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- * The Installation Work
- * The Rewards
- * The Next Step

Kensa's Installer Scheme

Introduction

The increasing cost of oil has prompted many developers in off-gas network areas to consider the use of ground source heat pumps. Indeed, much of this initial interest was generated from the 'self-build' sector but forthcoming grant support from the energy companies, as part of their Carbon Emission Reduction Targets (CERT) obligations, will encourage commercial housebuilders to

adopt the technology. As a result, sales of heat pumps are predicted to increase at a phenomenal rate and

contractors able to provide an installation service.



there should be significant business opportunities for

Kensa Offer

As a UK-based manufacturer, Kensa has developed the industry's most extensive range of heat pumps with a full product listing available at www.kensaengineering.com.

Of course, there also many other heat pumps on the market but all the imported models are far more complicated appliances which require an excessive amount of installer expertise.

By contrast, Kensa's philosophy has always been to simplify the technology so any plumbing contractor can provide an installation service without the need for specialist tools or training.

In our view, renewable technologies will only become mainstream products if the installation capability is available at the local level.

Kensa's job, right now, is to generate demand for its

products and establish a more complete national Registered Installer network to handle the work. Kensa is not a contractor so developing a suitable network is a major priority. Fortunately, the combination of product quality, competitive prices, and exceptional technical support is helping the company achieve its aim.

Kensa Heat Pumps Ltd.

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Expertise, Service, Quality

“Kensa does not require potential installers to spend endless days training in a classroom environment”

Installer Training

Unlike other companies, Kensa does not require potential installers to spend endless days training in a classroom environment. Simply speaking, there is no need. The installation process is straightforward. In a project where the heat pump serves the space heating, two pipes feed in from the ground arrays – via a pre-engineered Kensa manifold – to the heat pump and connect using John Guest Speedfit connections. Two pipes then feed out to the heat distribution system

and, with a small amount of wiring, all supported by detailed drawings, the installa-

tion is complete. All work that requires no training!



Speedfit Connections for ease of installation

Taking the First Step

No doubt, you have already been approached by clients asking about ground source heat pumps. It is possible that that you have felt unable to process these enquiries even though the actual installation work is more straightforward than any oil-fired boiler!

Kensa's role is to provide the necessary support. Of course, the more challenging element of any pro-

ject is the 'application engineering' – matching the heat pump to the ground arrays (Slinkies in horizontal



Slinky trench excavation

trenches or pipework in vertical boreholes) and the heating and DHW (if required) demands of the

property.

As an engineering business, Kensa has unrivalled experience and expertise having manufactured its first heat pump in 1999. Should you receive an enquiry, Kensa would be happy to share its expertise.

Upon receipt of floor plans and a site plan, and any available SAP report, Kensa is able to provide an initial assessment. In particular, Kensa will establish whether there is sufficient land available to accommodate the Slinkies or whether boreholes will need to be drilled. Further, Kensa can provide recommendations on the heating system distribution

The Installation Work

All installation work is straightforward and supported by detailed documentation. A typical heat

pump, linked to Slinkies, should be installed and commissioned within a day. The most awkward task is purg-

ing the Slinkies and Kensa can either provide a suitable pump or oversee that element of the initial installation. The integration of numerous probes and sensors into each appliance allows Kensa to commission over the telephone. As a consequence, you do not need to register with either the Low Carbon Buildings Programme or the new Microgeneration Certification Scheme to gain access to the grant funding since Kensa is an approved installer.



Purging an installed slinky system.

“you do not need to register with either the Low Carbon Buildings Programme or the new Microgeneration Certification Scheme to gain access to the grant funding ”

The Rewards

As a technically-led business, Kensa offers peace-of-mind to contractors involved with their first project. The support package includes all pre-order consultation with the client, complete installation guidance and an industry-

leading warranty offer. In addition, there are commercial rewards including generous discounts and referrals (if requested).



Mr and Mrs R. Lea, built an eco-friendly, four bedroom barn conversion. They installed a Kensa Compact Heat Pump with underfloor heating throughout.

“Kensa are excellent...we have saved £1500 per year on energy bills...what can be more satisfying than turning on the heating and knowing that you are saving energy?” Richard Lea, Self Builder.

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The Next Step

Please contact Paul Dennison, Sales Manager if you have

- Either a particular project where you require some support
- Or wish to discuss entering this emerging market.

Paul has spent the last twenty years in the plumbing and heating market so is very experienced. Having spent the past five years working with a leading underfloor heating company, Paul is well-placed to provide guidance on that subject and ensure the complete package meets the needs of your customer.



For more information on any of the above or other issues concerning ground source heat pumps please visit our website www.kensaengineering.com or phone on 01326 826 021.