

ERA Convention 2012

“Changing Rental”

**Innovation in Rental
Operations**

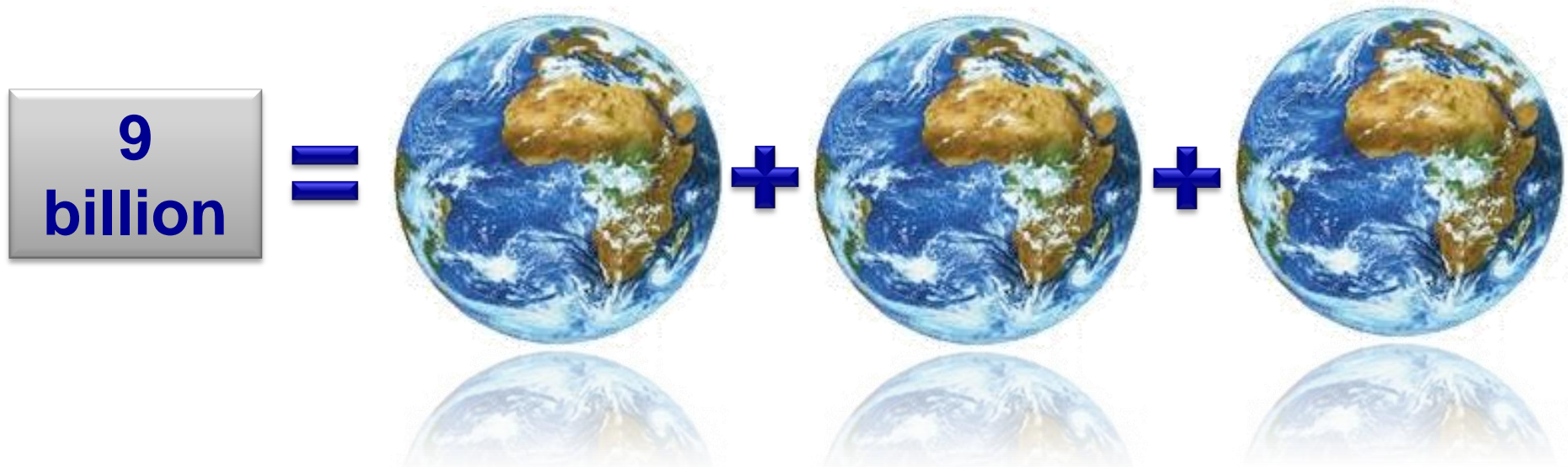
Steve McIntyre



WWW.ERARENTAL.ORG

Sustainability driving innovation

The 9 billion people challenge by 2050



We all have a responsibility



“Speedy is the international support services partner that leads the way in delivering *sustainable* solutions to help its customers operate more efficiently and effectively whilst reducing their risk”

Focus on Supply Chain sustainable innovation



**100% of our
procurement will be
from the “green option”
where available**

Rewarding Innovation

Product Innovation Award

- Award to encourage suppliers and manufacturers to develop environmentally friendly products, open to all Speedy suppliers.
- One award is for an existing product and another for a product that is at prototype, idea or concept stage.
- Winner receives a cash prize to help develop the product and bring it to market.

Innovation award – Executive Hire Show

- All suppliers can submit new products that they feel innovate in the areas of environment, sustainability, energy saving, health & safety and productivity.
- Winner chosen by a panel of judges chosen from within the industry (hire companies).



Wide range of product innovations

- Working closely with Suppliers to identify “GO” products
- Incentivise suppliers Research and Development projects
- Internally test and promote products based on substantiated claims (PAS2050)
- Internal promotion of BIG IDEA to identify new “GO” Products
- Listen to and work with customers to identify and promote “GO” products



- 57 watt
- £0.00684 per hour
- £0.05472 per day
- £0.2736 per 5 day week
- £14.22 per 52 weeks



- 500 watt
- Cost Per hour £0.06
- Cost Per 8 hours £0.48
- Cost per 5 day week £2.40
- Cost per 52 weeks £124.80

92% energy saving

Annual savings: 922 kg of CO2 emissions/light £111 of electricity cost/light

Lighting Tower innovations to date

VT-1



VT-1 eco



- Light sensor
- Auto shut off
- 30% Fuel saving
- Extended refuel

VB-9



- Generator charges battery
- Battery power for quiet running
- Light sensor
- Auto shut off
- 72% Fuel saving
- Extended refuel

