

wanzl

in partnership with

**co
op**

Coop Reviva Case Study



**MAKE YOUR BUSINESS
BRIGHTER WITH REVIVA**



Introduction to Reviva

The Right Solution

- *Best quality at the best price.*
- *Environmentally sound and unique solution to the UK*
- *Versatility across a wide range of products including shopping trolleys, wire and flat steel shelving, hand baskets, roll cages, display products, loading bay equipment and a range of accessories.*

Wanzl Assured Quality

- *Old steel equipment gets a new lease of life by prolonging the utility of your assets extensive reductions in your CO2 output.*
- *All substrates go through a rigorous process of surface preparation before the surface coating is applied.*

The Reviva Promise

- *High grade raw materials, the best components and the latest manufacturing processes*
- *Quality of Wanzl is recognised as the highest in the industry. This accomplished reputation means that the service life of the original asset is readily extended*



Overview of Savings

Reviva – A Wanzl Service

- Retail marketplace constantly demands the need to improve processes and prices
- Reuse your current assets which can **save you approximately 25%** off purchasing brand new equipment.

The Problem

- Escalating costs
- Volatile supplier base
- Cheaper products, cheaper materials from non sustainable markets

The Solution

- Our aim is to take away old equipment and deliver back to store in an 'as nearly new' revived condition.
- Assessing the customers' needs, analysing the products, implementing a strategy to collect, revive and redeliver to each customer.



Overview of Savings

Case Study

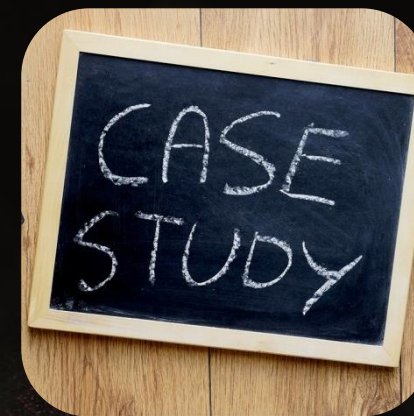
In the following pages, you will find a brief overview of the CO2 savings, cost savings and an overview of figures that can be achieved from the Reviva process which have been taken from COOP sample stores

The Reviva Impact

- *Not compromising on quality but delivers savings off new prices*
- *Greater environmental awareness and better environmental impact*
- *Win-Win situation for retailers, the environment and the consumers.*

The Savings

- Reviva helped businesses reduce commercials by lowering operating costs and contributing to maintaining competitiveness.
- Reviva reduces your indirect Co2 emissions which formed part of your compliance to legislation to reduce environmental impact, contributing to your Corporate Social Responsibility objectives.
- Source sustainable / environmentally friendly products and services.



Delivery to UK Market



Reviva Spend for the top 4 retailers = £9.1million.

Saving an average of **25% – 30%** off the equivalent new spend.

