

*A lighting upgrade implemented by A J Hurst at the Selby premises of logistics specialists, The Potter Group, is helping to drive home efficiencies...*

### ***Driving home efficiencies at The Potter Group***

The Potter Group has grown to become one of the UK's most experienced and professional logistics service providers. Using both road and rail to transport goods the company has five distribution centers in the Midlands, North Yorkshire, East Yorkshire, North West and East Anglia.

Efficiency plays a key role in everything undertaken by the Potter Group and recently the company decided to take a closer look at the lighting performance within its northern rail freight terminal and distribution centre in Selby, commissioning Belfast-based A J Hurst to carry out an in-depth survey.

Under the supervision AJ Hurst Director, Sean O'Kane, the Belfast Company identified major savings that could be made at the centre and in the follow-up works programme the Potter Group has been provided with a massive 58% annual saving on running costs.

The survey looked at four different areas on the site and information was gathered on the type of lighting that was in place along with operating times and duration.

"The Potter Group were relying on High Intensity Discharge lighting – a mix of sodium and metal halide and this was proving rather ineffective both in terms of light levels and energy efficiency," explained Sean. "They had a total of 150 400watt lights in place and as part of our survey we were able to provide them with the cost per kw/hour of operating with these fittings."

From the information gathered during the survey AJ Hurst's in-house design team also produced a light level design for the client. The solution was to provide the company with T5 240watt lamps from Dexeco. These energy-efficient lamps were fitted with integral daylight saving and movement detection sensors.

"In any project that we undertake we will investigate the opportunity for daylight saving," confirmed Sean. "Are there skylights in place and are they clean and effective? There is a percentage factor to be considered here and this will impact on the opportunity for savings that can be made. That goes hand-in-hand with the energy-efficiency lighting that is specified, and where appropriate, the movement detection sensors that are installed.

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All potential savings are reflected in an audit report that is presented to clients. The final column in the audit report will outline the cost of the project against the savings that will be made, showing the return on investment.

On this contract AJ Hurst worked in conjunction with the Potter Group’s own contractor, Keith France **Electrical**.



“On projects of this nature we can provide clients with a contractor or work with their preferred contractor,” explained Sean. “Here we were also able to secure a Carbon Trust loan for the client. This is an interest free unsecured loan against the cost of the fittings, which can also be used against the cost of installation. With this loan repayments are structured in such a way that reflects the savings that are being made.

“For example, if as a result of the contract the company is making a saving of £10,000 a year through energy efficiencies, then their repayments to the Carbon Trust will be set at £10,000 a year.

“So what they are paying back, they are already saving,” said Sean. “With a Carbon Trust loan the works are in fact self-financing. As well as cutting energy bills and reducing carbon emissions there is also a health and safety aspect to all of this. The working environment is so much brighter and you can clearly see the difference the new lights make.”

Nick Brightey, General Manager of the Potter Group at Selby, praised AJ Hurst: “They offered great support throughout the whole process in both an advisory capacity and technically. I found Sean O’Kane to be very helpful at all time. Not only have we improved the lighting levels at our premises but we have also significantly reduced our carbon output.”

Customer service, product range, being at the leading edge of innovation, the wide range of contacts it has with leading suppliers, the internal level of technical design and installation excellence all contribute to making AJ Hurst unique in the marketplace.

Benefits of the scheme:

- Considerable savings
- Improved light levels
- Better working environment
- Reduction in carbon emissions

#### **AJ HURST FACT FILE**

AJ Hurst is a market leading electrical business, established in 1936. Based in Belfast the family-owned company operates throughout the UK and Ireland and provides total solutions from design, supply, installation, project management and commissioning of electrical equipment.

AJ Hurst stands out in the market place for its depth of expertise, range of products and commitment to truly excellent customer service. Several AJ Hurst customers have been so for more than 30 years. The company prides itself in being to the forefront of the lighting and industrial controls' sectors.

AJ Hurst boasts one of the widest ranges of lighting and industrial component products in the UK and Ireland. This wide portfolio is backed up by strong stock levels, rapid response timeline and an in-house technical team capable of working with the client to design and deliver bespoke lighting schemes.

AJ Hurst's customer service model is about taking the hassle away from the client. The company's extensive lighting range is aimed at reducing energy costs and reducing carbon footprint. The company's in-house experts can specify, design, install and commission lighting systems as well as advising on flexible finance schemes including interest-free options.

The company's success is due in no small part to the priority its staff affords to exemplary customer service, attention to detail and commitment to ensuring value for money.