

# BIDDLE CUTS THE COST WITH UNIQUE SECTIONAL SOLUTION

**Biddle Air Systems**, a world-leader in optimal climate solutions, has supplied an efficient heating solution to a University in Gloucestershire that utilises concealed space and existing apertures for maximum cost savings.

With a requirement for a new heating solution with minimal amounts of building work necessary, Biddle's team of professionals conducted a thorough site survey and proposed a budget-friendly product from its leading range.

Benefits were immediate, with an efficient heating solution in place without breaking the bank.

## THE CHALLENGE

The heat source for the University's secure reception lobby was historically installed in an adjoining storeroom, with grilles fixed into the wall to allow heat to be blown through into the reception area.

Recognising a need to replace the old unit, the University wanted to avoid as much building work as possible; which meant that Biddle was tasked with supplying a unit that would be able to marry up with the existing grilles and apertures to fit into the adjoining storeroom as the existing unit did.

## THE SOLUTION

With an ability to combine bespoke-sized plenum boxes, Biddle's team proposed a product from its unique Forceflow Sectional range: the Forceflow SBX1.

Designed to replace any manufacturer's existing 'back access' fan convector, the SBX1 is quick and easy to fix together.

Featuring a heating unit that sits between two plenum boxes available in a variety of sizes, the SBX1 has the ability to utilise existing grilles and apertures; meaning minimal building work is involved in installation, reducing both cost and installation time.

## THE RESULT

- A unit that married up to existing apertures was fitted, reducing the building work necessary; saving on costs and limiting the amount of disruption.
- The units' unique sectional design comes in three easy to fix sections, making it simple to put together in a short amount of time.
- The Forceflow SBX1 fitted perfectly into the existing area, making the unit discreet and tidy, maintaining the free and open space of the lobby.



## FORCEFLOW SECTIONAL



## THE CONCLUSION

Adrian Higginson, Commercial Manager at Biddle Air Systems concludes: "At Biddle, we know that different environments require different heating solutions - it's not a 'one size fits all' product.

Our Forceflow range of fan convector units are particularly popular within the educational sector, in part because of the large variety of adaptable products that are available.

Our Sectional range is very traditional, and remains popular for hidden, out of the way heating solutions. The unique sectional design makes installation easy, and with minimal building work the product is a great cost-effective solution; which is something that is highly important for educational institutions with a restricted budget.

We will always work within the client's budget and, where possible, will look for ways to help save on costs."