



## A finance solution to suit every installation

A Broadstairs car dealership and an East Midlands engineering company are enjoying the benefits of an upgrade in their air conditioning systems thanks to a unique finance package that gives businesses an additional route to funding for building services and plant.

Dumpton Park Nissan car dealership and Beaumanor Engineering were both in need of a brand new air conditioning system but the initial capital outlay was proving to be a barrier. That was until Mitsubishi Electric Business Solutions Partner, Clean Air Group, suggested funding for these two projects through MELFinance Solutions.



Air Conditioning | Heating  
Ventilation | Controls



creating a better  
work environment

## Case Study

### Dumpton Park Nissan & Beaumanor Engineering

Making a  
World of  
Difference



**MELFinance helps customers update and refurbish their air conditioning systems while spreading the cost in a flexible way.**



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Mitsubishi Electric developed MELFinance Solutions to respond to current market conditions and the need for customers to manage cash flow, while benefitting from the installation of new technology to reduce carbon emissions and operational costs.

Clean Air's Ben Hallett says: "MELFinance is an excellent way for our customers to fund the cost of more efficient HVAC equipment to suit the needs of the client business projects. This makes it a very attractive and flexible offering which enables companies to benefit from energy efficient technology without the up-front costs."

Dumpton Park Nissan car dealership took advantage of MELFinance Solutions to fund a new air conditioning system costing £20,000. Ben says: "This was a classic example of the benefits of this finance package. The entire space had previously utilised an oil fired boiler system which was proving to be very costly to run. Our client knew that a brand new system would be far more cost effective in the long term and rather than using their own capital, they opted for MELFinance.

"They now have their new system installed which uses a range of ceiling cassettes from the Mitsubishi Electric Mr Slim range. These provide heating and cooling throughout the main showroom and sales offices and are already showing significant improvements in comfort levels for employees and customers."

Beaumanor Engineering also utilised the services offered by MELFinance Solutions at their UK base in Leicester, which occupies 30,000 square feet and stocks more than 35,000 items. The brief for Clean Air was to install an air conditioning system in the offices to provide heating and cooling. The company had previously relied on a single portable unit which was neither efficient nor cost effective and was proving to be a problem for the staff who worked there.

Ben says: "The installation of two wall mounted units and a ceiling cassette from the M series range was fairly straightforward and the perfect way to ensure a comfortable environment with the minimum amount of disruption. The additional benefit for this installation was the availability of immediate funding through MELFinance Solutions."





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## Installation Summary

**Upgraded air conditioning system providing heating and cooling**

**Replaced single portable unit**

**Mr Slim ceiling cassettes**

**Wall-mounted units**

**Project funded through MELFinance**

Beaumanor Engineering Finance Director Paul McGreevy says: "We do have access to finance through our own bank but the solution offered by Mitsubishi Electric was far more attractive and allowed us to upgrade our system in a shorter timescale than we had originally expected."

"We now have a very efficient solution which provides the right levels of heating and cooling for the space. In fact, the staff are extremely pleased with the results, as the office feels like a much better environment to work in"

As gas and electricity prices continue to fluctuate, more and more companies are making the decision to install new, energy efficient technology to reduce running costs. The option to utilise a finance package to remove capital outlay, but still benefit from a return on investment and improved working environment is very attractive. In the majority of cases, the interest is cleared by the energy savings made from the installation of new equipment.

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