

Capability Statement

Special points of interest:

- * Company Values
- * Client Base
- * Services
- * Key Staff
- * Awards and Certification

Introduction

Kensa Engineering is the leading UK manufacturer of a full range of ground source heat pumps. Kensa provides exceptional levels of expertise and advice on the use, design and application of heat pumps. Kensa have been active in the heat pump market since 1999 and remains a well-respected company, not only in the industry but also with all our customers and stakeholders.

Kensa Engineering was formed in 1999 and manufactured and installed its first heat pump later that year. The company was formed by ex-superyacht captain Richard Freeborn (now Company Chairman) and Guy Cashmore (now Technical Director) who both felt that the

products then available in the UK did not suit the UK climate and could be improved on. Using their expertise Kensa developed a range of heat pumps suitable for different applications including, open loop and closed loop systems, air, ground and lake source systems.

Since then the company has manufactured and installed over a thousand heat pumps of various types throughout Europe and manufacture ranges suitable for the domestic market and specifically designed for commercial applications.

Kensa's aim has always been to take the mystery and complexity out of heat pumps, designing systems that can be easily installed without any specialist training, making the product available to a larger market and helping to reduce CO2 emissions while reducing client's energy bills.

This Capability Statement provides a summary of the services and experience that Kensa Engineering can offer.



Kensa Heat Pumps Ltd.

Mount Wellington
Chacewater
Truro
Cornwall

Phone: 01872 862140
Fax: 01872 862440
E-mail:
info@kensaengineering.com
www.kensaengineering.com

Expertise, Service, Quality



Kensa are ISO9001 approved for the design and manufacture of heat pumps and hold an unique status as being accredited by DBERR (Department for Business Enterprise and Regulatory Reform, formally the DTI) for both the manufacture and installation of ground source heat pumps. Kensa were also a

founding member of the Ground Source Heat Pump Association and play a major role in helping to raise the profile of heat pumps and formulate Industry Standards.

Kensa also advise many Government Departments and leading companies on the use and suitability of heat pumps in different applications and have become well known within the market for their honest and straightforward advice.

**“In 2008 Kensa
won the
prestigious
International
Ashden Awards
for Sustainable
Energy.”**



Company Values

Vision Statement

Kensa is an acknowledged European leader in the rapidly evolving renewable energy market.

Mission Statement

Kensa offers an evolving range of performance-leading heat pumps. Supported by our suppliers, valued by our distribution and installation partners, envied by our competitors and appreciated by the end-user, Kensa will help create a greener planet. Kensa provides exceptional careers and significant rewards for those responsible for its success.

Brand Values

Expertise: -

- Sole UK manufacturer of a complete range of ground source heat pumps.
- Unrivalled manufacturing experience.
- Appointed by DEFRA to represent the UK on the International Energy Agency's Annex 28, which developed a new test standard to determine the seasonal efficiency of heat pumps that provided both space heating and DHW.
- Represented the UK on the EU SHERHPA project on natural refrigerants.

Service: -

- Honest and straight forward advice.
UK based technical support and commissioning.

Quality: -

- Fully accredited by DBERR and ISO9001 approved for the design and manufacture of heat pumps.
- Industry leading warranty package.
- High quality components from premium suppliers.
- Sole UK dedicated test laboratory that can test using both "internal" and "external" methods.



“Ground source heat pumps can have lower running costs than traditional heating systems using oil, LPG or direct electricity”



Kensa Engineering Client Base

The following is a small selection of our satisfied client base.

RNLI	Design and manufacturer of sea water sourced heat pumps for use on Tamar lifeboats.
Cotswold Water Park	Design and installation of Europe's biggest lake sourced heat pump system.
Asda	Design and manufacturer of a heat pump to provide heat for a distribution centre.
Carrick County Council	Design of an air source heat pump to provide low cost heating to social housing.
Cremorne Boat Centre	Manufacture of a heat pump that utilises the tidal system to provide heat.
Norfolk County Council	Design and Manufacture of a heat pump system to one of Norfolk's exemplar classrooms of the future.
Caerphilly Castle	Design and manufacture of an open loop heat pump providing heat to a visitor centre from the castle's moat.
Hay-Tor Visitor Centre	Design and supply of an air source unit to provide heat for the visitor centre.
SWRDA	Tolvaddon Energy Park is the flagship of the UK Governments Regional Development Agency regeneration for Cornwall. Each of the nineteen buildings is heated by its own Kensa geothermal heat pump.
Devon County Council	The Stover Park Visitor and Interpretation Centre is heated and cooled by renewable geothermal energy from the nearby 10 hectares manmade lake.
Private Individuals	Design and manufacturer of heat pumps to various new build and retrofit applications.

