

# CHP keeps production cost under control

Higher yield per square metre thanks to extra CO<sub>2</sub>

## De Riviersprong

Bell pepper producer De Riviersprong sets itself apart with a daily fresh product, straight from the greenhouse to the market without the need for a cold store.

Red and green peppers hang in greenhouses in Giessen and Brakel where Govert de Lorm runs his family business together with his father and brother. Both colour variants present their own challenges. The green peppers have to keep their colour for as long as possible and, above all, not change colour too fast on the plant or in the shop. The red peppers have to ripen quickly so that they can be harvested rapidly and make money. Sales are made via the ZON auction: the majority through an intermediary and the rest via the auction clock. "From December to March, the supply from Spain arrives too, we always really feel the impact because it drives down prices in our most expensive months," says de Lorm.

## Heat in a buffer tank

Light, heat and CO<sub>2</sub> are the key components that determine production. Lighting is a costly business, according to de Lorm: "You're talking about a hefty investment. It isn't yet profitable to install such a system, so we use daylight during the day." To generate heat and CO<sub>2</sub>, the horticultural entrepreneurs took a different route by having a CHP unit installed.

## Short delivery time for MTUs

Consulting firm DLV calculated that a CHP unit would save money for De Riviersprong. "We wanted the CHP unit as soon as possible. We compared various quotations, but delivery times were a problem with several suppliers. We heard from a colleague about their good experiences with Centrica Business Solutions (then ENER-G Nedalo) and its short delivery times for MTUs. This means we will be able to continue testing on the old crop for a few months this year. It doesn't get much better than that: a top brand, a proven supplier and everything delivered quickly. Every extra week that it takes, you are throwing money away. In our industry, it's essential to keep production costs under control," says de Lorm.

## Why Centrica Business Solutions?

Centrica Business Solutions is the oldest supplier of CHP units in the Netherlands and has the largest fleet of CHP units in Europe. For De Riviersprong, it delivered a 1160 kW MTU gas installation with flue gas purifier in an outdoor enclosure. 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.