



GCGMA
GOLF CLUB MANAGERS' ASSOCIATION



Energy Solutions

Presentation to The Golf Club Managers' Association

Brian Smithers
16th November 2011



Agenda

1. Who is Rexel?
2. Go Green with Rexel Energy Solutions!
3. Our relationship with the PGA
4. Case Studies
5. Your next step



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Who is Rexel?



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- Sales \approx £850m
- #1 Player in the Market
- Market Share \approx 30%
- 5 Banners
- \approx 400 Branches
- \approx 3,700 FTEs



Rexel Business Development Team



Rexel Energy Solutions – The complete solutions provider



- Expertise drawn from specialist teams, with Energy Solutions team taking the project lead



Renewable Energy Team

Lighting Solutions Team

HVAC Team



Go Green with Rexel Energy Solutions!



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Go Green

with



Consult our **'Energy Pro'** and drive your business forward in **7** easy steps!

Our 7 Easy Steps to Energy Efficiency

1 Feasibility Study

We tee off with an initial site visit to view the installation and gain an understanding of our customer's needs and to establish what is achievable, taking into consideration the customer's budget and other constraints. An assessment of the electricity bill for the premises is central to this study.



2 Energy Audit

Second stage is to drive forward with an energy audit showing where you can save and how much, which can include utilisation of metering, full analysis of lighting & building controls, and completion of a cost of ownership exercise to establish the potential energy, CO2 and cost reductions that could be achieved.



3 Product Recommendation

Our Energy 'Pro' will recommend the best equipment help you achieve your energy targets. A range of products will be offered with no manufacturer bias so that an informed decision may be made.



4 Project Finance

We will help keep you 'out of the rough' with information in regard to Feed-in Tariffs, Carbon Trust Business Loans and all other Government incentives to help you reduce your carbon footprint.



5 Project Planning

Your long game is important to us, and our Energy team will ensure you avoid any hazards with professional planning from project inception to execution, and will involve relevant manufacturers at the appropriate stage where, for example, bespoke design products or specific technical expertise is required.



6 Project Installation

We can arrange for approved partner organisations to carry out installation works where required, and can give our assurance that their service is always up to scratch.



7 Project Measurement

We want to make sure you 'hole out', so assess the performance of our installation by measuring energy consumption pre and post installation, and identify whether any further enhancements are required.



Energy Efficiency Options



Rexel Renewable Energy Website

■ www.rexelrenewableenergy.com

The screenshot shows the website's header with the Rexel logo, 'Renewable Energy' text, and the phone number '08457 35 34 33'. A search bar is set to 'Products' with a 'Go' button. Below the search bar are links for 'Solar Literature' and 'Technical Documents'. A green navigation bar contains links for 'About Us', 'Products', 'Training', 'Solutions', 'News', 'Testimonials', 'Links', 'Branches', 'FAQs', and 'Contact Us'. The main content area features a 'Products' sidebar with categories like 'Modules', 'Isolators', 'Inverters', 'Mounting Systems', 'Kits', 'Ancillary Items', and 'Connectors'. The central banner highlights 'ZN Shine panel' as 'Leading panels in the PV industry' with a background image of solar panels. Below the banner are three sections: 'Latest News' with a 'New Video Guide to PV' article, 'Products' with a solar panel image, and 'Find an Installer' with an image of a worker on a roof. Logos for SMA and ZNSHINESOLAR are visible at the bottom left of the page.



Our relationship with the PGA



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Coventry Golf Club Project



Coventry Golf Club Case Study

As part of WF ongoing commitment to the PGA, WF offered the services of its dedicated Energy Team to assist with Coventry Golf Club's target carbon reduction programme.

Feasibility Study & Energy Audit

- A full energy-saving survey was conducted
- Identified short and long term energy saving opportunities and ways in which income could be generated for a sustainable future.
- Identified that greatest impact could be made in two main areas: lighting for the club house and outside buildings, and PV to generate income for the future.

Product Recommendation

- A combination of LED light sources and low energy compact fluorescent together with new fittings for the entrance and offices controlled by occupancy detectors and utilising natural daylight wherever possible.
- PV solar panels to be installed on the club house roof
- Innovative metering to enable monitoring and control

Project Planning & Installation

- The project is now underway and WF is managing the total project together with its partner suppliers and installers ensuring all processes will run seamlessly from inception to its completion.

Project Measurement

- 'State of the art' metering has been planned to enable savings to be monitored and measured, ensuring both current and future consumption is controlled.



THE CALCULATED FORECAST

- **Reduction of 25%** in overall energy bill of the club
- **Saving of 5 tonnes of CO2**
- **Solar panel installation is expected to generate approximately £56,000 over the next 25 years** ensuring Coventry will benefit from both a reduction in its electricity bills and generate income for a sustainable future.

Coventry Golf Club is highly impressed with WF's management of all aspects of the project from surveying, planning and product sourcing and fully endorses our strap-line:



**Energy
Solutions**

Case Studies



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Other Case Studies



■ University of Essex - £1m LED street lighting project



Your next step...



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How you can make it happen

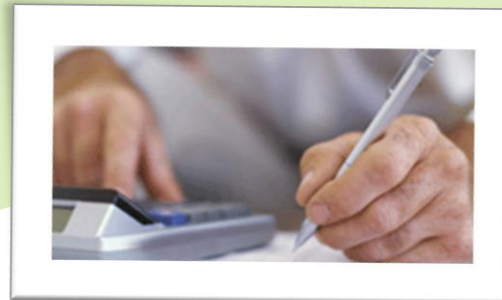
If financing is an issue....



Your members have a vested interest in their club and may be willing to invest in improvements via a modest increase in membership:

An average of 600 members contributing an extra £50 per annum will generate **£30,000!**

We can give advice on government grants or financing options available for certain products



DEPARTMENT OF
**ENERGY
& CLIMATE CHANGE**

REXEL

ELECTRICAL SUPPLIES



The Payback Summary

- A possible reduction of **25%** in energy bills
- **Income** from PV installation
- Energy efficiency advice – how changes in behaviours can **reduce costs further**
- After-sales service and measurement to ensure **complete satisfaction**
- The service and support for the UK's leading electrical distributor and energy solutions provider

Can you **afford** not to consider a review?

