



**Improved
light levels...**
**...reduced
energy and
maintenance
costs**
You can't lose



Chalmor

Experts in Energy Saving
Lighting and Heating



ABOUT CHALMOR

For over 25 years Chalmer has been helping organisations achieve energy savings by delivering lighting solutions that make good business sense, save money and reduce the size of the organisation's carbon footprint.

During this time we have carried out projects for all sizes of clients including some of the biggest names in the business such as Hanson and Wincanton.

Chalmer provides a complete service including design and supply of equipment, project management and installation as well as comprehensive performance guarantees.

Chalmer's flagship Endurance light fitting offers a useful life of more than 7 years even in a 24/7 operation before the lamps need to be replaced. Improved lighting is also part of the Chalmer service as our mission is to provide the best possible lighting conditions minimise, associated risk and deliver the lowest possible operational costs.

In addition Chalmer offers a unique Pay as You Save Scheme (PAYS) where the financial savings effectively cover the cost of the investment!

Find out more about Chalmer and the products and services we offer at www.chalmer.co.uk

CHALMOR LIGHTING SOLUTIONS

BRILLIANCE

A new light fitting complete with high performance T5 linear fluorescent lamps to produce a high quality light output for demanding application.

- 24,000 hours standard lamp life
- 48,000 hour guaranteed long life option
- Excellent colour rendition
- Low maintenance costs
- Several control options are available including occupancy, light level, dimming and time control
- Suitable for lighting controls with fast instant strike start and restart capability
- Flicker free lighting with no stroboscopic effect
- Sealed unit to reduce risk of contamination
- Shatterproof lamp option available
- Open fittings qualify for Enhanced Capital Allowances
- Chalmer also offer a product called Intelligence, an easy to install integrated lighting solution which has its own built in controls

ENDURANCE

A new concept in energy efficient illumination, the ENDURANCE luminaire from Chalmer is designed as a virtually maintenance free luminaire.

- 60,000 hour operational life
- Energy efficient alternative to SON, Metal Halide and MBF lamps
- Bright white light
- Controllable with instant switch on
- Suitable for inside and canopy use
- Sealed unit to reduce risk of contamination

Would you like..... New lighting? Improved light levels? Reduced energy and maintenance costs? and..... with no capital outlay!



Wincanton Corby

A combination of Chalmer's Brilliance light fittings and Autolux controllers is providing significant savings in energy and carbon emissions for Wincanton's automated distribution centre in Corby. The payback on energy savings is calculated at less than two years, with additional maintenance savings from longer re-lamping cycles reducing the projected return on investment to an estimated 1.6 years.



EKC Technology Ltd

EKC Technology Ltd have reduced their energy consumption on lighting by around 50% by installing Chalmer's Endurance light fittings.

Furthermore EKC are also enjoying Endurances other major benefits: virtually maintenance free lighting, which saves around £600 per annum and eradicates the need to expose staff to the risk of working at great heights and vastly improved working conditions due to increased light levels and better positioned and controlled lighting.



Examples of Running Costs

	Current Running Costs based on 400W SON Discharge	Projected Running Costs with BRILLIANCE based on 4/54W	Projected Running Costs with ENDURANCE based on 1/50W
No. Of Fittings	100	100	100
Running Hours	8,760	*4,380	*4,380
Annual kWh	420,480	94,608	65,700
Maintenance cost pa	£4,599	£913	£0.00
Total Cost pa	£35,950	£7,966	£4,899

* Based on 50% saving from occupancy and daylight
All figures based on 7p/kWh plus CCL and 480 watts for SON including circuit watts
This model contains budget figures which are subject to approval and underwriting

Examples of Potential Savings

	With BRILLIANCE	With ENDURANCE
Annual Savings	£27,984	£31,051
Total Savings	£55,968	£62,102
Positive Cash flow†	£12,968	£9,102
Budget Project Investment Cost	£43,000	£53,000
Payback	1.5 years	1.7 years

† Positive cash flow is based on a 2 year PAYS scheme.



Chalmer's Pay As You Save (PAYS) plan is designed to help organisations invest in energy efficient solutions without major capital investment. Instead, the equipment is financed from the savings achieved.

PAYS aims to reduce the cost of ownership and to make energy saving projects even more affordable - with no capital investment and extended warranty for complete peace of mind there is now every reason to start saving now.

Based on a 2 year PAYS scheme with finance repaid equally per quarter the Brilliance project would provide £12,968 cash flow benefit, the Endurance project would produce a cash flow benefit of £9,102. Both Projects would be eligible for enhanced capital allowances, which can be claimed in full at the first quarterly repayment. If PAYS is chosen we include our Super Service Plan so that all equipment is covered for the life of the payback.

Carbon Savings Pre and Post Project Implementation

	With BRILLIANCE	With ENDURANCE
Carbon Emissions pa Pre Implementation	61.58	61.58
Carbon Emissions pa Post Implementation	13.86	9.62
Saving - Carbon Change kg pa	47.72	51.96

Based on CO₂ and Carbon figures as outlined by the Carbon Trust