

**Lawrence
& Hanson**
A Sonepar Company

**SUSTAINABILITY
SOLUTIONS**

CAPABILITY STATEMENT

We Know

Sustainability



We Know

Sustainability

Transform your electrical contracting business with groundbreaking sustainability solutions that not only minimise environmental impact but also boost your financial performance.

We provide a holistic range of sustainability solutions, equipping electrical contractors with the latest products and services to stay ahead of the competition and fulfill the increasing need for sustainable construction and building requirements.

Benefit from the extensive experience of our Sustainability team, positioning your business as a specialist in the rapidly expanding market of sustainable electrical solutions. Stand out in the electrical industry by delivering real sustainability solutions that contribute to a greener future, all while establishing a reputation for responsible electrical contracting.

***“STAND OUT IN THE ELECTRICAL
INDUSTRY BY DELIVERING REAL
SUSTAINABILITY SOLUTIONS”***



WE ARE PART OF SONEPAR

Sonepar is an independent family-owned company with global market leadership in B-to-B distribution of electrical products, solutions and related services. Through a dense network of 80 brands spanning 40 countries, the Group has an ambitious transformation agenda to become the first global B-to-B electrical distributor to provide a fully digitalised and synchronised omnichannel experience to all customers. Drawing on the skill and passion of its 45,000 associates, Sonepar had sales of €33.3 billion in 2023. Sonepar makes its customers' lives easier, over the counter, visiting customers, by phone or online, – however we're needed.

Sonepar's ambition is to become "La Référence" - the standard-setter for all its stakeholders. www.sonepar.com



Leading our markets

€33.3 billion sales

40 countries

€11bn online sales

#1 world leader

With a powerful network



45,000 associates



85% engagement rate



80 brands



2,400 branches



180 distribution centers

For a positive impact



Green Offer
Live in 6 Countries



2030 Climate targets validated by the SBTi



€2 Billion Sales in Renewable Energy



Committed to reduce by 2030:
- absolute scope 1 and 2 GHG emissions by 46.2%
- absolute scope 3 GHG emissions by 13.5%



OUR PARTNERS IN PRODUCT SUPPLY

Lawrence & Hanson is Australia's most recognised electrical wholesaler with a strong heritage and over 160 branches.

Since 1886 we've been supplying quality products to customers across multiple market sectors, including residential, commercial and industrial.

'We Know Electrical' and strive to be the wholesaler of choice for knowledge, customer service, digital business solutions, consistent pricing and stock availability.

\$1B
SALES

1,000+
EMPLOYEES

150+
BRANCHES

400,000+
PRODUCTS AVAILABLE

Full National Coverage

Most recognised electrical wholesale brand

**Lawrence
& Hanson**
A Sonepar Company

**We Know
Electrical!**

WE SPECIALISE IN



RENEWABLES



DATA



LIGHTING



INDUSTRIAL



SMART CONNECTIVITY

We provide sustainability solutions across all markets that are designed to support electrical contractors by offering the latest products and innovations to keep them ahead of the competition.



LIGHTING



**SOLAR &
RENEWABLE
ENERGY**



**ENERGY
MANAGEMENT &
INFO SYSTEMS**



HVAC



**SUSTAINABILITY
MANAGEMENT**



EV CHARGERS



**BATTERY
STORAGE**

LIGHTING

As a National lighting solutions leader our services are unmatched in today's market with a true turnkey approach.

Our sustainability project team manages the entire process, from site assessment to final delivery, ensuring peace of mind across all project deliverables.

Our sustainability team will conduct professional assessments on your site(s) to establish your current energy usage and provide a complete asset register. We offer cutting-edge lighting designs seamlessly integrated for architects, engineers, builders, and electrical contractors while also offering global product sourcing for unique or alternative specifications.

Additionally, our sustainability team offer project management of the energy reduction works and coordinate any applicable government discounts and incentives, maximising returns for new lighting upgrades.