The latest innovation

VB9 LED Battery Ibird, The 1st Hybrid Lighting Tower



- 8 hours battery powered & 8 hours generator powered
- 3000 hours battery life
- 0.25 l/h fuel consumption when the generator is in use
- Very Low Noise
- Silent running for 50% of the time
- 500hrs+ run time

- LED Lamps
 - Highly efficient power to light output
 - 70,000 hours life
 - Instant on and off
 - Bright White Light
 - Hammer proof

Reduced Carbon Footprint, Improved Fuel Cost Savings, Reduced maintenance & servicing

Innovation driving hire rates

VB-9

- Doubling the hire rate
- 87% reduction in fuels costs overall
- 18% savings to the customer



Running Costs	Traditional Light Tower (VT1)	VT1-Eco	VB-9	VB9 LED
<i>Example rate per month</i>	£320	£400	£600	£640
<i>Running cost per month (30 Days)</i>	£534	£358	£134	£67
<i>Total Costs (excluding labour) per month</i>	£854	£758	£734	£707
<i>Customer savings per month</i>		£96	£120	£147
<i>Refuel Period</i>	10x per month	7x per month	Every 2 months	Every 4 months

Continued innovation



Event Light / Light Box

- VB9 configuration
- No stabilizers
- Secure lockable cabinet
- 20 units on a truck
 - 3 truck loads on 1
- Stackable 3 units high



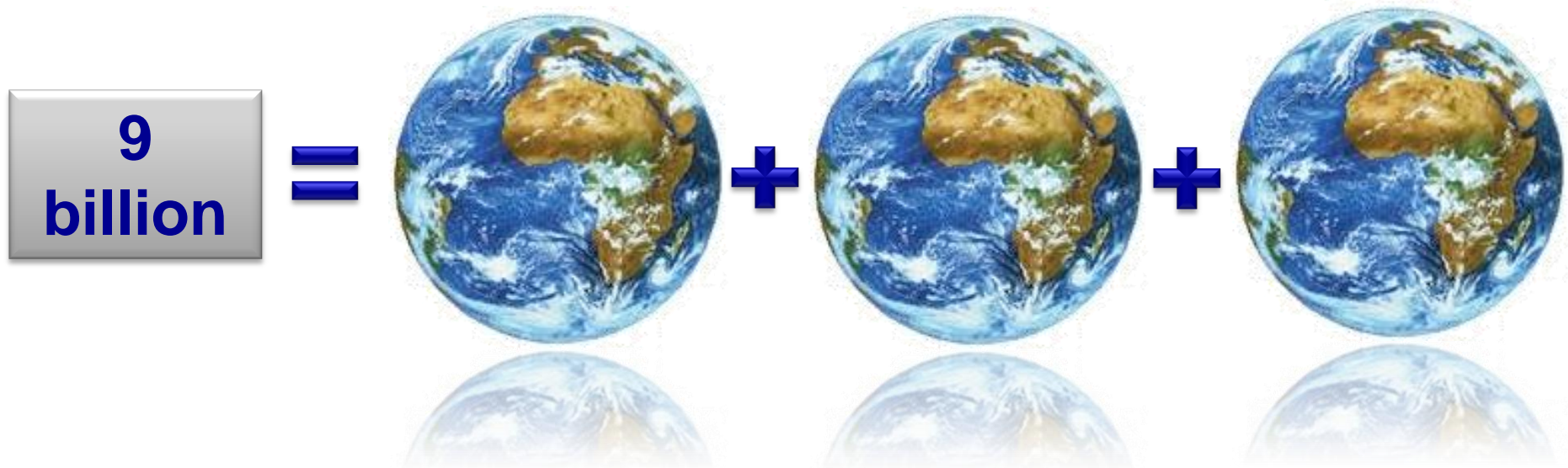
Continued innovation

Mini Light Box



- 4 x 250w Metal Halide
- Hand Winch
- Long Run tank
- No stabilizers
- Secure lockable cabinet
- 25 units on a truck, 5 truck loads on 1
- Stackable 3 units high

We can all do our part



Thank You