



**CALOR**

## Calor LPG makes business heat up for HVAC specialist



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**Nick Kirby, Senior Surveyor, Air Ability**

Commercial and industrial heating specialist Air Ability is renowned for its expert HVAC design coupled with the highest installation standards. Since it was founded 25 years ago to provide heating and cooling systems, the engineer-led company has partnered only with suppliers of a similarly high calibre.

Nick Kirby, Senior Surveyor for Air Ability, has worked with Calor for more than five years because he knows he can rely on the company to give his customers a good service: “It’s very important that Calor treat my customers like their own and they do this very well. On every occasion, once the Calor representative has visited my customer calls and orders the heating from us, which is great.”

**Customer:** Air Ability and Daytona Visual Marketing

**Application:** LPG to heat off-grid premises of large format print and point-of-sale (POS) display business

**Location:** Tamworth, Staffordshire

### Project highlights:

- 🔧 Specifier Air Ability recommended Calor LPG to Daytona Visual Marketing when it needed a cost-effective way to heat its airy premises as the cost of connecting to the mains gas grid was prohibitive.
- 🔄 Air Ability specified LPG as an environmentally-responsible fuel that complies with clean air legislation.
- 👤 Quality of service is hugely important to Air Ability to preserve its excellent reputation for customer care and it knew Calor would not let it down.





In this age of growing environmental awareness, he frequently recommends Calor LPG to customers over other off-grid fuels, knowing it is cleaner burning and emits less carbon dioxide<sup>1</sup> than all other fossil fuels.

In addition, with an LPG bulk tank there is no risk of theft or contamination, as is the case with oil. LPG is extremely versatile, able to provide heat and hot water and power manufacturing processes.

One of Air Ability's customers is Daytona Visual Marketing. The five star Google-rated company produces custom print and display manufacturing solutions to help its own customers promote their brands, products and services. When Daytona Visual Marketing streamlined its operations and moved into an industrial building on former farmland with no mains gas connection, it asked Air Ability for its heating option recommendations.

Nick Kirby explains the choice of fuel was a no-brainer. "As Daytona was on a new build site some distance from the gas network, the cost of connecting to the mains gas grid would have been prohibitive. And LPG is unquestionably an affordable off-grid fuel choice," he explains. "What's more, given increasing green legislation and the pressure on businesses to cut their carbon emissions, I wouldn't want to recommend a fuel that will fall foul of clean air legislation, now or in the foreseeable future."

As for Daytona Visual Marketing, Managing Director Andy Wassall says, "With no mains gas, it was either going to be electricity

or LPG. I knew gas was a more affordable fuel anyway and Air Ability recommended Calor LPG very highly so I went with their recommendation. I don't see the point of hiring an expert and not taking their advice."

### Hassle-free switch



Nick Kirby knew his valued client was in safe hands with Calor: "The team is very easy to deal with – in fact, they're my preferred supplier. I always get a prompt response to the leads I submit and usually receive confirmation that a survey has been arranged within a couple of days. I find everyone I liaise with at Calor very prompt, responsive and helpful."

Daytona's installation was no exception. Nick Kirby reports, "As part of our standard procedures we carry out a post-installation follow-up with the client. I'm pleased to say there has been nothing but a positive response."

Calor always strives to keep downtime to a minimum by completing all the groundwork first, before switchover, and plans the switchover to take place at a time that best suits each client. Andy Wassall's feedback shows this is an approach that works: "I must say Calor as a company was very efficient and easy to deal with. They completed the work in two stages to minimise disruption to our business, installing the tank and pipework first, then the heater unit. The second phase was laying the pipework to the building."

He elaborates, "Although the installation was a little challenging as the landowner insisted on the tank being sited quite a long way from our building, this didn't faze the Calor team. The guys were fantastic – they knew what they were doing and there were no problems at all. It was surprisingly easy from our perspective – a few phone calls and a form to fill in – and they communicated well with everyone on site."

Nick Kirby has the final word. "I already recommend Calor to other Specifiers and, following this latest successful project, will continue to do so. As a direct result of this installation, we have been asked to quote at a neighbouring business where LPG and Calor's assistance will be required once more!"

<sup>1</sup> Atlantic Consulting 2009: LPG emits 20% less CO<sub>2</sub> per kWh than heating oil.

Want your business to reap the benefits of Calor?

To find out more simply visit [www.calor.co.uk/specifiers](http://www.calor.co.uk/specifiers) or call 0800 121 4561.

