

Orientation at MTU factory and TU Delft

Innovation for CO₂

Rozenkwekerij Gebroeders Sol

Rozenkwekerij Gebroeders Sol in Heerhugowaard is a pioneer in cultivation techniques. In the August issue of *Onder Glas*, a trade magazine aimed at greenhouse vegetable growers, Gerrie and Herman Sol talked extensively about its successful mobile cultivation. This year, it has opted for a combined heating and power system from Centrica Business Solutions (then ENER-G Nedalo), the first company in the Netherlands to install a 20-cylinder MTU with a capacity of 2 MWe. Three aspects played a decisive role for Sol in choosing this supplier: the link between technology and cultivation, the willingness to think extensively about innovative joint solutions, and the convenience of a comprehensive service contract.

A perfect experience

Sol don't like to do things by halves. "We've been growing roses for 30 years. To be optimally prepared for the future, we've now taken a drastic step. The old premises have been completely demolished and a brand new greenhouse complex has been built. Planting took place in May of this year, and in week 30 the first roses were sold via the auction clock. Roses are a top product for which we have to perform at the top level, using the best technology. The CHP unit is at the heart of the company, so it must be in excellent hands. We requested a quotation from Centrica Business Solutions for a high-quality MTU gas engine, and also approached other companies. Centrica Business Solutions was the most alert and provided a good price. They took us to the MTU factory in Germany where we got on well with everyone. In addition, various growers in our area have had a perfect service experience for their machines from Centrica Business Solutions."

200% commitment

Once the entire CHP unit with flue gas installation had been discussed in detail, the contracts were signed. Later, however, reports appeared about an innovative flue gas purifier with features that caught the Sol brothers' attention. These features included the production of very pure CO₂ in-house, so they wouldn't have to buy expensive liquid CO₂ in the winter. Sol says, "It's great that we ended up choosing Centrica Business Solutions. Nobody made a fuss about the adjustment to the order. We even went to TU Delft with its management and project engineering team to hear exactly how it works. It then modified the unit at our request so it is suitable for both types of flue gas purifiers. This has enabled us to put the CHP unit into operation already."

A fixed requirement

"They're technicians, but I'm a grower who just wants certainty," says Sol. "That's why I also had the fixed requirement that everything within the turnkey delivery from Centrica Business Solutions was included in one maintenance contract. That includes the heat exchangers, pumps, and so on. Almost no supplier starts with that, but if something breaks down, you always end up haggling. Centrica Business Solutions fulfilled this request without any problems. A sign that it clearly stands 100% behind the solutions it supplies."

Why Centrica Business Solutions?

Centrica Business Solutions is the oldest supplier of CHP units in the Netherlands. The company has the largest fleet of CHP units in Europe and is the authorised MTU service dealer. With the ENER 1160 (based on the MTU-4000 series) for Gebroeders Sol, Centrica Business Solutions is proving to be a true horticulture specialist. Customers that make intelligent choices in terms of energy will see their returns grow even faster than their crops.