

## a *M&T* Conference 2008 Commercial and Retail Sectors

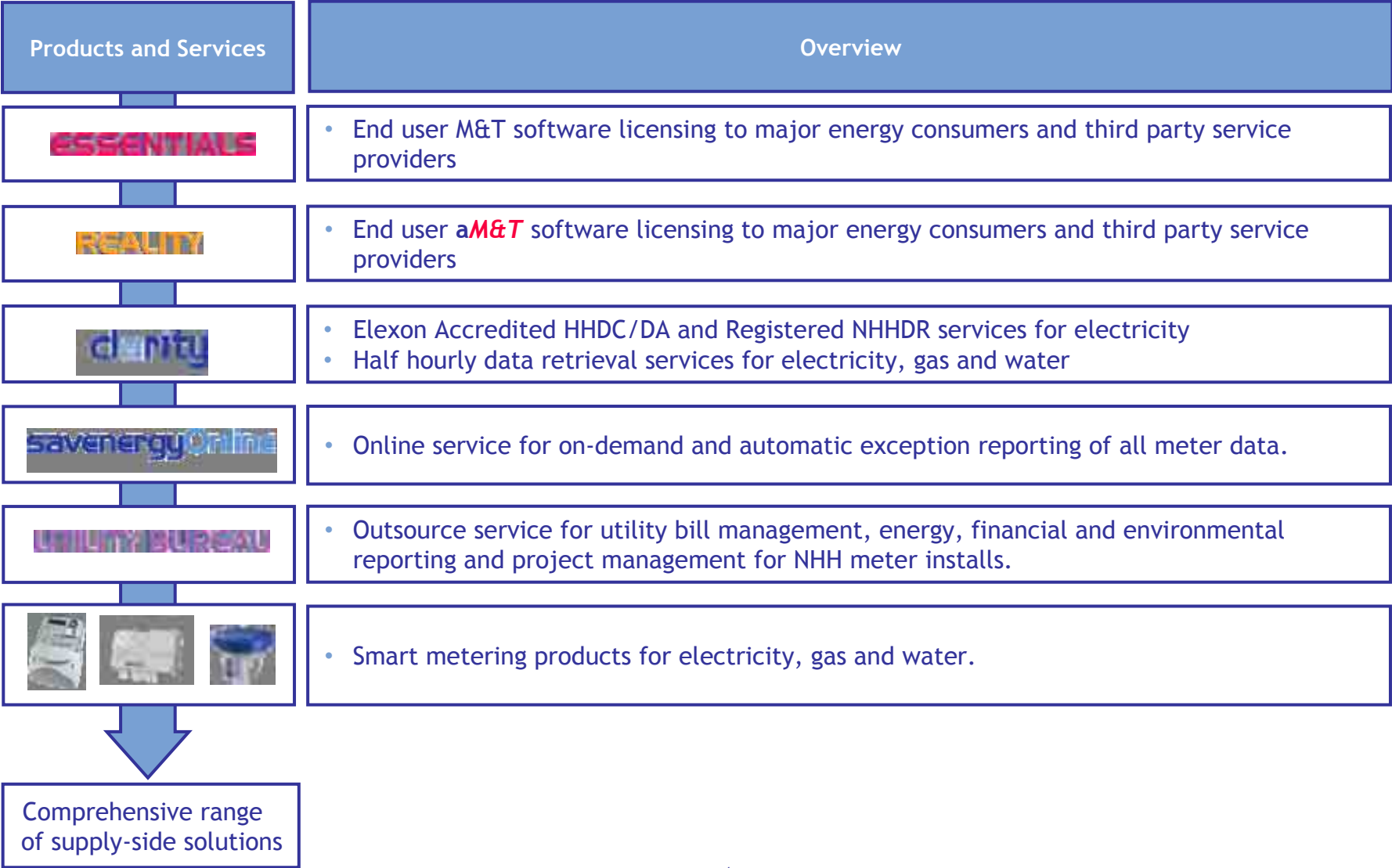


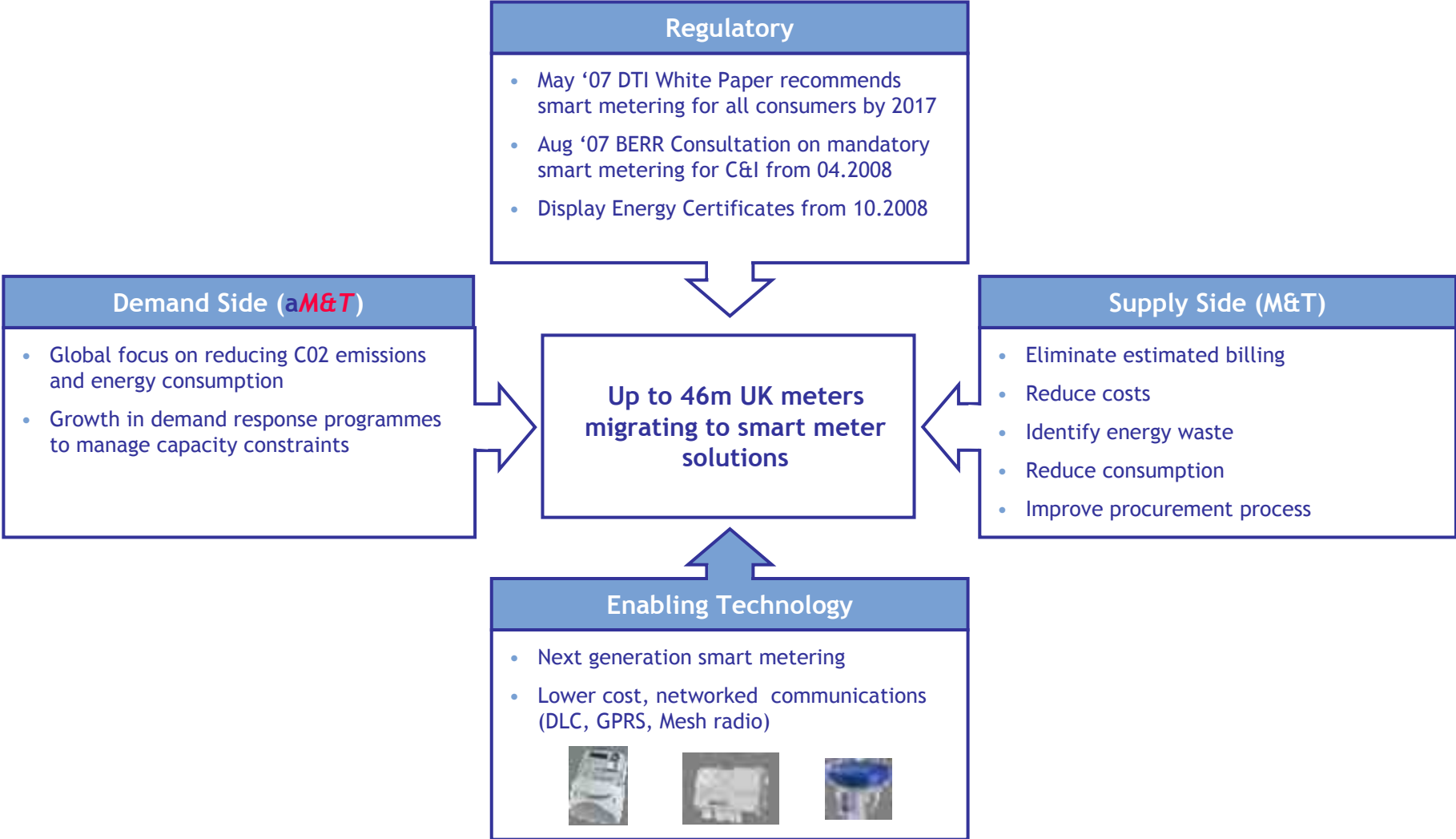
- Overview
  - About Stark
  - Products & services
- Drivers for **aM&T**
  - Commercial
  - regulatory
  - environmental
- A retail case study - Total UK
- A commercial case study - Bruntwood (presented by Cyril Ogunmakin)
- Summary

To deliver a comprehensive range of software products and services that enable organisations to:

- reduce energy expenditure
- eliminate energy waste
- meet their CO2 commitments







- WH Smith
- Greene King
- Laurels
- Whitbread
- Total UK
- TJ Hughes
- Gap
- Loch Fyne Restaurants
- Accor Hotels

**clarity**  
POWERING BUSINESS

**TOTAL** Total UK's service stations on course to cut electricity expenditure by 20%

Total UK Ltd has 660 service stations throughout England and Wales: 330 are company-owned sites and 330 are franchises. Since deregulation, Total found that getting accurate and consistent readings for the electricity meters in its service station network was proving extremely difficult. And, without accurate readings, the company had no visibility of usage and so was unable to manage its energy consumption effectively.

To address this, Total (in tandem with Clarity) decided to introduce automatic meter reading (AMR) to its 530 company-owned sites. So, in 2004, it appointed Stark to install non-hat hourly AMR meters that use robust 56K technology to transmit the data.

**Online reporting service**  
Clarity, the Power registered non-hat hourly data returned online and updated by Stark, retrieves this data from the meters every night. Information on the previous day's consumption across the Total sites is available first thing the next morning via Stark's web-based reporting service, SavenergyOnline.

Pat Treanor, Total UK's Engineering Services Manager, said: "Our low are full thanks to electricity demand to arrive every site which I simply couldn't do before. I can also see exactly when electricity is being used and, because the data is fed hourly, the exact times of maximum demand."

**savenergyOnline**  
"There's a whole range of standard reports I can run using SavenergyOnline, so I can get month-on-month comparisons, as well as week-on-week and day-on-day. And I'm never faced with loads of numbers to decipher, as everything is represented in clear, easy-to-read graphs. With SavenergyOnline it's really simple to do site-by-site comparisons. From this, we can attempt to find out why one site is using much more electricity than another."

