

# Acclaim for Andrews sponsored entry in Winter challenge to MONTE CARLO

Paul Yunnie congratulated Roderic Bunn from BSRIA and his navigator David Roberts on finishing this year's perilous 2000km winter challenge to Monte Carlo in the rally-prepared MGA, sponsored by Andrews Water Heaters. Storming through to finish 2nd in its category and securing 14th place overall in the field of more than 70 entrants, both men were delighted to have raised £400 for leukaemia research in the process.

After visiting the winners podium to collect some well-deserved trophies Roderic praised the 1961 registered MGA that performed so well, out-running all the other similar cars. "We didn't feel badly at all about not being able to catch up with the Porsche 911 that took first in our sports car class," he said. "We didn't stop trying though and in fact all those ahead of us in the field were newer, more powerful or vastly better rally-primed cars.

Though hampered very soon after the start in Cambridge by a steady loss of break fluid, which required frequent replenishment throughout the challenge.

The car was fantastic, never missed a beat and was much admired. It proved very fast, reliable and handled well considering how extremely hazardous driving conditions were at times. Its performance speaks volumes

for the engineering quality of the MGA and the level of preparedness we were able to achieve through Andrews' sponsorship, including the navigation systems that enabled us to take on the seasoned competitors so successfully."

Paul Yunnie countered, "We feel that the driving duo should take credit for this success, due in no small measure to their skill, endurance and dedication in this testing endeavour and we congratulate their achievement."

*The Andrews sponsored entry at the start of the Winter Challenge to Monte Carlo.*



## Andrews support Building Services Award 2004

The Major M&E Contractor of the Year category in the Building Services Awards 2004 will be sponsored for the sixth year running by Andrews. All entries have now been submitted for consideration by the panel of judges, who are distinguished industry figures and specialists in their field.

The finalists and winners will be announced at the presentation dinner held in June, an accolade that will win the respect of peers and clients alike. This could be considered the most prestigious event in the industry being traditionally held at the Grosvenor House Hotel, London which was last year attended by over 1,000 people.

"This is a major annual sponsorship opportunity that Andrews is highly committed to" says Paul Yunnie, "because these Awards give recognition and reward excellence, innovation and professionalism across a broad spectrum of categories that are truly representative of the best expertise the building services industry can offer".

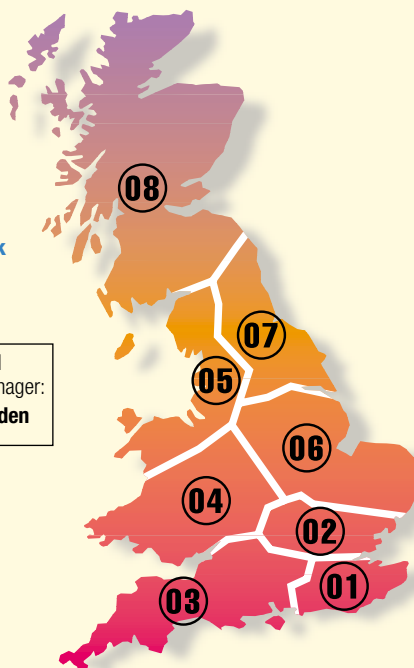


## Your sales team contacts

Here is the Andrews Sales Team at a glance. For a detailed breakdown of the Counties and London post code areas included within individual Regions, please log on to our web site at [www.andrewswaterheaters.co.uk](http://www.andrewswaterheaters.co.uk)

National Sales Manager:  
**Paul Hardy**

National Accounts Manager:  
**Paul Marsden**



**Region 01:** (South London & South East)

Mike Branson 07768 358307

**Region 02:** (North London & Thames Valley)

Craig Chamberlain 07775 950649

**Region 03:** (South West)

Steve McDonald 07767 666396

**Region 04:** (West Midlands, South & Mid Wales)

Mandy Webb 07768 485129

**Region 05:** (North West and N Wales)

Andy Pennells 07768 485132

**Region 06:** (East Midlands, East Anglia)

Roger Taylor 07768 485131

**Region 07:** (North East)

Sean Ryan 07767 666395

**Region 08:** (Scotland)

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welcome...

