

## Sainsbury's Roll-Out: Mission Accomplished!

Aerofoil Energy is delighted to announce the successful completion of its estate-wide roll-out of Aerofoils across Sainsbury's UK stores. The multi-phase project represents the industry's biggest commitment to date to shelf-edge technology, establishing Aerofoils as the gold-standard.

### Key facts:

Stores fitted: 1,380  
 Aerofoils installed: 350,000  
 Aerosteers installed: 25,000  
 Project duration: Feb 18 to Mar 19  
 Total installation time: 30 weeks  
 Manufacturing suppliers: 4  
 Installation partners: 5



### From start to finish...

#### *Two years of trials ticked all the boxes...*

Aerofoils were trialled in stores from 2015 to 2017. In addition to energy monitoring, electrical consumption and aisle temperatures, Sainsbury's solicited feedback on Aerofoil aesthetics, robustness and ability to withstand the rigours of store life.

#### *Our professional survey defined the job...*

Aerofoil Energy appointed consultant engineers to survey Sainsbury's estate, verifying display case types, shelf numbers, sizes and value-add information such as signage.

#### *UK manufacturing delivered the goods...*

We established a UK manufacturing base for the production of Aerofoil blades, ticket strips, brackets and Aerosteer. Our manufacturers met rigorous standards for product quality, consistency and delivery capability.

#### *Installation on time and on budget...*

Distributed throughout the UK, our Aerofoil-trained team of contractors executed a simultaneous multi-location fitting programme, installing up to 12,000 Aerofoils across 45 stores every week, completing the overall project on schedule and on budget with flawless results.

#### *Health & Safety prioritised throughout ...*

Compliance with our own and with Sainsbury's H&S policies was assured via a rigorous programme for all contractors at all locations, closely overseen by Aerofoil Energy. Our contractors carried signed copies of our Risk Assessment Method Statements and Golden Rules.

#### *Quality control rigorously maintained...*

Production batches were checked for material quality and equipment tolerance before shipment. Our suppliers maintained several tools for extrusions and injection mouldings, maximising production capacity and rapid switch-over capability.

#### *The feedback says it all...*

Store colleagues and shoppers alike are giving the thumbs-up on Aerofoils.

Paul McAndrew, CEO of Aerofoil Energy said "We're delighted by the positive response to Aerofoils in Sainsbury's, from store managers, their colleagues and shoppers, all enjoying the warmer aisles and improved product quality. As a company, we have honed our logistics capability and can't wait to embark on our next roll-out ... watch this space!"