

# SAVING ENERGY, MANAGING RESOURCES





- Introduction
- Colin Childs
- Chalmor Limited



## The New Approach To Lighting Your Environment

How to contribute to carbon savings & reduce energy costs using modern lighting technology & innovative funding techniques



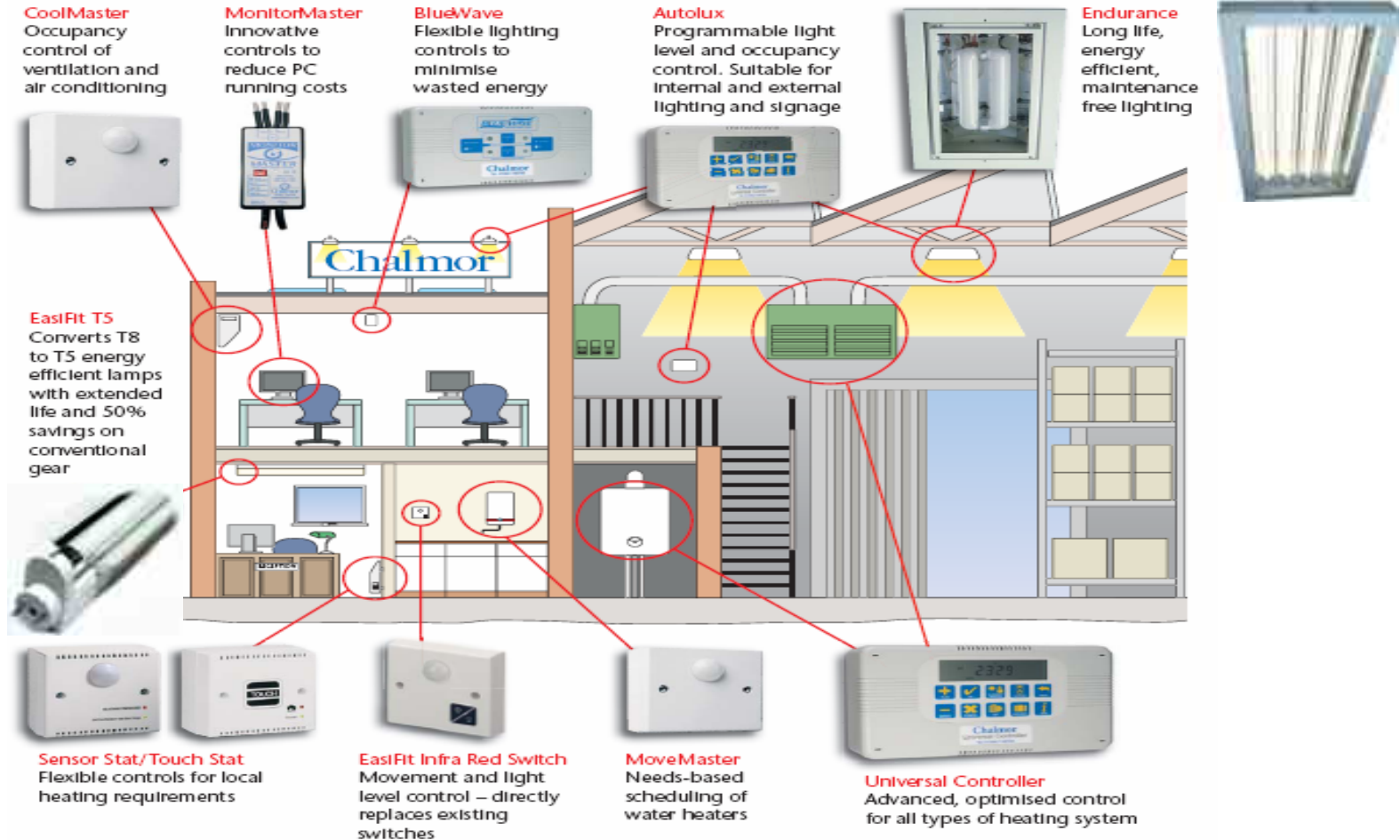


## What's going wrong?

- Chalmor has been proving lighting solutions for over 15 years
- We have seen organisational change
- We have seen cultural change
- We have seen economic conditions change within British Industry
- In short there is a desire to reap the rewards of energy/cost saving
- But why do we continue to find unsuitable lighting in high profile, well resourced companies?



