

# CASTLE HILL RSL SAVES \$500,000 SkyCool 'saves the day' and cuts club's costs dramatically

**Castle Hill RSL Club in Sydney's North West has saved a staggering half-a-million dollars in roof replacement costs following the successful use of SkyCool to treat rust in the roof.**

The club is one of Sydney's major service clubs. As with all such facilities maintenance of the buildings is a huge issue, costing the

club annually a significant percentage of its budget.

Situated in the Hills District the club is highly regarded for supporting the needs of the community, its members and their families. It's renowned for the excellence of its facilities. The club's management adheres to a strict policy of ongoing maintenance

so that the club's assets are always kept in peak condition.

However, Facilities Manager Allan De Paoli said he was shocked when he discovered that the cost of replacing the club's roof could be more than half-a-million dollars. As such he decided to look at other options and in doing so researched SkyCool's claims that they could preserve roofs and cut energy costs.

Following consultations with SkyCool it was decided to treat the roof with the company's product – an operation that would cost a fraction of the amount that a new roof would cost

SkyCool is a durable thermoplastic roof coating that has been proven to significantly reduce air-conditioning energy usage and cost. It also prolongs the life of the roof and reduces air-conditioning plant and roof maintenance costs.

It does this by removing most of the roof's increased solar heat during hot weather, reducing the surface temperature by as much as 32°C. It is especially suitable for use on club buildings, warehouses, airports and shopping centres.



*Castle Hill RSL saved \$500,000 on their roof restoration!*

# How can clubs slash their energy costs?

***W. Guthrie Pty Ltd is one of Sydney's leading firms in electrical installations***

**Programmable Logic Controller (PLC) systems are small computers used in industry and business for a variety of purposes – for example controlling machinery on factory assembly lines.**

They are an important part of manufacturing in the business world today and have significantly reduced costs and improved efficiency. Over the years they have replaced much bulkier systems comprising electro-mechanical relay systems.

One of Sydney's leading suppliers of PLCs is W. Guthrie Pty Ltd, an electrical technical firm that was established more than 25 years ago by Managing Director Bill Guthrie.

Bill has taken the company to great heights and it now ranks as being among the top 20 per cent in the country. From the fledgling business it was originally when Bill founded the firm, it now lists some of the nation's leading companies among its clientele.

During his time at the helm, Bill has been exposed to an immense variety of issues within the industry, from servicing retail organisations such as Westfield's and GPT to designing and constructing management control systems on projects diverse as large refrigeration and air-conditioning systems to carnival rides.

The firm has seen many changes in the electrical technology field, particularly in regard to the building services industry.

The company has been recognised with various awards including the NSW Small Business Awards in 1990 and 1991 as well as a string of awards from a variety of sources highlighting the company's commitment to training in the apprenticeship sector.

The company ventured into the PLC market about 20 years ago and has established itself as one of the country's leading electrical firms specialising in this field. One of the key personnel at W. Guthrie Pty Ltd is the General Manager, Vidak Antonijevic, who has played a vital role in furthering the company's expansion into PLCs.

An example of how a PLC installation can benefit a registered club is the building management system installed by W. Guthrie Pty Ltd at St Marys Rugby League Club in Sydney. The Property Manager at the club Andy Gaunt said the PLC system was a highly sophisticated tool that allowed him to diagnose a problem at any time, even at a remote computer.

"It has a multitude of uses and can control many aspects of the



*St Marys Rugby League Club chose a Programmable Logic Controller (PLC) installed by W. Guthrie Pty Ltd because the club's management relied on the firm to guide them about the most suitable unit for the building.*



club's operations. For example the Scada system can open and shut chilled water valves and turn lights and air-conditioning on and off automatically. It is also a user friendly diagnostic tool that I use to identify problems in the air-conditioning, electrical and other facilities throughout the club," he said.

"It was installed about two years ago at cost of about \$30,000. I chose it because it was one of the best on the market. There are others available but it's more user friendly – you've got more

ways you can approach it.

"You've got different tools within the set up of it, so you can actually program it to suit your own environment and plant and equipment," Andy said..

"In choosing it I relied upon the Guthrie name. I've known the firm for some time and trust them to give me the best and most sound advice about choosing a system. When you spend \$30,000 you don't want to put the money into a useless piece of equipment; you want to put the correct equipment in place."

# How can you dramatically cut your club's air-conditioning costs!

*Allan De Paoli, Facilities Manager of Castle Hill RSL, explains how this was possible.*

Allan said he was grateful to SkyCool for "saving the day" at the time and instead of having to spend more than half-a-million dollars on a new roof the club only spent about \$60,000 on spraying SkyCool's coating on the site.

"We were going through an extensive building program at the time so funds were tight. I was hoping at the time that we could find an alternative to replacing the roof and I had read a lot of literature about SkyCool.

"It was obvious that the product worked and wasn't expensive so I decided to try it. Unfortunately, because we were going through a period of building expansion at the time – and indeed we still are – I can't give you figures to prove that SkyCool cut our air conditioning costs but I am satisfied that it has played a major role in reducing our expenses.