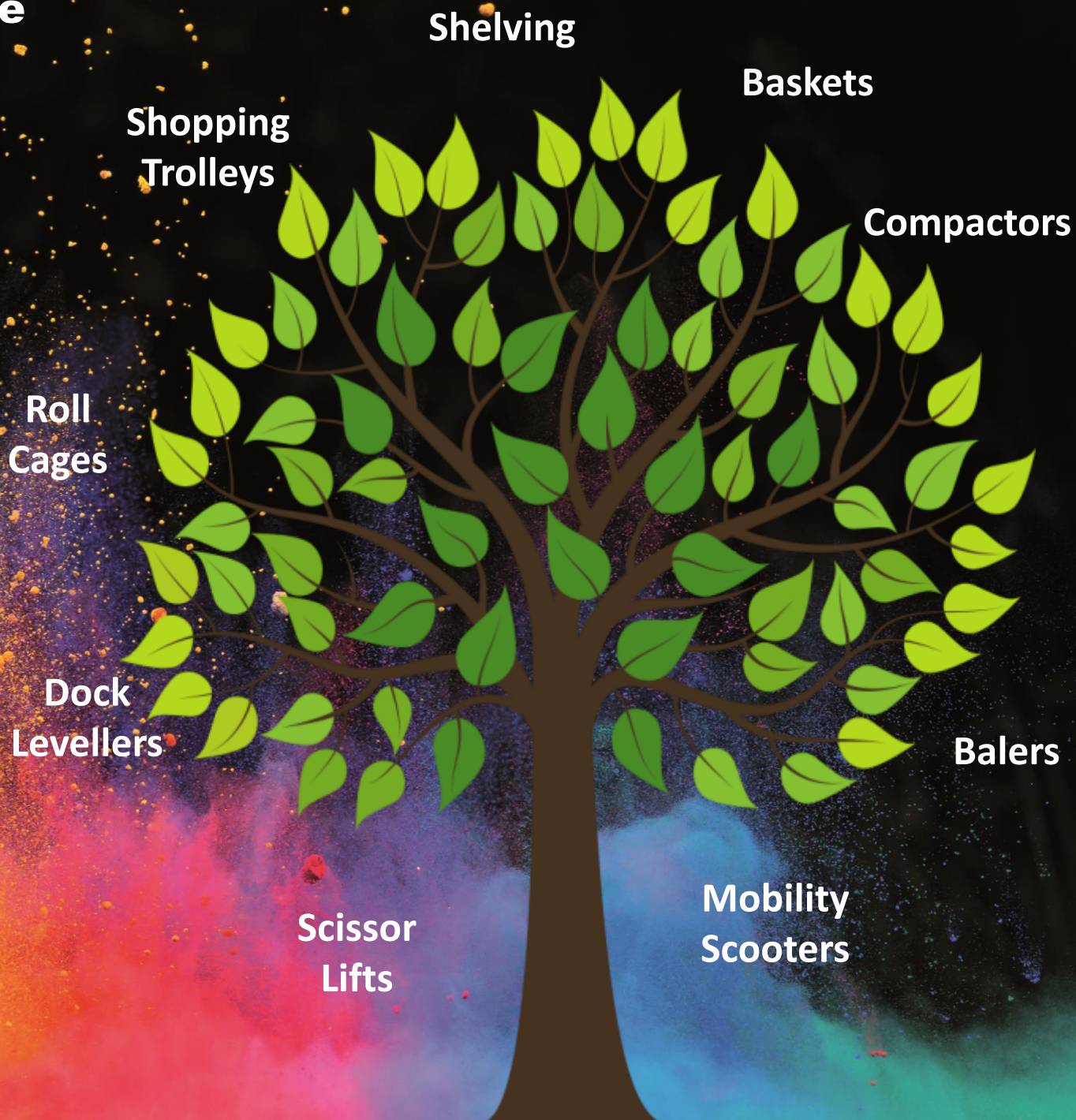
Corporate Social Responsibility – CO2 Savings of over 5,500,000 kilograms.

Reuse rather than Recycle

The principle of 'reusing' as opposed to 'recycling' is fundamental to the Reviva concept.

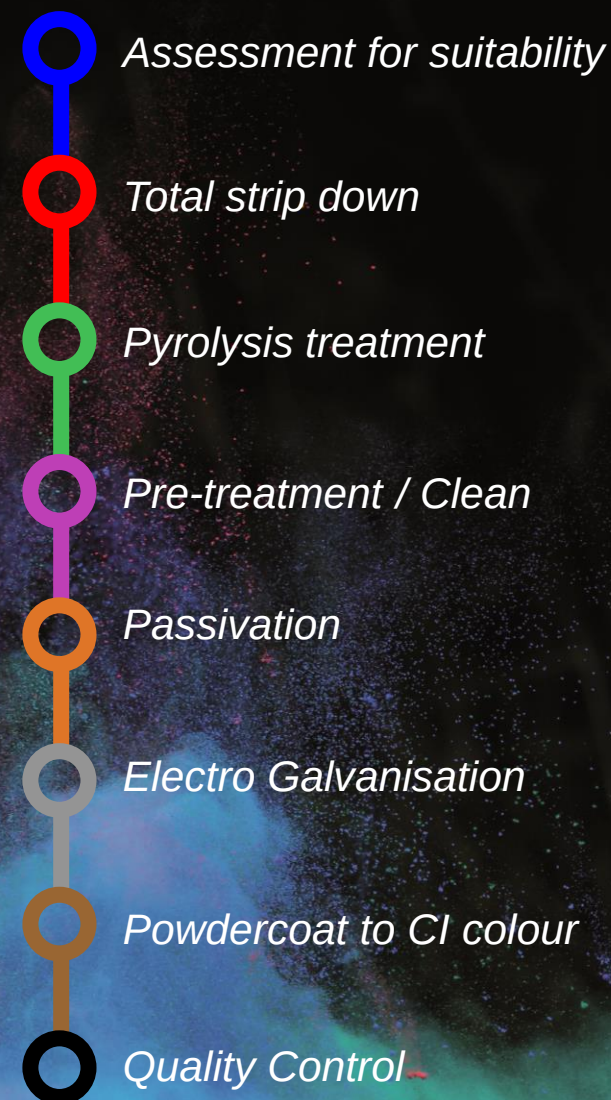
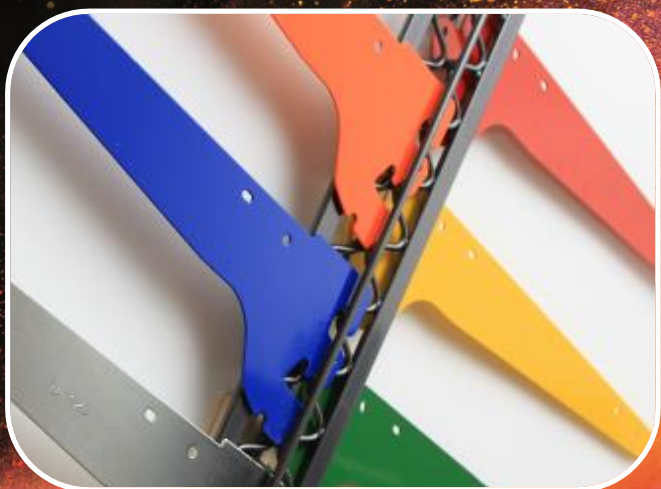
By continuing to use a product to perform the task it was originally intended for, the cost of conversion to waste is avoided or, at least, delayed.

