

CASE STUDY

MARSTON'S MAKE SIGNIFICANT COSTS SAVINGS AND ACHIEVE PAYBACK IN ONLY 2 YEARS WITH EFFICIENT NEW WATER SOFTENER TECHNOLOGY



An unreliable 20-year-old water softener was causing problems in Marston's Staffordshire brewery. Envirogen Group were called in to carry out an evaluation on the existing vessels and recommend a solution. Following a detailed return on investment study, it was clear that an upgrade, rather than replacement, was the most viable option. Offering payback in only two years, Envirogen's own EcoSave 450 softener was the ideal solution.



Bill Denyer, UK and European CEO at Envirogen, explains 'As a busy brewery Marston's rely heavily on softened water for bottle rinsing, in order to present a clear and high-quality product to the customer. The current softening vessels were showing signs of wear and were becoming less efficient. With a new bottling line soon to be added to the operation, reliability and non-stop production was key to meeting the increased demand for product.'

'Although a replacement vessel would have presented a lower initial cost, there were many other benefits to be gained from replacing the entire system with a more efficient modern system. We carried out the cost analysis and recommended the EcoSave 450 water softener. It is the most efficient softener available. Using up to 80% less water and 30% less salt than previous versions, it quickly pays for itself and delivers long-term savings. In fact, in this particular situation, the system will pay for itself in only two years.'

The EcoSave 450 can use up to 80% less water and 30% less salt, delivering long-term savings





Envirogen's EcoSave 450 duplex water softener, the most efficient duplex water softener available

24-HOUR RELIABILITY – INTEGRATED SEAMLESSLY

Denyer continues: 'With a shut-down window fast approaching, we ordered and installed the entire system within two weeks, meaning that Marston's could get up and running with the new technology straight away. Our project management team are skilled in integrating complex systems in the most efficient and time sensitive way. We know that downtime costs money, so we minimise it wherever possible. Our project managers all have the engineering expertise to manage these complex projects, and the one-point-of-contact approach was key to the smooth running of this project.

The new system is fully automated and controlled through a HMI and PLC and 24-hour operation is ensured by having a duplex structure. One vessel is processing whilst the other is regenerating or in standby.'



COLIN WALTON,
The Senio Engineer at Marston's, states:

"The existing 20-year-old softener vessels were becoming less efficient and they were showing signs of wear and tear. The cost of repair would have been half the cost of this new replacement. An extra new bottling line increased soft water demand and made reliability even more important. The predicted cost savings are anticipated to be significant, and the plant will pay for itself in less than 2 years. The saving is from the regeneration cycle using 30% less salt and less water going to drain. Envirogen pulled out all the stops to order and install it within our 2-week annual shutdown."

KEY OUTCOMES:

- 80% more efficient use of water
- 30% less salt used
- 24-hour reliable operation ensured
- Payback in less than 2 years
- No additional shutdown required so no impact on current production
- Ongoing service and maintenance plan ensures optimum future operation

ENVIROGEN



ABOUT THE CLIENT

Employing over 13,000 staff across the UK, Marston's brew many well-known premium cask and bottled beers, as well running as a large chain of public houses. Over 180 years they have grown to become one of Britain's best loved beer brands.



ABOUT ENVIROGEN

Envirogen is a leading international provider of water and wastewater treatment solutions. We solve complex challenges relating to water availability and quality, and help our customers to increase productivity, reduce costs and meet environmental and sustainability targets.

We do this through offering:

- Best in class water and wastewater treatment and process filtration technology
- Expertise in design, project management and engineering
- World class manufacturing and servicing capability



UK HEADQUARTERS

Envirogen Group
Unit 9, Wimsey Way, Alfreton Trading Estate
Alfreton, Derbyshire, DE55 4LS
T: +44 (0) 1773 441029
E: enquiries@envirogengroup.com

EUROPEAN HEADQUARTERS

Envirogen Technologies bv
Penningweg 71, 1507 DG Zaandam, The Netherlands
T: +31 75 204 7200
E: NLinfo@envirogengroup.com

NORTH AMERICAN HEADQUARTERS

Envirogen Technologies
2627 Chestnut Ridge Road, Suite 200
Kingwood, TX 7733
T: 713.979.9142
E: info@envirogen.com

We have a network of regional sales and service teams worldwide:

UK and Europe: UK, The Netherlands, Germany, France, Italy.

USA: Texas, Tennessee, New Jersey, California, Nevada.

For further details, visit our website or contact our main office locations above.

www.envirogengroup.com

Follow Envirogen Group on LinkedIn 