# ANDREWS in ACTION

**ANDREWS  
WATER HEATERS**

SUMMER 2004



Paul Yunnie, Managing Director

In this issue of the Andrews Newsletter, we are pleased to bring you up to date with some of our recent activities. As our range of products continues to expand, so too does the diversity of applications for which Andrews Water Heaters are used, especially in the condensing sector for both boilers and water heaters. We believe this will continue apace once the high efficiencies of gas water heaters, and particularly non-storage condensing models like our R300 Series, are acknowledged in the new 2004 Energy Technology List.

We included in the last edition an article written by Engineers from ABS Consulting (originally published in Building Services & Environmental Engineer) about the changing role of water heating in our modern society and the implications for energy efficiency. In this issue we bring you their conclusions on the continuing need to improve energy efficiency in buildings, the drivers for change and the future importance of water heating. We feel their argument is aptly illustrated by two of our most recent projects – one, a visionary reconstruction of a care home for the elderly in Scotland and the other in a new accommodation complex for families of critically ill children while patients in a famous Liverpool hospital.

I'm in a position to be able to thank you, our customers, specifiers, installers, distributors and users of our equipment, for the excellent start to 2004. My thanks also to the Andrews sales, service and support staff for their efforts in maintaining the supply chain. The current business climate together with forthcoming legislation is encouraging us to develop new, even more efficient products – more news in the next issue.

## Andrews has grand designs for a single unit

When we received an enquiry for an LPG commercial water heater that would be suitable for a "tourist hotel" size property that was being restored in France we were intrigued. When we discovered the entire project was being filmed for the Channel 4 programme, Grand Designs, to be shown in Autumn 2004, we had to know more.

It is the unique features and history of the manor house that makes it of special interest to the production company, together with the scale of the renovation work required. Chez Jallot is a 200-250 year old manor house, built from local granite and designed to have three floors, cellars and a huge attic. It stands in approximately four acres of grounds and there is a tunnel leading from the house to a lower garden where an ancient lavoir (wash house) and water well are fed by streams from a spring in the grounds.

Situated near Limousin in central France, the mansion was a local Resistance headquarters during WWII until it was discovered by occupying troops in July 1944 and completely burnt out. Since then it has stood derelict and when spotted by Denise Daniel and Doug Ibbs it had no roof, floors, windows, doors, and the jungle that had almost completely engulfed it had brought down a gable end chimney stack. "All that remained were the granite walls, in which scorched timbers could be seen, and the attached barn", recalls Denise Daniel. "This really is a



(left to right) Simon Rudge (Sales) and Angela Schaeffer (Marketing) Denise Daniel, Paul Yunnie (MD) and Doug Ibbs at the hand over of the Andrews Standard Range L63/71 Storage Water Heater

massive self build project, with specialists taking care of structural work and in other areas as required. A wooden chalet in the walled vegetable garden is serving as our temporary home and site office."

The house is being rebuilt in traditional French country manor style with complementary furnishings and gardens planned but incorporating many modern features with a view to energy conservation principles and environmental concerns. "We bought the property in February 2003 and work started in earnest last July. The target is to have at least two stories, if not three, ready for visitors by this summer."

Meanwhile, Andrews' water heating recommendations have been accepted and a L63/71 model from the Standard Range has been delivered to site with unvented system pack and Correx Anodes. This will serve the kitchen with its sink, dishwasher and washing machine outlets, also six bathrooms – four with bath, shower and hand basin, two with shower and hand basin – plus a further hand basin in the downstairs cloakroom. It will provide 674 litres hot water @ 56°C rise in 90 minutes, required at peak times, with a spare capacity of 38%.

For more information and to follow the progress of this project visit [www.chezjallot.com](http://www.chezjallot.com).

# The future importance of water heating

This is the second in a series of short articles by Jim Ure and Michael Colyer of ABS consulting. The articles examine the implications for water heating in light of the continuing need to reduce greenhouse gas emissions and improve energy efficiency in buildings. This article outlines some of the drivers for change and the implications for space and water heating.

## INTRODUCTION

**As the requirement for space heating in the UK diminishes the demand for water heating is likely to become a dominant heating load. This trend is the result of a number of factors such as:**

- the initiatives mitigating climate change through reduced CO<sub>2</sub> emissions and
- the increasing demand for hot water created by changing population growth and changing lifestyles – more hot water for baths, showers, clothes washing, dishwashing, leisure activities, etc.

