, Lancashire, specialist supplier, Coolair Equipment Ltd analysed the costs of the old equipment and compared it to modern air conditioning, using Mitsubishi Electric's Audit Tool. The old system relied on a refrigerant called R22 which is now banned in the UK. This means that the next time the system needed a major service, Brand Interiors would have to upgrade or remove it.

"The existing equipment was almost beyond repair and was trying to cope with changes to the layout of the showroom that it really wasn't designed for", explained Steve Valentine from Coolair.

The upgrade from five antiquated units to four modern systems was predicted to reduce annual running costs from £8,485 to £6,617, whilst offering an increased capacity of 90kW against 62.5kW. Installing a new system does mean upfront expenditure for any business and this is where MELFinance Solutions can make all the difference.

"We were impressed with the savings that the new system could offer and have been delighted with the increased performance, control and flexibility from the new units", commented Barry Knowles from Brand Interiors.

"We can now offer our customers modern levels of comfort which is vital for any retailer, but we also know that we have reduced running costs and emissions whilst scheduling the repayments to suit the business with the finance package".

Despite the immediate savings in running costs and the reduction in service and maintenance charges, many companies struggle with the up-front costs however the option to use MELFinance is making the decision to upgrade far easier.

"MELFinance gives companies another option and in many cases it can be a better way to pay for new projects", explains Shane Suter – Corporate Operations & MELFinance Manager for Mitsubishi Electric.

"Businesses can benefit from improved levels of both comfort and control without harming their cash flow".

"The savings in running costs will almost cover the interest on the loan payments and with company tax relief available, we are finding that more companies are seeing that it actually pays to upgrade their equipment", adds Suter.



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