

# Club Mulwala's Costs Cut 15%

## Mild Summer Pointers Bigger Savings



**Club Mulwala's Assistant Manager Graeme Edis is an accountant with an aversion to salesmen and a more than healthy scepticism. So when he read in the CMA magazine about a roof coating system that could slash his air conditioning related power bills by up to 50% he was dubious.**

Despite that fact that his club was in the process of looking closely at heating and

mechanical issues, he wasn't one to rush to the phone. Instead he personally contacted the companies and clubs cited in the article to confirm the savings. Included in these was Sydney's Mounties club.

The Mounties saving was astronomical at almost 50%.

"I know the CEO of Mounties well so I knew I wouldn't be getting anything but the truth.

He confirmed the figures as did the others I contacted," Graeme said.

Ultimately Club Mulwala's board decided to bite the bullet and invest in both a complete air conditioning upgrade for the 50-year-old building as well as application of the Skycool thermal coating to its 2500m<sup>2</sup> roof which is 20-30 years old.

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# Investment a Hedge

## Club Ready To Combat Rising Costs



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**Ironically, the combination of the upgraded air conditioning and an extraordinarily mild summer has meant that the club is still unable to quantify the savings. Indeed, even though Lake Mulwala on the Victorian-NSW boarder rates as one of Australia's sunniest places, the air-conditioning was never challenged for cooling last summer.**

Club Mulwala has, though, enjoyed a secondary benefit in that the 0.3mm thermal membrane has eliminated various leaks, the sources of which have proved elusive for many years.

Overall energy usage has dropped 10-15%. If this result can be achieved in a mild summer the club is confident that it will get a quick payback for its investment.

Graeme made the point that with portended rises in the cost of electricity and a range of cost unknowns such as Carbon tax, the payback could actually be quite rapid.

He has every confidence that the success stories relayed personally to him by Skycool's business and club clients alike will be emulated at Club Mulwala.

Club Mulwala sees the double investment as more than justified. As the town has only 500 residents and the club has a static membership of 10,000, it has to do everything possible to capitalise on the busy summer tourist seasons when the population grows three-fold.

Graeme said that his natural caution was soothed by Skycool's professional approach both before and during the project.

During the investigation phase the company provided all of the information and technical data required and then systematically answered his many questions in a non-technical way. Importantly, they demonstrated an understanding that as the application would be undertaken during the club's peak summer season there could be no business interruption resulting from the process.

Apart from the two-storey club building, the Club Mulwala precinct houses a 60-room hotel, day spa and two bowling greens with resultant high levels of pedestrian and vehicular traffic from visitors and some 130 staff.

"Although it's a large roof on a two-storey building, the application took just two to three weeks and would have been quicker were it not for a few damp days.

"We had no complaints at all from staff or customers. There were no interruptions to trade and really the only evidence of the process going on on the roof were a few hoses running down to tanks and a bit of equipment.

**"It was really all quite painless," Graeme said.**

**ClubsNSW**

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