**Therefore, as energy consumption for space heating reduces, that consumed for water heating is likely to increase both in real terms and in proportion.**

## THE DRIVE TOWARDS CHANGE

Regulations to reduce energy consumption have increased substantially over recent years and this trend is likely to continue. Although a recently depressed economy has slowed construction output growth to 2% in 2002 and 3.5% in 2001 (BSRIA), the continual need to refurbish and incorporate newer technologies has led to an increase in energy use in both the commercial and residential sectors. To control this energy use combined with the government's commitment as part of the Kyoto agreement, the building regulations are being regularly reviewed and upgraded. While many believe that the current version of Part L introduced in 2002 may not have gone far enough, it does provide an insight into possible forthcoming changes and trends. The continued and more rigorous focus on fabric insulation levels and air leakage through the requirement for certification and testing is a further step in improving the thermal performance of buildings. This focus combined with the increased heat loads associated with IT equipment is leading to a reduced need for space heating systems. Conversely, whilst hot water systems are required to have closer control, it is likely that consumption will rise with increasing demand for showers, baths, personal hygiene, leisure and sports activities.

## INCENTIVES OR PENALTIES

Recent initiatives such as "re-thinking" construction and sustainable FM are delivering the principles of sustainability, producing more buildings that are energy efficient. Whilst some forward thinking companies are leading this evolution, much of the industry is being coaxed along through incentives, regulation or penalties.

Incentives such as Enhanced Capital Allowances

(ECAs) and advice from government backed schemes such as those managed by Action Energy and the Carbon Trust will help to reduce emissions and improve energy efficiency. Although these incentives are continually being developed this current focus is weighted towards measures with greatest potential for reducing CO<sub>2</sub> emissions, such as space heating. It should however be noted that this current focus, especially in regard to products approved for ECAs, in many cases ignores the efficiencies of water heating systems. Whilst products that provide efficient space heating or water heating are developed around similar boiler technology those for space heating are much more likely to gain ECA approval. This raises the question of whether companies such as Andrews Water Heaters, who are in a position to offer efficient condensing water heating products, are being disadvantaged because of their market rather than their technology?

Penalties or more accurately taxes such as the Climate Change Levy (CCL), being directly related to energy use, provides a financial incentive to reduce energy use. Whilst there has been much debate regarding

this levy and whether it should be increased, fuel prices are starting to rise which will further drive forward the need for energy reduction.

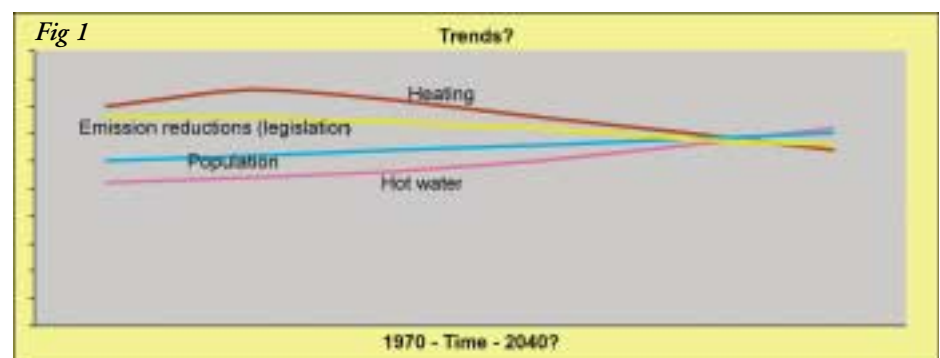
## ALREADY A REALITY

In the residential sector several developments such as Bedzed in South London, Hockerton in Nottinghamshire, Centre of Alternative Technology's super insulated house and the Deveci "Zero heating" house, as well as others, all demonstrate the effectiveness of measures which reduce or eliminate the need for space heating systems. Commercially, the increasing requirement for cooling, combined with increased IT and changes in the UK climate (predicted average increase in temperature of between 2 and 3.5% by the 2080's) serve as an indicator to designers, developers and operators of a reduced requirement for space heating in buildings.

However, as the requirement for space heating in the UK diminishes, the demand for hot water heating shows no signs of reducing. Figure 1 below shows one plausible scenario based on the argument presented in this article. How long will it be before this becomes a reality?



