

Practical ways to lower your costs and reduce your carbon footprint

Speakers:

Paul Copsey

Kim Gear

Cost & Carbon Reduction

Waste & Recycling

- 🔍 How is recycling working for you?
- 🔍 Do you receive any rebates for recyclables?
- 🔍 Are they the right rebates?
- 🔍 Do you segregate and recycle food waste?



Strategic procurement supporting sustainable waste

Swantex is a manufacturer of paper products based in South Wales. Their customer base involves large high street chains, and the business has gone from strength to strength over the last 20 years.

During a chance meeting Managing Director Tom Worton invited Auditel's David James and Huw Williams into the business to conduct a review of their indirect supply chain.

There was one particular pain point that Swantex were keen to explore first, their waste. Tom was keen to improve the businesses green credentials as this was an area he wanted to get under control. "As the MD of the business it is my responsibility to improve the business and make strides into helping Wales achieve its target of becoming 95% carbon neutral by 2050" said Tom.

The brief was set and we began the process of assessing the current practices and supply chain around the waste.

We began by scoping the project and drilling into the business needs with Tom and his team, Bethan and Steve were able to provide us with a clear insight into the current situation. The waste had all been going to landfill and this needed to be addressed.

We brought in Auditel's Martin Wallis, waste specialist, Martin gathered all the information and wrote a tender, specific to Swantex' needs and wants. The tender was then sent out to six providers who were capable of meeting the needs of the business.

The process concluded with Tom and his team being presented with three finalists to choose from all of which were not only able to return recycling options but also a saving on the current annual spend.

PROJECTS

CATEGORY

Waste Services

CONCLUSION

Recycling	90%
Waste to Energy	10%
Savings	44%

Full Reporting

Improved Processes

Improved Supplier Relationship

ACTUAL VOLUMES WITH HISTORIC SOLUTION – NO RECYCLING

12 Month - all to landfill	Tonne Waste	Carbon tCO2e
Commercial & Industrial Waste	116.01	54.18
Plastics	1.94	0.02
Paper/Card	232.09	241.79
2021 Total 'As Was'	350.03	295.99

NEW RECYCLING BASED SOLUTION APPLIED

12 Month - Recycling/Energy From Waste	Tonne Waste	Carbon tCO2e
Commercial & Industrial Waste (EFW)	116.01	2.47
Plastics	1.94	0.04
Paper/Card	232.09	4.94
2021 with Recycling	350.03	7.45

DRAMATIC REDUCTION IN SCOPE 3 EMISSIONS FROM WASTE OF 97.5%

Working with Auditel has been a great experience, we have had teething problems, but they have been with us every step of the way with immediate reaction and solutions, this leaves me safe in the knowledge that our situation is completely under control."

Managing Director, Swantex

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Merchant Services

- 🎯 When did you last review your merchant card processing rates/contract?
- 🎯 Have you identified any increases?
- 🎯 Do you know exactly what you are being charged for?
- 🎯 eCommerce:
 - 🎯 Have you optimised your website checkout experience?
 - 🎯 Is the payment journey slick and not complicated?
 - 🎯 Are you offering the latest digital payment methods?
 - 🎯 Are shopping cart abandonment rates too high?
- 🎯 Are you benefiting from next working day settlement of funds?



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Connectivity, Mobiles & I.T

- 📞 The PSTN switch off – are you prepared?
- 📞 What's your cloud communications strategy?
- 📞 Live chat.
- 📞 What happens if you have a power cut?
- 📞 How difficult would it be if you lose internet connection?
- 📞 Broadband - sufficient now, and for the future?
- 📞 How do you secure your premises and on-site data?
- 📞 Mobiles. Do you review?