- 2006 - Smart metering installed in 530 sites
- Supply side benefits
  - Eliminated estimated billing
  - Reduced administration costs
  - Implemented **aM&T** program
- Demand side benefits
  - Trials at 12 sites
  - Reduction in energy usage up to 20%
  - Simple investment payback < than 2 years



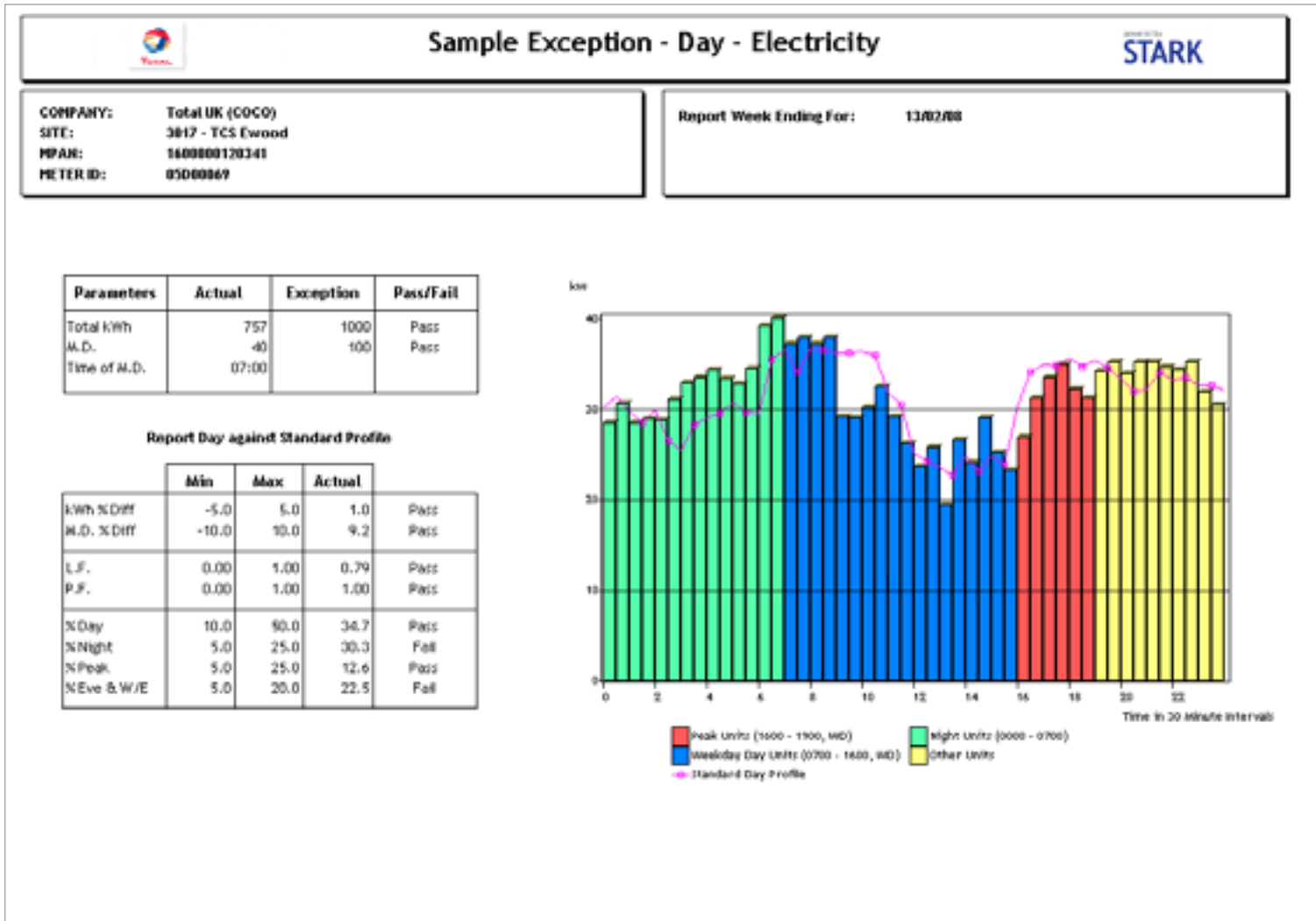
## Trials - before & after



## Trials - sustaining the savings







- Demand side roll-out
  - Commences 01.2008
  - Covers first 250 sites
  - Focus
    - canopy & outside lighting
    - bottle coolers (beers & soft drinks)
    - sales area AC units
    - main sales area lighting
    - entrance over-door heater/air curtain
  - Budget - £5.0k per site
  - Simple payback in < 2 years
  - Reduction in CO2 ~ 3,532 tonnes of p.a.



- Fort Dunlop, Urban Splash
- Duke of York Headquarters, Cadogan Estates
- 140 Marsh Wall, DTZ
- 201 Bishopsgate, British Land
- Broadgate Tower, British Land
- 100 Wood Street, Drivers Jonas
- 25 Park Lane, CREMS
- Bruntwood



- Demand side
  - Key driver for change
- Mandatory smart metering
  - Accelerate change
  - Deliver supply side benefits
- Proving the savings
  - On demand reports at Day+1
- Sustainable benefits
  - Exception reports
  - Meter specific
  - Multi-parameter