*Plant room at The Little Sisters of the Poor new Holy Rosary elderly care residence in Greenock where two Andrews R303 condensing water heaters are sited side-by-side with three Andrews R306 condensing boilers, installed by James Frew Ltd. for Main Contractors, Kier Scotland.*



# Andrews R300 Series Supa-Heat and Supa-Flo units for Ronald McDonald House at Alder Hey



**The Ronald McDonald House at Alder Hey Children's Hospital has doubled in size since it opened nearly 10 years ago and can now accommodate up to 65 families in a recently completed extension. The recent expansion programme cost in the region of £2m and the annual running costs of £400,000 are budgeted for. No funding is received from local or central government or NHS sources therefore all monies are raised by fund raising activities, voluntary contributions from families who have used the facilities and corporate sponsors, like Andrews Water Heaters. Two R302 Supa-Flo condensing water heaters, each linked to an ST66 buffer vessel, plus two R301 Supa-Heat condensing boilers were supplied to provide all the domestic hot water and central heating requirements for this extension.**



Jan Thomas, House Director, recounts, "The House provides family accommodation totally free of charge for parents and siblings of the most critically ill children who are patients in the Hospital. There were 30 en suite bedrooms in the original house, together with a number of communal kitchens, laundry and toilets. The extension has added a further 35 en suite bedrooms, each with shower, bath and wash-hand basin and toilet, 12 domestic kitchens with further laundry and toilet facilities. A day centre for the parents of oncology and renal patients has also been added."

The most important specification criteria for the boilers and water heaters was that they should achieve the highest efficiency in operation so as to keep day to day running costs as low as possible whilst providing the required comfort levels for the occupants. Also in an effort

to maximise the living space for the families the plant room area was finely calculated with nothing to spare so the equipment it housed had to be compact enough to pass through a standard doorway or had to be delivered in sections and assembled on site. We also had to consider the clearance requirements of equipment and accessibility for servicing.

The R300 Series Supa-Heat condensing boilers installed are the smallest size in the range giving 70kW output and using condensing technology achieving 104% (net) efficiency. Its downward firing blown gas pre-mix burner that modulates between 20% to 100% provides

ultra low NOx and CO2 emissions, qualifying it for the Energy Technology List.

Using the same condensing technology, the smallest R300 Series Supa-Flo water heaters supplied can recover 1360 litres/hr hot water through a temperature rise of 44°C. They owe this high efficiency to a very responsive finned stainless steel tube heat exchanger and, even though water heaters tend to operate at part load for most of the time, the modulation of the burner controlling the optimum mix of gas and air at all times ensures the highest operating efficiency is maintained.

The plant room is something to marvel at because the



way everything has fitted in is reminiscent of how all the engine components of a car fit neatly under the bonnet. The R300 Supa-Heat boilers and Supa-Flo water heaters have one of the smallest footprints for the output and went in through the doorway without any trouble.

The consulting engineers for this project were Terry & Partners and the installers were A&B Engineering.

# Andrews sponsors HVCA@100

**Andrews Water Heaters is sponsor of the commemorative publication entitled HVCA@100 produced in celebration of the Heating and Ventilating Contractors Association Centennial year. Its pages are a veritable treasure trove of historic industry information and photographs, some dating back as far as the late 1890s, which have been gleaned from many sources. These include HVCA themselves as well the CIBSE Heritage Group, BISRIA, various institute journals, trade magazines and publications of past and present HVCA member firms.**

HVCA@100 was edited by Brian Roberts, Chairman of CIBSE Heritage Group, now retired as chief engineer for one of the most prominent contractors in the industry, who served on many industry committees, including those of the HVCA. Andrews' Managing Director Paul Yunnie is Vice Chairman of the CIBSE Heritage Group and was also involved in the production of the commemorative publication along with Ewen Rose, editor of Heating and Air Conditioning and several HVCA staff.

Paul says of the enterprise, "Researching the material for this publication was challenging and absorbing for everyone involved and has resulted in a



*Paul Yunnie of Andrews Water Heaters, the sponsor company of HVCA@100, is pictured with (left to right), Robert Higgs, HVCA Director since 1989, Brian Roberts, Chairman of CIBSE Heritage Group and Brian Townsend, HVCA President 2003/4.*

record of the industry that Andrews, as sponsors, are proud to be associated with. We wish the Association well in meeting

the challenges of the next 100 years in the professional service of their members and the industry they represent."