Maximising the service life of valuable assets is eco-friendly and saves money.



The Reviva Process

At Reviva, we give your old equipment a new lease of life. All substrates go through a rigorous process of surface preparation before surface coating is applied. This includes repair, cleaning, adhesion and anti-oxidisation treatments.



The Latest Industry Technology

Wanzl have invested in the latest industry technology at our state of the art facility in Tibshelf, Derbyshire.

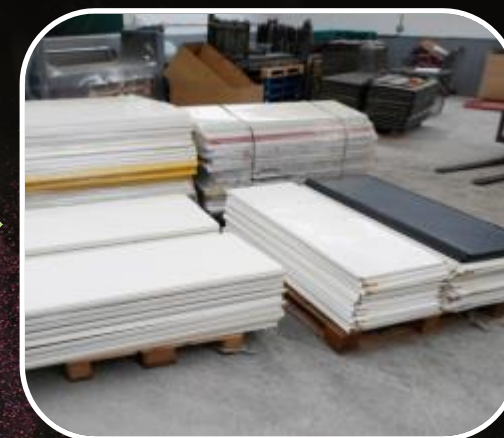


Reusing Valued Assets

Reviva has a range of exciting benefits including cost, colour and environmental.



Previous standard equipment



Used shelving arrives at Tibshelf



Instore rollout of 'as new' shelving



Shelving going through the Reviva process



The Reviva Process

1 Bay New Shelving

Weight = 114kg

CO2 = 171kg

As New

New
Product



1 Bay Reviva Shelving

Weight = 114kg

CO2 = 76.95kg
55% saving - Steel

As New

Reviva
Product



The Reviva Process

1 New Trolley

Weight = 114kg

CO2 = 80.35kg

As New

New
Product



1 Reviva Trolley

Weight = 114kg

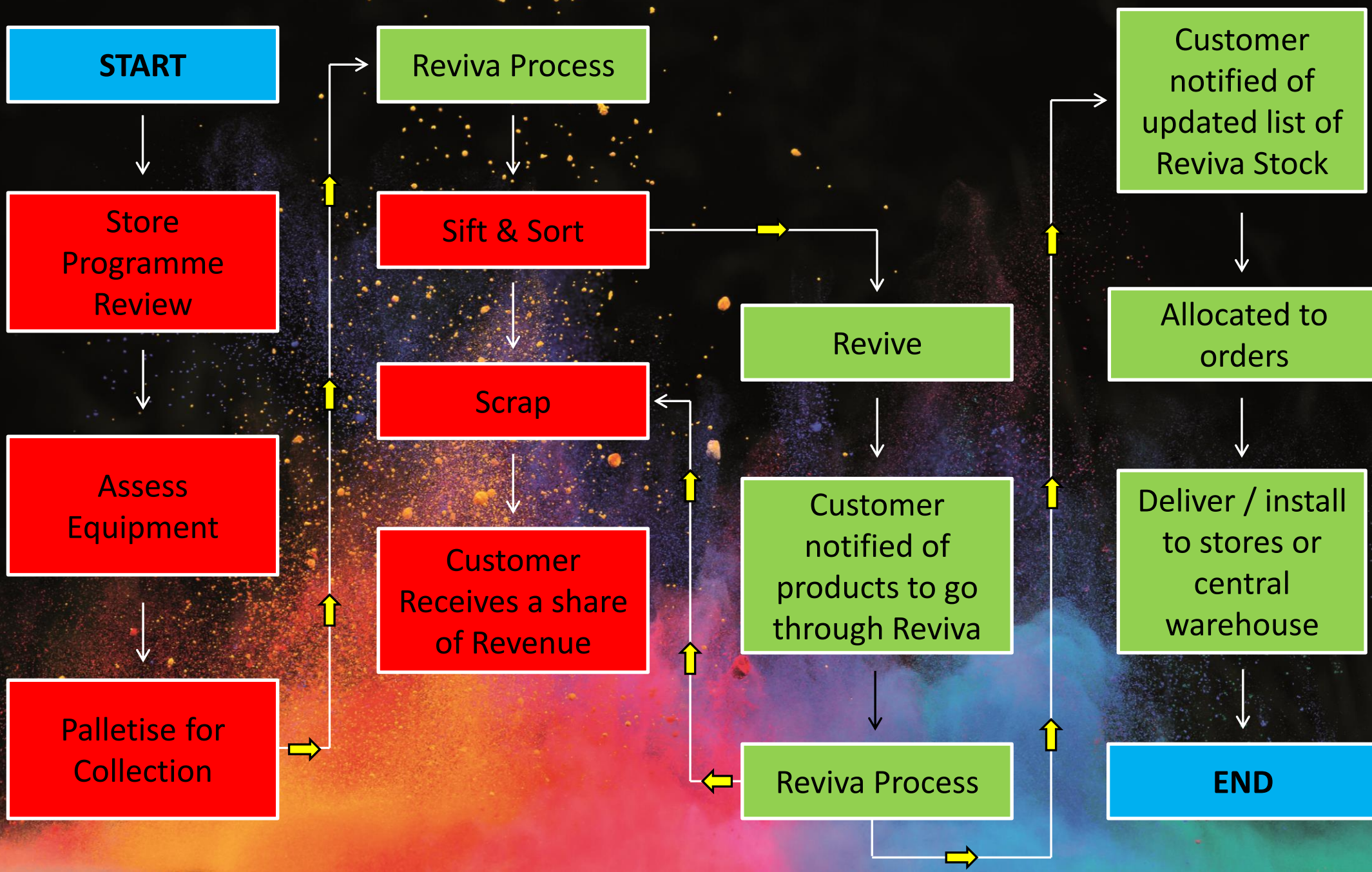
CO2 = 35.52kg
55% saving - Steel

As New

Reviva
Product



Reviva Process Map – Example



Reviva – What does it mean for the COOP?

Estimated Savings

You will notice a cost **SAVING** of around **31% - 39%** depending on equipment mix.