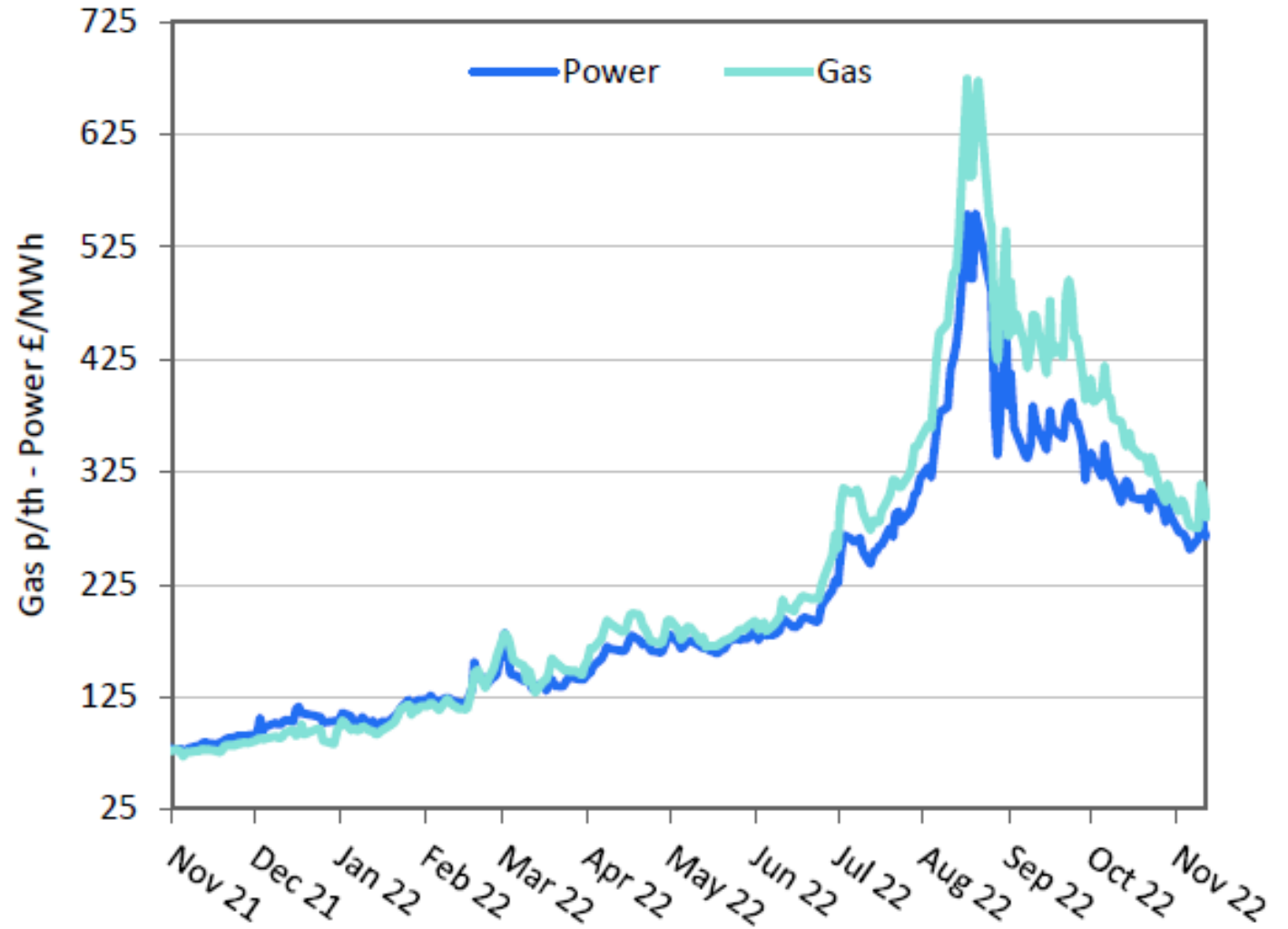


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The Energy Markets

- Are you aware of all your energy costs?
- SECR, ESOS Phase 3
- Renewal strategy?

POWER AND GAS YEAR APR 23



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The Energy Markets

Do you know if & how the Government's Business Energy Support package will affect you?

EBRS




Effective 1/12/21

Tender shock

Discounts for fixed contracts						
	Gas (p/kWh)			Electricity (p/kWh)		
Date [T]	Reference Wholesale Price	Government Supported Price	Discount - Gas [D-G]	Reference Wholesale Price	Government Supported Price	Discount - Electricity [D-E]
20/10/2022	12.09	7.50	4.59	61.16	21.10	40.06
21/10/2022	12.09	7.50	4.59	61.16	21.10	40.06
22/10/2022	12.09	7.50	4.59	61.16	21.10	40.06
23/10/2022	12.09	7.50	4.59	61.16	21.10	40.06
24/10/2022	11.23	7.50	3.73	53.04	21.10	31.94
25/10/2022	11.23	7.50	3.73	53.04	21.10	31.94
26/10/2022	11.23	7.50	3.73	53.04	21.10	31.94
27/10/2022	11.23	7.50	3.73	53.04	21.10	31.94
28/10/2022	11.23	7.50	3.73	53.04	21.10	31.94
29/10/2022	11.23	7.50	3.73	53.04	21.10	31.94
30/10/2022	11.23	7.50	3.73	53.04	21.10	31.94
31/10/2022	10.99	7.50	3.49	46.37	21.10	25.27
01/11/2022	10.99	7.50	3.49	46.37	21.10	25.27
02/11/2022	10.99	7.50	3.49	46.37	21.10	25.27
03/11/2022	10.99	7.50	3.49	46.37	21.10	25.27
04/11/2022	10.99	7.50	3.49	46.37	21.10	25.27
05/11/2022	10.99	7.50	3.49	46.37	21.10	25.27
06/11/2022	10.99	7.50	3.49	46.37	21.10	25.27

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Cost Management

-  ADR Scheme
-  763 and counting
-  How does this help you?

