

Club Energy Saver

Ideas to quickly shrink your electricity bill - Issue One

\$43K SAVING ON POWER BILL

**Tradies Gymea will gain 90% efficiency by
using Warmzone's Electric Infrared Heaters**



Warmzone heating will pay for itself in 12 - 18 months

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No more gas heating as Tradies Gymea reduces its carbon footprint

Many organisations promote a community minded spirit, but rarely follow through the way Tradies Gymea has. Its decision to be environmentally sustainable and do away with gas heating has immediately reduced its carbon footprint.

"We are a family club. Our families are impacted by the environmental decisions we make today," says Matthew Bell, Tradies Gymea, Group Gaming & IT Manager.

"So we decided we will do everything to protect our members by making our club environmentally sustainable."

Sustainability is one of their

organisational values. They are constantly striving to reduce their carbon footprint.

Plus, Tradies Gymea are encouraging and supporting the sustainability efforts of schools, businesses and community groups through iPromise Grants.

"Investing in the Warmzone Electric infrared heating system is just one measure we've taken to make our club environmentally sustainable," says Matthew.

"Yes, we have said goodbye to gas heating. Eventually our kitchens will run on electricity. Not only are we protecting the environment for our members, but we are slashing

our club's operating costs."

Like their Helensburgh and Caringbah Clubs, the Tradies' Board and CEO are determined to make Tradies Gymea sustainable by going solar in the near future.

"It's good for the bottom line, which means we can provide better services. The Tradies Group has always strived to provide the best for its membership," says Matthew.

"As part of our commitment to sustainability, we constantly strive to reduce our carbon footprint. Which is why we have decided to say 'NO' to gas heating!"

Electric infrared heating proves effective

Are you looking for a well designed and comfortable outdoor area which will attract customers?

How do you keep customers warm in your venue during the chilly winter months without wasting money on costly heating?

Like many hospitality venues, customers of Warmzone have found that the answer to these questions is simple and straightforward when you adopt their short-wave electric infrared heating.

It is considered by many energy experts as the smartest way to

keep customers warm outdoors, without blowing your budget on costly gas heating systems.

Heating outdoor areas requires a different approach to heating indoor areas.

Indoor rooms can be heated by the convection method of heating air as most of the warmed air remains within the room.

Due to constant air changes in outdoor areas, heating air is very ineffective and very expensive.

Heated air disappears from the

area wasting energy and money.

The most efficient method to warm an outdoor area is using short-wave infrared heaters with an automatic control system.

This method of heating warms objects and people and the warmth is not affected by air movement.

Heat is targeted to where it is required, warming your customers.

To find out how you can gain cost savings and a better customer environment, please contact Graham Steed on 0408 270 925.

Energy analysis reveals winter savings of \$2000 per week

Tradies saves \$43,000 p.a.

Are you looking to cut your club's energy costs? Would you like to make better use of your staff?

This was the case for Tradies GyMEA, Group Gaming Manager, Matthew Bell.

Matthew's club wanted to run heating using renewable energy for the gaming areas.

Their gas heating system was expensive to run and as it did not use renewable energy, it had to go.

"Our goal is to be using 100% renewable energy," says Matthew.

"Gas is quite expensive, whereas electric powered heating can be run using solar.

"This is good for the environment and good for our bank balance!"

Has the decision to move away from gas been a good one?

"Yes, it has! We will reduce our energy bill for outdoor heating in the gaming areas by \$43,000 p.a," says Matthew.

"That works out at a reduction in heating costs throughout winter by \$2,000 per week.

"We have worked out that Warmzone's heating system will give us a return on investment within 12 to 18 months."

How does Matthew know he will get those returns?

"We knew what we were paying for gas and when we did the sums,

Warmzone's proposal was the only option. It just made sense, especially when it meets our key goal of operating on renewable energy," says Matthew.

Why did Tradies GyMEA choose Warmzone over other suppliers?

"It was a no brainer. We had worked with Graham Steed, Warmzone's Managing Director, over the past five years when they installed their misting systems in three of our clubs," says Matthew.

"We knew first hand that Graham's team would deliver both a good product and quality service and that's exactly what they did."

Was the process of swapping from gas to electric infrared heating hard to do?

"Graham and his team took the hassle and pain out of implementing our new system," says Matthew.

"I have worked with many suppliers, and none of them measure up against Graham. He owns the business and treated our project like it was his own!

"The moment we gave them the go ahead, they worked around our schedule. They would start at 4 am and be out before our 10 am start time in the gaming rooms.

"And to make sure our job was easy, they cleaned up after they finished the work. Nothing was too much of



Matthew Bell - Tradies GyMEA, Group Gaming & IT Manager

a problem - they wanted to help."

How's the system working now?

"Like all new systems, there are teething problems. But my duty managers are able to call Graham on his mobile late at night and he takes their calls," says Matthew.

"What's more, he solves their problems without getting me involved.

"Work with Graham on a project and you quickly find out why his clients recommend him.

"From the outset he did everything he could to make this project work.

"It's a change from other suppliers we deal with who only care about their bottom line."

Has the new system reduced your staff's workload?

"The old gas heaters took up our duty manager's time switching heaters on and off," says Matthew.

"Now that we are using Warmzone's automation system duty managers are telling me that their workload has been reduced.

"We have not measured that from a financial perspective, but when you free up staff from repetitive tasks you know the windfall is not far away."

Reduce your staff's workload while slashing heating costs!

There is nothing more frustrating than to be asked by your boss why there are heaters running in areas where nobody is sitting.

This waste of expensive energy can add thousands to the bottom line costs of running a club.

Plus, it can cause unnecessary tension between staff members who are constantly reminded to switch heating on or off as required.

How do you break this habit of having heaters running unnecessarily?

According to Warmzone Managing Director, Graham Steed, this problem is not just common, but prevalent throughout venues from small cafes through to large clubs.

"Staff are repeatedly reminded by their duty managers that they need to turn off heating in outdoor areas that are unoccupied," says Graham.

"The problem is that most hospitality workers are run off their feet trying to do the basics. They would rather see to a customer than switch a set of heaters on or off"

Fortunately, there is a solution and it does not involve extra effort from your staff or managers.

"We have been operating in the heating and cooling sector for many years. We realise that there had to be a better way of reducing our client's costly heating bills," said Graham Steed.

"Looking at industry best practices in hospitality, whether it be a restaurant or a club-like venue, we sourced flexible electric heating technology that is so advanced, heaters now only



run when they are needed."

How does this system work and will it work in my venue which has a unique layout?

The flexible electric heating technology we sourced from Europe, offers a fully integrated Automatic Control approach that reduces reliance on staff.

Graham explains how the system works, *"In the case of a gaming room layout, the area is graphically represented on smart devices which operate our heaters.*

"This allows for easy management of your heating and cooling systems using an Ipad.

"I was in a club the other day. They had installed electronic louvres that were being open and closed by five different remote controls as the outdoor lighting conditions changed.

"If they had been connected to one of our automated systems all louvres could be operated from one Ipad

"When we told the Operations

Manager, that we can install a weather system which will adjust louvres, mist cooling and heaters as the temperature requires, he was delighted.

"He told me that this technology would take the hassle out of ensuring his club's environment was comfortable any hour, night and day for our patrons."

Why are clubs making the change to the Warmzone system?

1. Immediate reduction in costs as heaters are no longer running unnecessarily.
2. Reduce staff workload due to centrally automated system.
3. Improved customer experience due to an always temperate environment.

To find out how your club can save money on heating, please contact Graham Steed at Warmzone on (02) 9534 8494 or visit: <https://warmzone.com.au>.