



Boiler Hire is ideal long term solution for drinks manufacturer

AT A GLANCE

- Customer: Belvoir Farm
- Industry: Beverage Production
- Product: Yorkshireman steam boiler
- Goal: Flexible solution for growing business

Increasingly boiler hire is being seen as more than a solution to provide short term planned or emergency heating. From hospitals and horticulture, to food and beverage manufacturing, boiler hire provides an energy efficient solution to ensure continuity of service during planned maintenance, emergency breakdowns and also for seasonal increased demand.

Now, however, businesses are hiring on an on-going basis with projects including delivery, positioning, installing and commissioning together with training to ensure that critical operations remain uninterrupted. When an additional or replacement boiler is needed the cash flow advantages of hiring the latest fuel efficient boilers can be the most cost effective route to take.

One company that has chosen to utilise long term hire is Belvoir Farm in Leicestershire. Established in 1984, the family owned business offers a range of over forty products, producing ever increasing volumes of cordials, pressés and canned fruit drinks. Stocked by most major supermarkets, individual retailers, and farm shops, Belvoir Fruit Farms is a growing brand within the sector.

Unknown
steam
requirements

Growing
business with
changing
needs

Flexible
solution that
covers all
bases

Belvoir first required a temporary boiler to cover an annual inspect of its on-site boilers. The boilers showed signs of aging and most importantly did not meet the needs of a growing brand.

A feasibility study looked at the costs and implications of replacement with new plant or a rental solution. Due to the steadily growing requirement, it was unclear which size of boiler would be required long term, so a steam metering exercise what suggested to better understand the needs of the system.

Byworth returned to the site with a 4500kg/hr Yorkshireman steam boiler to temporarily replace both existing site boilers for inspection purposes, and installed a steam meter to gain a clearer understanding of the actual steam demand.

Following this assessment, a 12-month hire agreement was initiated for a 3500kg/hr Yorkshireman boiler to operate the site while the original boilers were taken offline. During this period, Belvoir experienced a steady increase in product demand.



Belvoir Farm

"As with any big purchase it's not just a matter of meeting immediate requirements but also considering our needs in the future together with the cost of borrowing against the cost of hiring."

"The end result is we have a fantastic system whilst the ongoing running costs, service etc are all built into our future strategy. The contract gives us the opportunity to upgrade in five years if we so require to meet new demand and, above all, we have complete peace of mind."

Belvoir Farm Spokesperson

"At Byworth Hire we pride ourselves on building long term relationships with our customers and it gives us great satisfaction to work with other UK companies like Belvoir Farm and to be able to respond positively to their individual needs."

Michael Rutter - Byworth Boiler Hire

As a result, the 3500kg/hr boiler was subsequently replaced with a larger, tailor-made 4500kg/hr unit under a renewed 12-month hire contract, enabling the company to meet its growing order requirements.

During this second annual hire contract the option to purchase out right or to take out a long term hire contract was revisited, and the success of the existing hire contract led to an agreement of a five year hire contract for a bespoke 5000kg/hr low Nox Yorkshireman prefabricated boiler house. This decision coincided with the installation of an LPG tank farm by Calor gas.

By opting to Hire, Belvoir have found a cost and maintenance solution that fits with their future plans and growth strategy. Additionally, the boiler is fitted with Byworth's remote monitoring system, Unity. Unity controls enable operators to keep track of boiler operating conditions and allows quick diagnosis of any operational issues.

The new hire boiler has also enabled significant fuel savings to be achieved due to its higher efficiency and the fact it is able to run on LPG instead of red diesel.