"The roof is still in pretty good nick. It's quite surprising how well it has worked out. At the time as well as treating the RSL club roof we also sprayed the roof of the club's C2K Fitness and Aquatic centre.

"We're very pleased with the result and am more than happy with the product and the company. I haven't got any hesitation in recommending SkyCool to other companies.

Castle Hill RSL club is not the only one pleased with SkyCool. The product was also used to coat part of the roof Melbourne Airport.

The General Manager Development at Melbourne Airport David Foxley has said the airport conducted an environmental audit and implemented several power saving initiatives including coating 42,000m<sup>2</sup> of the roof with SkyCool.

As a result of this and the other measures taken, he said that whereas previously during hotter weather they would run four chillers at 100 per cent of capacity, they now only run three chillers at 80 per cent of capacity.

Mr Foxley also added that these initiatives had reduced Melbourne Airport's energy costs by 25 per cent and saved 40,000 tonnes of greenhouse gas emissions.

How efficient SkyCool is in reducing air-conditioning costs can be seen in results noted by Woolworths when the company ran a two-year trial of the product at a Queensland supermarket.

Woolworths commissioned their engineers to monitor the air-conditioning consumption at two supermarkets in close proximity and of similar size and construction at Chancellor Park and Currimundi on the Queensland Sunshine Coast.

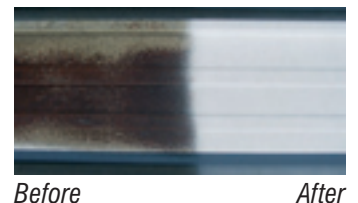


*A section of the roof at Castle Hill RSL before it was treated with SkyCool.*

The Chancellor Park supermarket had SkyCool applied to the exterior of its roof while the Currimundi supermarket remained uncoated as the benchmark.

The two-year trial found that SkyCool reduced the coated supermarket's air-conditioning power consumption by 47 per cent a year. This represented a payback period of less than three years for a product warranted for 10 years.

This high level of air-conditioning power reduction translates into significant savings in greenhouse gases. Using the Australian Greenhouse Office's guidelines, the 3,200 square metre store at Chancellor Park supermarket would have saved more than 160 tonnes of CO<sub>2-e</sub> (carbon dioxide equivalent) by using SkyCool.



**For more information about 'SkyCool' and how it can benefit your business contact the team on 9477 4095 or send an email to: [info@skycool.com.au](mailto:info@skycool.com.au)**

# Mounties saves up to 50% off air-conditioning power bill!

## *How was it possible for this club to drastically reduce their air-conditioning costs over the past 2.5 years?*

The Managing Director of Mounties Mt Pritchard NSW, Greg Pickering, explains how it was done.

**As a Club Manager you are under constant pressure to cut costs. You don't want to have to down size staff, start charging more for club membership, or put off much needed renovations. But what other options do you have?**

In this issue of Club Manager's News, we will reveal a highly effective method that has seen numerous clubs, schools and large corporate shopping centres save thousands of dollars on their electricity bills every year.

The reason behind Mounties' amazing reduction in power usage is all thanks to the truly unique 'SkyCool' treatment that was applied to the building's roofing.

"Over the two-and-a-half years since the coating was completed, we have seen a definite reduction in the heat load of our building and this has transferred itself into much welcomed monetary savings," Greg said.

The SkyCool company's commitment to the safe and unobtrusive process involved in the application and the follow-up visits were also appreciated.

"The company's conduct and commitment to service throughout the process of the treatment was both outstanding and truly professional," Greg said.

There was very little disruption during the application process and at no time did the 'SkyCool' application process hinder the daily operations of the club.

This is extremely important to Mounties as keeping their patrons happy is something they take enormous pride in.

By making this one decision, Mounties management restored the condition of the building's roof and greatly reduced the heat load of the building.

This significantly cut the load on the air-conditioning system and subsequently reduced the electricity bills.

And as a flow on effect, Mounties have made their valued patrons more comfortable in their club environment.



*Mounties Mt Pritchard Club cut their electricity costs by 50 per cent!*

"I would like to congratulate the 'SkyCool' company on the development, marketing and application of this unique product," Greg said.

### **What is 'SkyCool' and how does it work?**

'SkyCool' is a passive heat pump. This means it will remove heat from within a building and using its unique ability to focus the emissions, it discharges the heat through the earth's atmosphere to space.

This means means the heat which is emitted from the roof is not bounced back to earth, which is what happens with the greenhouse effect.

Tests conducted by the

University of NSW have established that no water passes through SkyCool.

This proves that in addition to cutting air-conditioning costs, SkyCool provides protection to a roof's metal surface.

This protection lasts for no less than the 10 year warranty period at a fraction of the cost of more expensive and difficult to apply roof membranes.

**For more information about 'SkyCool' and how it can benefit your business contact the team on 9477 4095 or send an email to: [info@skycool.com.au](mailto:info@skycool.com.au)**