“Ground source heat pumps are helping to reduce fuel poverty in many social housing applications.

Services

We are able to offer a wide range of expertise and services to planned or current building projects. Kensa can also advise developers, architects, consultants and those undertaking feasibility studies on the best use of heat pump technology to provide the maximum benefits to themselves and their clients.

Kensa Engineering's services include: -

- Design and manufacture of any size of GSHP.
- Design and field trials of domestic ASHP's.
- Application and installation of any size of GSHP to MCS standards.
- Advice on system integration.
- Design and manufacture of reversible heat pump to provide cooling as well as heating.
- Consultancy service.
- Leading British manufacturer of a complete range of GSHP's.
- Six fully DBERR Accredited GSHP installer personnel.
- Dedicated GSHP test laboratory, testing to EN14511.
- Sole UK dedicated test laboratory that can test using both "internal" and "external" methods.
- Site measurements of heat pump efficiencies using "external" method with logging via GSM and IP address.
- Mobile Thermal Response Test vehicle providing both heat source and logging for use in the design of borefields.

"Ground source heat pumps have significant lower CO₂ emissions than traditional fossil fuel heating systems"





Kensa Engineering Key Staff

Chairman : Richard Freeborn

Richard founded Kensa in 1999 with Guy Cashmore (see below). Since then the company has grown significantly and played a leading role in the emerging popularity of heat pump technology in the UK. Richard's experience and expertise is held in high regard throughout the renewable sector evidenced by his appointment as a Director of Regen SW, the UK's leading Renewable Energy Agency. Richard is also heavily involved in developing new training standards for heat pumps and SHERPA, the EU-wide heat pump research and development project. Richard speaks at events throughout the country and has a particular interest in developing leading solutions to eliminate fuel poverty.

Managing Director : Simon Lomax

Simon replaced Richard as Managing Director in May 2007 to oversee the company's dramatic expansion plans at its new Mt Wellington facility. Previously, Simon held senior sales and general management roles with a leading underfloor heating company having earlier been involved with start-up businesses in the United States and Canada.

Technical Director : Guy Cashmore. M Inst. Refrigeration

Guy spent many years installing air heating and ventilation systems, so brings a wealth of practical experience to Kensa. Since forming the company Guy has acquired unrivalled knowledge regarding the application of heat pumps and associated heating distribution systems and is regularly asked to contribute his expertise to consultants working on a wide range of residential and commercial projects. In addition, Guy is responsible for all manufacturing operations and Kensa's major research and development programme.

Non-Executive Director : Dr Mark Scibor-Rylski

Mark was introduced to Kensa as a Business Mentor for UEC Enterprises working with SMEs in the Environmental Technology sector. Mark has been involved in the commercialisation of technology for over 20 years and has worked with Xerox Corp, British Aerospace, Westinghouse, Lansing/Lansing Bagnall, Prudential Corp, ANZ, Charterhouse Ventures, as well as a large number of SMEs. Since his appointment Mark has provided Kensa

"A ground source heat pump with an outlet temperature of 35C, has a COP of 4, in other words has an efficiency of 400%."

with a wealth of guidance to help grow the company and handles investor relations.

Non-Executive Director : Nick Coppin

Nick is an environmental and landscape scientist with a broad based experience of environmental assessment, protection, conservation and reclamation, gained through an association with a wide range of developments, particularly in the minerals industry. Nick is also a board member of a leading UK energy and earth resources consultancy company that provides specialist consulting services to the mining, renewable energy and environmental industries throughout the UK and worldwide.

**“The DTI’s
report ‘The
potential for
Micro-
generation
suggests that
28,000 heat
pumps will be
installed by
2012.”**



Kensa Heat Pumps Ltd.

Mount Wellington
Chacewater
Truro
Cornwall
TR4 8RJ
Phone: 01872 862140
Fax: 01872 862440
E-mail:
info@kensaengineering.com

Expertise, Service, Quality

What Kensa clients are saying:-

"Our Kensa heat pump continues to work fine, after five years ...especially in combination with our wood burning stove in winter, for extra cosy warmth."

Mr Bellarby, Self Builder

"We have not regretted the decision. Kensa are excellent; their equipment is competitively priced and is suitable for the British situation."

Mr Lea, Self Builder

"The heat pump system is working extremely well, no problems to report, saving a fortune in LPG (Approx £9 per day at present)."

Allan Traves

"...heat pumps do offer a pretty cost effective heating solution for new homes, especially when combined with low temperature under-floor heating systems..... I recommend Kensa."

Mark Brinkley, Author of 'The Housebuilder's Bible', Seventh Edition.



Best Business Innovation 2005



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 01872 862140.