Company	Company Registration Num	Trading names	Membership Number	Membership start date
Cobana Ltd	13663167		C35COBA03	01-Dec-2022
Combined Utilities (Hartlepool) Ltd	11771606		C35COMB01	01-Dec-2022
Commercial Energy Consultants (Cec) Ltd	07099645	Commercial Energy Consultants	C35COMM02	01-Dec-2022
Commercial Energy Solutions Ltd	6257655		C35COMM03	01-Dec-2022
Commercial Gas & Electricity Ltd	08760434		C35COMM04	01-Dec-2022
Commercial Power Ltd	05232226	Approved Energy Solutions	C35COMM05	01-Dec-2022
Commercial Utilities Management Ltd	09268172	Block Management Utilities	C35COMM07	01-Dec-2022
Commercial Utility Billing Advisor (Cuba) Ltd	8253503	Utility CUBA Ltd	C35COMM08	01-Dec-2022
Commercial Utility Support Service Ltd	11863144	COMMERCIAL SUPPORT SERVICE	C35COMM11	01-Dec-2022
Communications South East Ltd	11276772	CSE Ltd	C35COMM13	01-Dec-2022
Compare Energy Bills Ltd	6373346	CEB Consultants	C35COMP01	01-Dec-2022
Comparo Energy Ltd	09046495		C35COMP02	01-Dec-2022
Comparo Utilities Ltd	13604989		C35COMP03	01-Dec-2022
Compliance Advisory Ltd	10006908		C35COMP04	01-Dec-2022
Compucare Computer Servicing Ltd	4300694	CompucarePulse8Pulse8 CommsF	C35COMP06	01-Dec-2022
Connect Consultancy Ltd T/A Auditel	4584367	Auditel	C35CONN04	01-Dec-2022
Connect Facilities Ltd	11972955	CONNECT FACILITIES LIMITED	C35CONN05	01-Dec-2022
Connect Power Ltd	10295516	Connect	C35CONN06	01-Dec-2022
Connect U Ltd	04960374	Connect U Business	C35CONN07	01-Dec-2022
Consolidated Utilities Ltd	3434762		C35CONS03	01-Dec-2022
Consultiv Utilities	11040368	Consultiv Utilities Limited	C35CONS05	01-Dec-2022
Control Energy Costs Ltd	01549615	Control Energy Costs	C35CONT02	01-Dec-2022
Cope Business Support Ltd	10004284	Cope Energy	C35COPE01	01-Dec-2022
Core Facility Services Ltd	05564736		C35CORE01	01-Dec-2022
Corporate Energy & Renewables Ltd	SC574907	Corporate Energy & Renewables I	C35CORP02	01-Dec-2022
Corporate Power Ltd	7680546	Energycentric	C35CORP04	01-Dec-2022

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Cost Management

- 🔍 Solar PV
- 🔍 Example; 55 bed, small leisure area, no a/c.
- 🔍 WIFM?
- 🔍 Worth consideration?

Traditional Hotel - 55 Beds & Small Pool

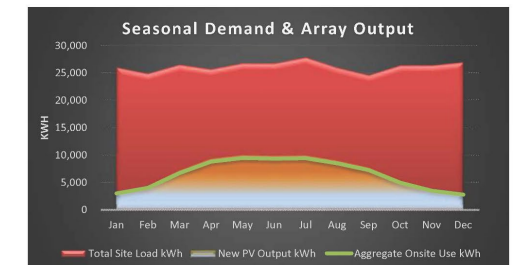
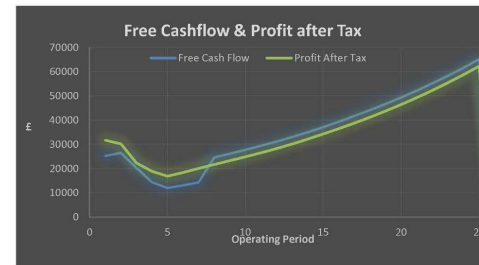
74.7 kWp Root Mount Scheme

