

# “Service is crucial: we are charged for every hour that we fail to deliver to the grid”

Ard van der Lugt,  
employee of Ronald Bunnik Bromelia's



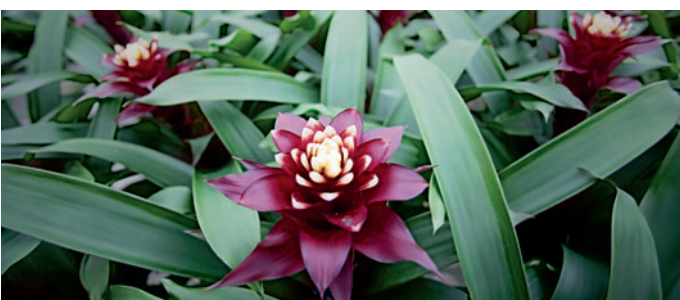
## “MWM offered us a suitable solution for a good price”

“We started looking for a system which met the needs of our specific situation. Together with Ronald-Jan Post from DLV, we decided to install 2.4 megawatt, divided in two 1.2-megawatt engines. That flexibility is crucial for us, as each season has different light levels. This means that we don't constantly need to operate at full power. Our discussions with MWM were very enjoyable and they offered us a suitable solution for a good price. I assume that MWM will fulfil its service promise too, because we are charged for every hour that we fail to deliver to the grid!”

## “Two 1.2-megawatt engines offer us the flexibility we were looking for”

For the past 25 years, Ronald Bunnik has been growing bromelias, a colourful exotic plant originally from South America. Together with a team of 20 employees, he spends his days working in his four-hectare nursery in Pijnacker. Since the beginning of 2009, the business has been using a CHP installed by MWM.

“We'd known about the fantastic potential of these modern CHPs for some time. And we knew about MWM from various colleagues, who all told us that there are only good CHPs in the market. But at that time a CHP was not an option for us because we had no way to deliver to the grid. In 2009, that changed and the first thing we did was buy a CHP from MWM and sign a three-year contract to deliver to the grid.”



# “The enjoyable discussions with MWM were the turning point for us”



## Ronald Bunnik Bromelia's, Pijnacker

|                      |                        |
|----------------------|------------------------|
| Project name         | 2 x 1.2 MW WKK         |
| Client contact       | Ard van der Lugt       |
| Town                 | Pijnacker              |
| Country              | The Netherlands        |
| Crop                 | Bromelias              |
| Company surface area | 4 ha                   |
| Workforce            | 20 permanent employees |
| Company foundation   | 1984                   |
| CHP since            | 2009                   |



## Technical data

|                          |                           |
|--------------------------|---------------------------|
| Commissioning date       | January 2009              |
| Motor type               | 2 x TCG 2020 V12          |
| Generator type           | 400 V Marelli             |
| Engine power             | 2 x 1,200 kW <sub>e</sub> |
| Electrical efficiency    | > 42%                     |
| Exhaust gas cleaner      | Eco2 Pro 42               |
| Indoor or outdoor set-up | Indoor                    |
| Return delivery to mains | Yes                       |
| Noise requirements       | 70 dB(A) at 1 metre       |
| Low voltage distributor  | 400 V                     |



## Details

Delivery to the mains network has only been possible in Pijnacker since 1 January 2009. That is also the reason why a CHP was not purchased earlier.

MWM GmbH  
Carl-Benz-Strasse 1  
DE-68167 Mannheim  
T +49 621 384-0  
F +49 621 384-8800  
info@mwm.net

MWM Benelux B.V.  
Soerweg 13  
NL-3088 GR Rotterdam  
T +31 10 2992-666  
F +31 10 2992-677  
info-benelux@mwm.net