



**MITSUBISHI
HEAVY INDUSTRIES**

AIR CONDITIONING
& WATER HEATING

MITSUBISHI HEAVY INDUSTRIES

Case Study: Making the difference with MHI Projects

LiSEC

CASE STUDY:
LiSEC, TELFORD



Dedicated support from the MHI Projects team has helped provide a major climate control upgrade for the UK home of global glass processing specialist LiSEC.



Lizzy Holmes, Sales Engineer for MHI Projects, worked closely with Matt Overall, Engineering Manager at contractor and MHI 3 Diamond Dealer Modo Cooling, to ensure smooth delivery of a high efficiency VRF solution.



AVAILABLE FROM MHI DIRECT & ALL BEIJER REF UK BRANCHES

dw

hrp

rw

dwg

“I just like the MHI kit. I know how to use it, it’s easy to set up and is very reliable. In my experience as a service engineer, I’ve only ever been to one MHI breakdown, whereas other ‘premium’ products have proved far more unreliable.”

MATT EVERALL, MODO COOLING ENGINEERING MANAGER

Austrian-based manufacturer LiSEC has been in its UK premises in Telford since 2008 and was initially looking to improve the efficiency of its office operations by moving to an LED lighting system. Service Manager Vinney Kirkland contacted Modo Lighting regarding an energy survey, and it was suggested that the air conditioning system should also be considered for replacement.

Modo Cooling was able to demonstrate a potential saving of 40% in running costs compared to the existing system using MHI’s flexible 3-pipe heat recovery VRF solution, with a predicted return on investment (ROI) period of 3 years. Another significant advantage of the 3-pipe system was the capability to provide simultaneous heating and cooling when required, something which had not been possible with the previous system. This allows different offices, and areas within an office, to be cooled or heated at the same time.

These projections, coupled with the poor reliability record of the old equipment, led to the project being given the go-ahead, with MHI Projects, Modo and LiSEC working to identify the best possible combination of equipment and the preferred location for the outdoor units.

Two MHI KXZ2 VRF outdoor units were selected, one for each floor of the building, along with 11 indoor four-way cassettes. Installation took four weeks, two weeks for each floor, with Lizzy Holmes and MHI Projects able to support the process every step of the way.



Vinney Kirkland said the extended MHI warranty, providing peace of mind for up to seven years, had been a factor in getting the project over the line, and said that the system was already exceeding expectations in terms of performance. He said:



“Overall, the system provides all that was expected and the reduction in power usage will enable a return on investment sooner than predicted.

The cassettes blend in with the surrounding tiling and the neat appearance of the external units are a definite upgrade from our old system.

The controllers for each unit are neat and modern with a system that allows for easy access to the major control requirements and access through password for additional information. This ease of use allows for individual sections to have the desired temperature without affecting other users.

Modo offered a convincing solution to our needs and the team worked diligently and showed a great work ethic.”

MHI Projects offers outstanding support for all your installation needs and is available throughout the Beijer Ref branch network of DW, HRP, RW and DWG. <https://mhi-hvac.co.uk/>