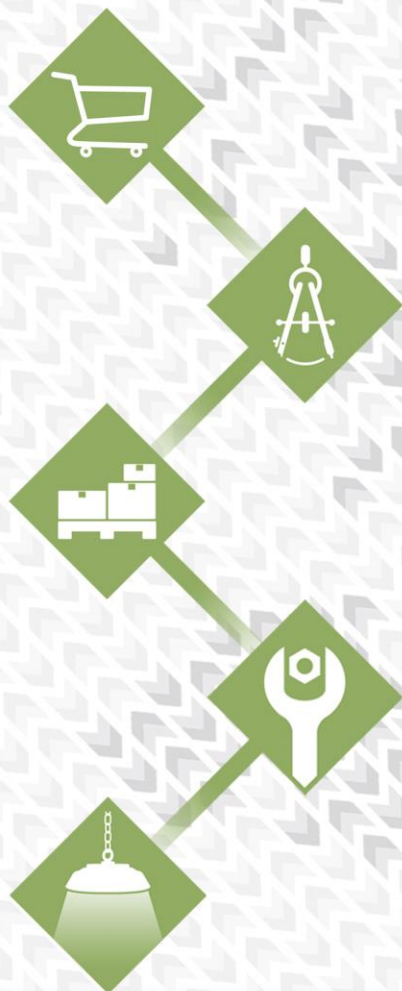




# PROJECT CASE STUDY

## Spar Retail Chain

### Independent Stores, UK



Spar is a Dutch multinational retail chain and franchise. Demonstrating our lighting consultancy and electrical contracting divisions' abilities to supply and install lighting solutions for projects of any size, Kellwood facilitated the upgrade of several small independent Spar shops across the UK.

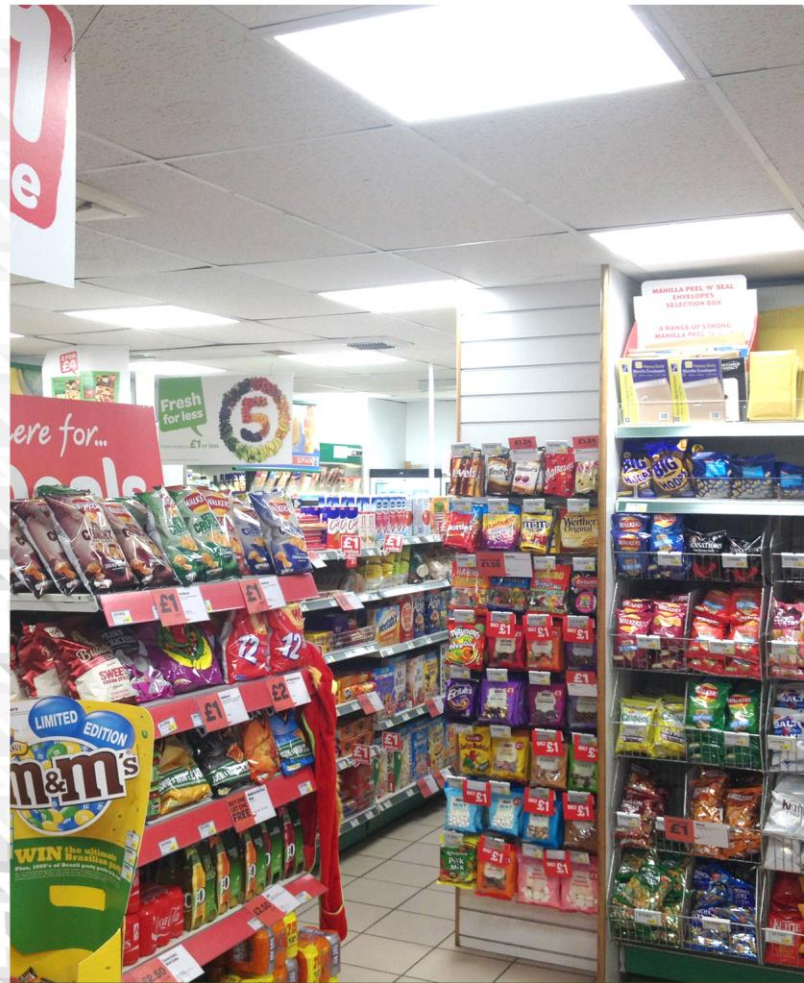
#### Example Store Payback Summary

- Energy & Carbon Savings Reduction: **51.7%**
- Expected Installation Lifetime: **13.5 Years**
- Lifetime Energy Savings: **£26,626**
- Annual Maintenance/Labour Savings: **£88.00**
- Average Annual Savings In Lifetime: **£1,975.04**
- Lifetime CO2 Savings: **42 Tonnes**
- Purchase Payback Including Installation: **<3 Years**
- Pure Energy Savings: **>10 Years**

“

Having come from the facilities management industry to set up my own business in retail, I already knew how hard finding a reliable electrical contractor can be. We chose **Kellwood** primarily for their highly professional, and genuinely outstanding, one-stop-shop package. An on-site visit by a consultant who discussed and advised on the best lighting options available, was followed up with a written proposal that detailed our forecast ROI. It also provided us with a clear understanding of our project in terms of products, costs and warranties. Once awarded the contract, **Kellwood** sent up one of their 'in-house' install teams to undertake and complete the job overnight so I could open the following morning. All round, I'm extremely pleased, **Kellwood's** whole approach was very impressive and I would certainly recommend their services to other businesses.”

**Jamie Howse**  
General Manager



Forecast Energy  
Reduction:

≥ 51%

“

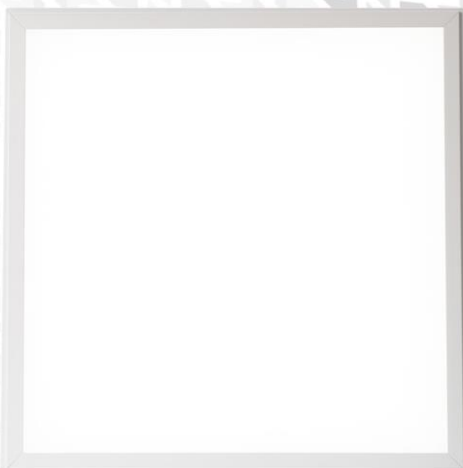
Lighting costs are set to drop by around 60% this year, which is terrific, but another big factor in making my decision to go LED was to up the light level throughout the store. The install team were really friendly and knew exactly what they were doing from start to finish. I'd happily recommend **Kellwood** to anyone. They were reliable and upfront from the start.”

**A. Ali**  
General Manager



Forecast Energy Reduction:

≥ 57%



**High-Grade Series**  
Premium Ceiling Panels