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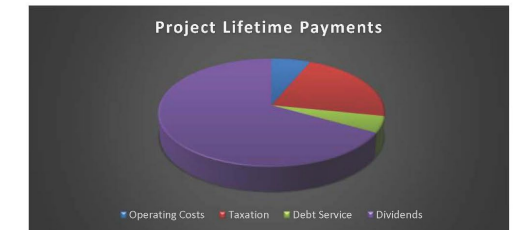
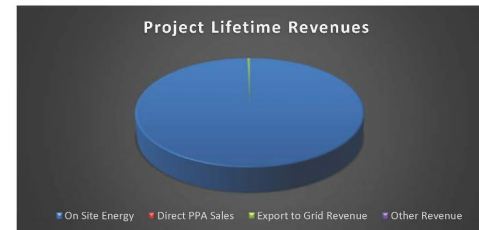
Investment Appraisal		
Financial close date	(end of)	Oct-22
Construction period	(months)	1
Economic life	(years)	25
IRR (nominal) & NPV		
Total Installed Cost	(£)	74,700
Equity Capital Invested (29.9%)	(£)	22,410
Post tax Project Return	(Over full project life)	43.1%
Return on Equity	(Over full project life)	123.3%
NPV of Equity	£ nominal at 5.0%	411,319

PV Array Metrics - Typical Year		
Aggregate Site Demand	kWh/pa	314,450
New Array output	kWh/pa	81,303
Aggregate Onsite Use (95%)	kWh/pa	77,238
Aggregate Exported	kWh/pa	4,065
Remaining Import	kWh/pa	237,212
Level of Self Sufficiency	(%)	25%
Specific Yield	kWh/kWp/yr	1,088
Installed cost per kWp incl Fees	£/kWp	1,000
Lifetime CO2e Saved (current grid factor)	te	415
Annual CO2e Saved	te	17

Financing Assumptions		
Six Month LIBOR		3.30%
Senior Loan Margin	(Yr 1)	2.00%
Total Cost of Corporate Debt	(Yr 1)	5.30%
Cover Ratios (over 7 years)		
	Min	Mean
LLCR (Senior Debt & Lease)	2.87	3.08
DSCR (Senior Debt & Lease)	2.32	2.98
DSCR (Total Debt)	2.32	



Project Lifetime Revenue (25 yr nominal)	
	(£)
On Site Energy	1,312,887
Direct PPA Sales	-
Export to Grid Revenue	4,984
Other Revenue	-
	1,317,870
Less Costs	168,060
Lifetime Revenue Benefit	1,149,811
LCOE (Lifetime Costs/Energy)	8.5935 p/kWh



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Carbon Reduction



THE COST, PROCUREMENT & CARBON SOLUTIONS COMPANY

MANUFACTURING SECTOR
AUDITEL.CO.UK

Ashtree, now a PAS 2060 verified carbon neutral business, with Auditel as their Carbon Partner

John Roper, Managing Director of Ashtree Vision & Safety, has always been focused to ensure Ashtree is environmentally conscious business.

John says, "Many years ago, somebody from the local Business Link commented that they wished they could bring people round our factory to show how we recycled as much as we could and how little went to landfill. Therefore, it was a natural progression for us to become ISO 14001 approved with the major hurdle in our way being that we had no formal system in place even though we already did many of the things required, albeit in an ad-hoc manner.

The indirect start of the journey towards PAS 2060 was when we had solar panels installed. We have always been conscious of the fact that we have a building that lends itself to solar panels, east/west orientation, and so we took the plunge in 2020 with a 100kw system. We took advantage of lockdown to reorganise our manufacturing area to create one big work area, thereby removing the oldest/largest of our gas heaters to help reduce our gas consumption further. Since then, we have gone 100% gas free and heat the building with electricity, sourced from a "green"

supplier, and we have more plans for the future.

When we decided that PAS 2060 was the way we wanted to go, we contacted several different organisations who would have been able to work with us towards our goal and, out of them all, Auditel were the ones who stood out.

Once I decide to do something I want it done now and Auditel were the ones who seemed to share my passion and enthusiasm to do it and do it last week. Huw was our main contact in this process, and he's been great; helpful, knowledgeable, and with a good dash of humour he's helped us get to where we are and we're grateful for the help that all at Auditel have given us."

Auditel's Carbon Specialist Huw Williams continues, "Working with John and his passionate team has been amazing. When it comes to reducing their emissions, they are truly leading the way. I look forward to helping them refine their carbon reducing plans to find low carbon suppliers and solutions over the coming years. These plans will help further reduce their carbon footprint as they strive to become a Net Zero business."



▶▶▶



"Ashtree has always been environmentally conscious as a business and to now be able to say that we are a verified PAS 2060 carbon neutral business makes me very proud."

John Roper
Managing Director
Ashtree Vision & Safety



- 📍 Would you like to be verified as Carbon Neutral within 12-36 months, to an internationally recognised standard?
- 📍 Greenwashing – are you aware of the potential damage to your organisation's reputation?
- 📍 4 Step Process to PAS 2060 Verification;





auditel

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Thank you for listening.

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bsi. | Associate
Consultant

nqa.app | Associate
Partner