The bay count was between 48 and 135, of which I would state 48 being the lowest bay count Reviva would benefit with a **saving of £1000 per scheme (30-34%)**.

Store	Number of Bays	Total New	Total Reviva	Transport to Eden	Total Wanzl Cost	Difference	Saving	Removal Costs (4 men)	Transport	Admin & PMgmt
Cleethorpes	70	£ 5,909.60	£ 3,798.61	£ 260.00	£ 4,058.61	£ 1,850.99	31%	£ 1,200.00	£ 246.00	£ 350.00
Colehill	64	£ 3,491.53	£ 1,997.73	£ 260.00	£ 2,257.73	£ 1,233.81	35%	£ 1,200.00	£ 633.00	£ 350.00
Folkestone	48	£ 2,407.04	£ 1,323.23	£ 260.00	£ 1,583.23	£ 823.81	34%	£ 1,200.00	£ 657.00	£ 350.00
Mays Lane	82	£ 4,720.69	£ 2,845.25	£ 260.00	£ 3,105.25	£ 1,615.44	34%	£ 1,200.00	£ 390.00	£ 350.00
Milbrook - West street	61	£ 3,647.03	£ 2,142.41	£ 260.00	£ 2,402.41	£ 1,244.62	34%	£ 1,200.00	£ 855.00	£ 350.00
Palace Avenue	82	£ 5,114.24	£ 2,863.82	£ 260.00	£ 3,123.82	£ 1,990.42	39%	£ 1,200.00	£ 738.00	£ 350.00
Ponteland	109	£ 6,331.89	£ 4,017.83	£ 260.00	£ 4,277.83	£ 2,054.06	32%	£ 1,200.00	£ 456.00	£ 350.00
Williton	135	£ 8,642.71	£ 5,396.65	£ 260.00	£ 5,656.65	£ 2,986.06	35%	£ 1,200.00	£ 600.00	£ 350.00
Walthamstow	55	£ 2,961.72	£ 1,802.55	£ 260.00	£ 2,062.55	£ 899.17	30%	£ 1,200.00	£ 563.40	£ 350.00
	78					£ 14,698.36	34%	Like for Like with others		

Reviva – Award Winning Service

Award Winning

- *M&S Environmental Award 2011*
- *SEA Award 2012*
- *SEA Award 2015*
- *50,000 tons of CO₂ saved since its introduction into the retail marketplace*



Thank You

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