## The opportunities for saving



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400 Watt SON before



Brillance after



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DATE	22nd May 2008
REF	Sample
Please quote on all correspondence	
VALID FOR	30 days
RAISED BY	Colin Childs 07852 283 978

**NEMEX**

ROI	1.8
Annual Saving	£80,040
Project Cost	£110,000.00



## Pay back analysis

Present Costs		Projected Costs	
Number of fittings	200	Number of fittings	200
Lamps per fitting	1	Lamps per fitting	4
Load per lamp (inc. losses)	480 W	Load per lamp (inc. losses)	49 W
Number of fittings	800	Number of fittings	800
Lamps per fitting	2	Lamps per fitting	2
Load per lamp (inc. losses)	70 W	Load per lamp (inc. losses)	35 W
<b>Total Load</b>	<b>208.0 kWh</b>	<b>Total Load</b>	<b>95.2 kWh</b>
Maximum hours per day	17 hours	Maximum hours per week	17 hours
Days per week	5.5 days	Days per week	5.5 days
Weeks per year	52 weeks	Weeks per year	52 weeks
Maximum hours run per annum	4862 hours	Maximum hours run per annum	4862 hours
Percentage of control savings	0 %	Percentage of control savings	30 %
Actual hours run	4862 hours	Actual hours run	3403 hours
<b>Annual Consumption</b>	<b>1011298 kWh</b>	<b>Annual Consumption</b>	<b>324004 kWh</b>
Unit rate	7.544	Unit rate	7.544
CCL	0.458	CCL	0.458
<b>Annual Electricity Cost</b>	<b>£80,904</b>	<b>Annual Electricity Cost</b>	<b>£25,920</b>
Cost of lamps	£4.00	Cost of lamps	£2.00
Cost of disposal for lamps	£0.50	Cost of disposal for lamps	£0.50
Cost of access equipment	£1,000.00	Cost of access equipment	£1,000.00
Cost of labour per lamp	£6.50	Cost of labour	£6.50
Maintenance visit cost	£15,600.00	Maintenance visit cost	£13,500.00
Lamp life	10000	Lamp life	24000
Maintenance Cycle	3.1 years	Maintenance Cycle	7.1 years
<b>Maintenance Cost per annum</b>	<b>£5,058</b>	<b>Maintenance Cost per annum</b>	<b>£0</b> SSP3YRS
<b>Total Annual Running Cost</b>	<b>£85,960</b>	<b>Total Annual Running Cost</b>	<b>£25,920</b>



# Why aren't you doing this?

- **Statement:** Other projects offer faster paybacks?
- **Advice:** Consider the additional benefits and life savings, all the low hanging fruit have been picked
- **Statement:** We're sceptical about the level and persistence of the savings
- **Advice:** We can guarantee savings and are confident enough to offer up to 10 years on site support of our integrated controlled lighting systems
- **Statement:** No staff available to run and deliver such a project
- **Advice:** We offer a turnkey service; survey, analysis, design, project management, installation, commissioning to training



Why we think you're not doing this!

Its all about the Money isn't it?

What can YOU do about it?



## PAYS – Innovative funding technique

	Q1	Q2	Q3	Q4	Q5	Q6	Q7	Q8	Q9	Q10	Q11	Q12	Q13	Q14
<b>Savings</b>	€11,850	€15,010	€15,010	€15,010	€15,010	€15,010	€15,010	€15,010	€15,010	€15,010	€15,010	€15,010	€15,010	€15,010
<b>Payments</b>	€ 11,410	€ 11,410	€ 11,410	€ 11,410	€ 11,410	€ 11,410	€ 11,410	€ 11,410	€ 11,410	€ 11,410	€ 11,410	€ 11,410	€ -	€ -
<b>Net Cash Flow</b>	€ 240	€ 3,840	€ 7,440	€ 11,040	€ 14,640	€ 18,240	€ 21,840	€ 25,440	€ 29,040	€ 32,640	€ 36,240	€ 39,840	€ 54,850	€ 60,860
	Q15	Q16	Q17	Q18	Q19	Q20	Q21	Q22	Q23	Q24	Q25	Q26	Q27	Q28
<b>Savings</b>	€15,010	€15,010	€15,010	€15,010	€15,010	€15,010	€15,010	€15,010	€15,010	€15,010	€15,010	€15,010	€15,010	€15,010
<b>Payments</b>	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -
<b>Net Cash Flow</b>	€ 84,870	€ 90,880	€ 114,890	€ 129,900	€ 144,910	€ 159,920	€ 174,930	€ 189,940	€ 204,950	€ 219,960	€ 234,970	€ 249,980	€ 264,990	€ 280,000



## Benefits of PAYS

- No capital outlay
- Positive Cash flow
- Tailored plans to suit requirements; to optimise fiscal benefit, or to deliver cash flow requirements
- Speeds up decision making process



## Colin Childs Questions



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