



You can depend on us

When it comes to heating your home, SKOPE has an electrical heating appliance for every room in the house.

From bathrooms and laundries to kitchens, living rooms and bedrooms, our range of heaters are cost-effective and energy efficient, as well as being healthy alternatives to many other forms of heating.

Bruce Vine, our General Manager of Heating explains:

“How we heat our homes and public spaces can have a big impact on the health of those who inhabit them. Louvered air outlets incorporated into many of our designs allow heat to be directed downwards into the room, resulting in even heat distribution from floor to ceiling and reduced dust collection, which is good news for asthma sufferers.”

“At SKOPE, we have recently conducted extensive research into the running costs of our products. As an example, a SKOPE Convactor Panel Heater, which is ideal for heating living rooms, bedrooms, hallways and studies, costs from approximately 11 cents* per hour

to run. A heated towel rail in a bathroom costs from approximately 0.8 cents* per hour, and at the same time can reduce energy consumption in other areas, such as reduced washing machine and dryer usage.”

Electronic thermostats are fitted to many of SKOPE’s heaters, giving precise control and constant temperature for comfort, whilst also reducing energy consumption.

“We’re very aware that both the initial outlay and the ongoing running costs are considered when customers are looking at how they will heat their homes. Our recent research has revealed that electrical heating is certainly a cost-effective option that also comes with other benefits, including the ability to heat individual spaces as required.”

** Figures shown in NZD. Note: In Australia panel heaters cost from AUD 6.5 cents per hour and heated towel rails from 0.7 cents per hour to run.*

A message from us



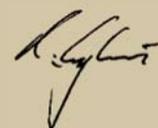
At SKOPE, customer service is paramount. Not only are we committed to ensuring the delivery of market leading, cutting edge products to our clients, we also strive to keep you up-to-date with changes and exciting evolutions within our industry.

Alexandra Stewart, our Creative Director, heads a focused and highly skilled marketing and communications team, and this newsletter is just one initiative that her division has introduced to keep us in touch with you.

As our clients and partners, the success of your business is important to SKOPE. Whether you are an international food and beverage corporate, a local restaurant or supermarket owner, a Government agency or a homeowner wishing to bring warmth to your dream dwelling, our goal is to provide you with the right product solutions for your individual requirements.

As the warm days of summer come to a close and we wrap up warm for the winter months ahead, I can’t help but consider how at SKOPE we experience what is akin to a “four seasons in one day” phenomenon. As a designer and manufacturer of both commercial refrigeration and heating solutions, our focus is on warming one moment and cooling the next. It’s exciting to work at both ends of the spectrum, and to think of our customers sitting in a space warmed by SKOPE, whilst enjoying food and beverage that has also been chilled by our products.

Best wishes for the months ahead.



Guy Stewart
MANAGING DIRECTOR

Wake up to dry towels daily

In winter it's bad enough having to drag yourself out of bed and into the shower, but to then be faced with a wet towel to dry yourself with can really put a dampener on the start of your day.

Which is where SKOPE's heated ladder towel rails, such as the new LTR8, provide the ultimate, highly functional towel-drying solution.

New for 2010, the LTR8 is chrome plated and highly polished to create an elegant finish. Its flat shape lends itself well to modern lines and décor, with three variations (wide, narrow and slimline) to choose from.

Designed to ensure maximum drying with minimal energy consumption, the eight rail rungs have been placed closer than traditional towel rails, which leads to a quicker drying time.



Make every
room a place
for living
with SKOPE

Introducing Patrick Roseman

Earlier this year, we appointed Patrick Roseman as our new Group General Manager Sales, Refrigeration Australia.

Patrick brings a wealth of expertise and knowledge to our commercial refrigeration and foodservice team,

and will be focused on enhancing our existing relationships, as well as building new relationships and improving our overall customer experience.

"SKOPE is already a household name, and is recognised for delivering high-quality products and excellent levels of customer service. I am thrilled to be a part of the Australian team, and I'm excited about my new role," says Roseman.

Before joining SKOPE, Roseman worked as the National Business Manager for Growth Channels at Kraft, and has extensive experience in the catering industry. "I see a fantastic opportunity to bring all my skill bases together in this new role, where I will lead an excellent team of sales people and support staff."



create
livingrooms

Silent, stylish, comfortable
home heating



Queenstown Airport Case Study

SKOPE provides great commercial refrigeration solution for Good Group's circular bar design.

When Good Group, a Queenstown based hospitality company, had their architects design a circular bar for a premium location in Queenstown International Airport, there was only one commercial refrigeration company considered capable of designing and developing refrigeration to fit – SKOPE.

As owners of a number of premium bars across New Zealand, Good Group were committed to using products that were made to last, and were looking for a supplier that had a wide range of products, plus the ability to customise when required.

Good Group's Project Manager, Adam Downey, says the architect's brief was to design a premium bar that provides customers with maximum views out over the airport. The architect came back with a circular design to suit the high profile space allocated.

"We chose SKOPE as they are the best brand in New Zealand when it comes to creating customised refrigeration. The team at SKOPE took on the challenge of a circular bar eagerly, and the result is a striking bar area that is one of the first things visitors to Queenstown see, and the last when they leave," says Downey.

SKOPE's Norm Phillips, of the refrigeration sales team, says SKOPE worked closely with Good Group throughout the concept stage of the project to ensure the customised plans met the client's requirements exactly.

"This initial stage requires a lot of concept and technical drawing, and it's imperative to get it right. Later, during the manufacturing stage, we supplied the client with photographs of our progress, so they could visualise what the end product would look like," explains Phillips.

SKOPE's Custom's team thrive on developing solutions to challenging projects, and this circular bar was no exception. Richard Goldsbury, Product Support Engineer, says it was the first circular cabinets made by SKOPE, so it was a case of trial and error in the initial stages of the design.

For some customised jobs we work with products that are already designed, and we then alter the fridges to suit the specifications. For this project, however, we made the four cabinets from scratch. It's great to see them finished and in location," says Goldsbury.



Above: Progress during construction.



Above: Joining the circular cabinet together at Queenstown Airport.

At SKOPE, we not only strive to design and manufacture products that minimise the negative effects on the environment, we are also continually working on ways to green our own backyard.

So how do we achieve this?

- Over the past five years we have reduced our water usage by 78% and reduced our electricity consumption by 25%.
- We recycle 373 m³ of cardboard per annum, the equivalent of about eleven 20 ft shipping containers.
- We recycle 111 m³ of plastic wrap per annum, which equates to about three 20 ft shipping containers.
- Wooden pallets are recycled and reused.

As we continue to grow and evolve our company, SKOPE is committed to finding new ways in which to lower our impact on the environment and reduce energy consumption. In choosing our partnerships and when building relationships, we strive to align our business with those who share our philosophy.

Did you know?

For every one tonne of paper recycled:

- 13 trees are conserved
- 31,780 litres of water are conserved
- 2.5 barrels of oil are conserved.

Statistics from the Zero Waste New Zealand Trust

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