

Irish Energy Market Forum 2010

Presentation by Joss O'Connor

Celtic Linen Limited

Celtic Linen, History

- *Founded July 1926*
- *100% Family Owned*
- *Now 3rd Generation*



*Joseph and
Bridget Scallan*

FOUNDERS,
CELTIC LINEN
1926



Seán Scallan
1921-1996



John Scallan

MANAGING DIRECTOR
CELTIC LINEN
1989-1994



Managing Director



Philip D. Scallan

Company Background

- Started in 1926 as a domestic laundry
- First company in Ireland to offer a linen rental service in 1966.
- Services grew to include hospital linen rental, cruise ferry laundry services, garment rental, dustmat rental and roller towel rental.
- Celtic started supplying hotel and restaurant textiles on a direct sale basis in 1987.
- 1988 the janitorial products were added to the list of services.

Business is divided into three sectors:

INDUSTRIAL

- Garments
- Dustmats
- Roller Towels

HOSPITALITY

- Bedroom Linen Rental
- Restaurant Linen Rental

HEALTHCARE

- Linen Rental
- Theatre Greens
- Dustmats





Celtic

Celtic Linen, Drinagh, Wexford





Hospitality Plant – Drinagh 1



Garment Processing Plant Drinagh 2



Healthcare Plant – Drinagh 3





Celtic

Warehouse



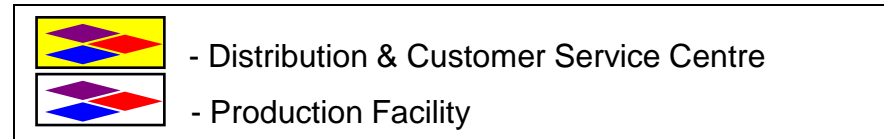


Statistics

- Celtic process 1.3m items per week
- Production Energy costs account for 6.5% of total costs
- 14m litres of water - sourced from own wells.
- Oil usage – 35 tonnes per week or 1M Ltrs. per year.
- Use enough electricity to supply over 2000 homes
- Auto fuel (.5M Ltrs) costs account for 2.6%

Distribution

- 5 Distribution Centres
 - Wexford
 - Ballinasloe
 - Carlow
 - Tallaght
 - Cork
- Customer Service Centres co-located with Distribution Centres
- 3 Specialised Plants in Wexford
- 65 vehicles
- 20 trailers





Celtic

Green Innovation

- The nature of Celtic's business is fundamentally green to begin with
- Reuse and Recycle
- 1980: 15 litres = 1 towel, 1990: 9.5 litres = 1 towel, 2000: 2.5 litres = 1 towel, 2010: 1 litre = 1 towel
- Recycling used steam to pre heat water
- Motion sensors in warehouse
- Number of printers reduced from 53 to 6
- Effluent monitored on an ongoing basis

- Survey all reqmnts
- Identify all areas of major consumption
- Measure all equipment
- Monitor on a regular basis – weekly/monthly
- Reduce where possible
- Appoint a “Champion” to be responsible
- Identify sources of supply
- Commence Negotiations
- Eat the elephant “bit by bit”