LIGHTING DESIGN

We have professional in-house capability to provide our clients with cutting-edge lighting designs using design software such as AGI and DIALUX to ensure they meet Australian Standards.

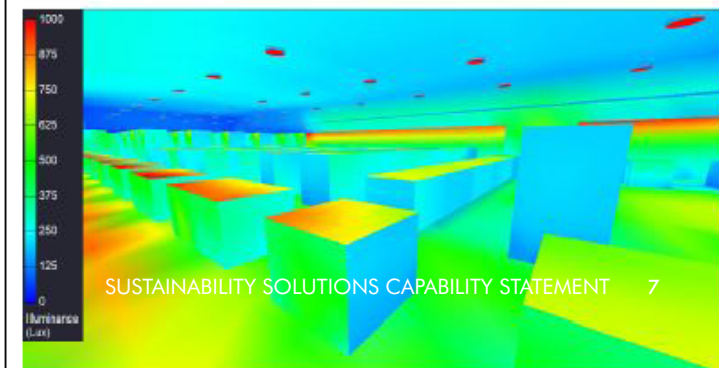
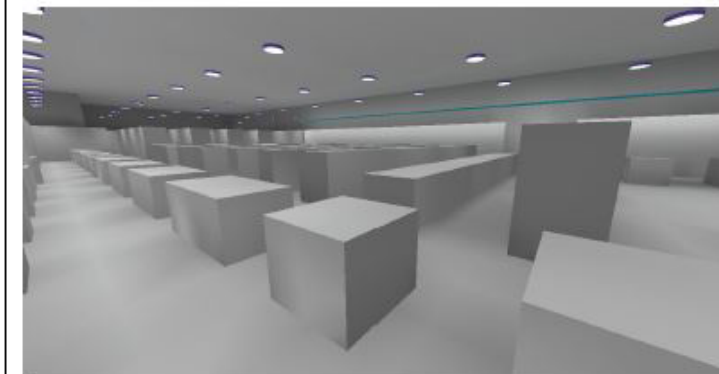
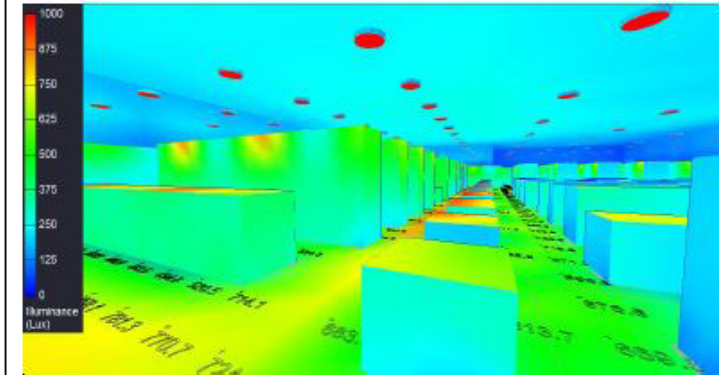
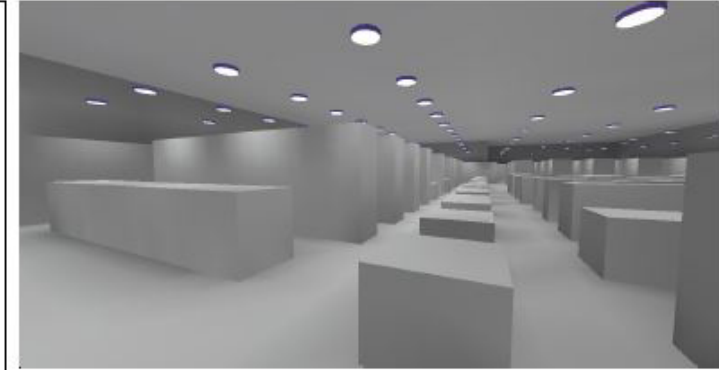
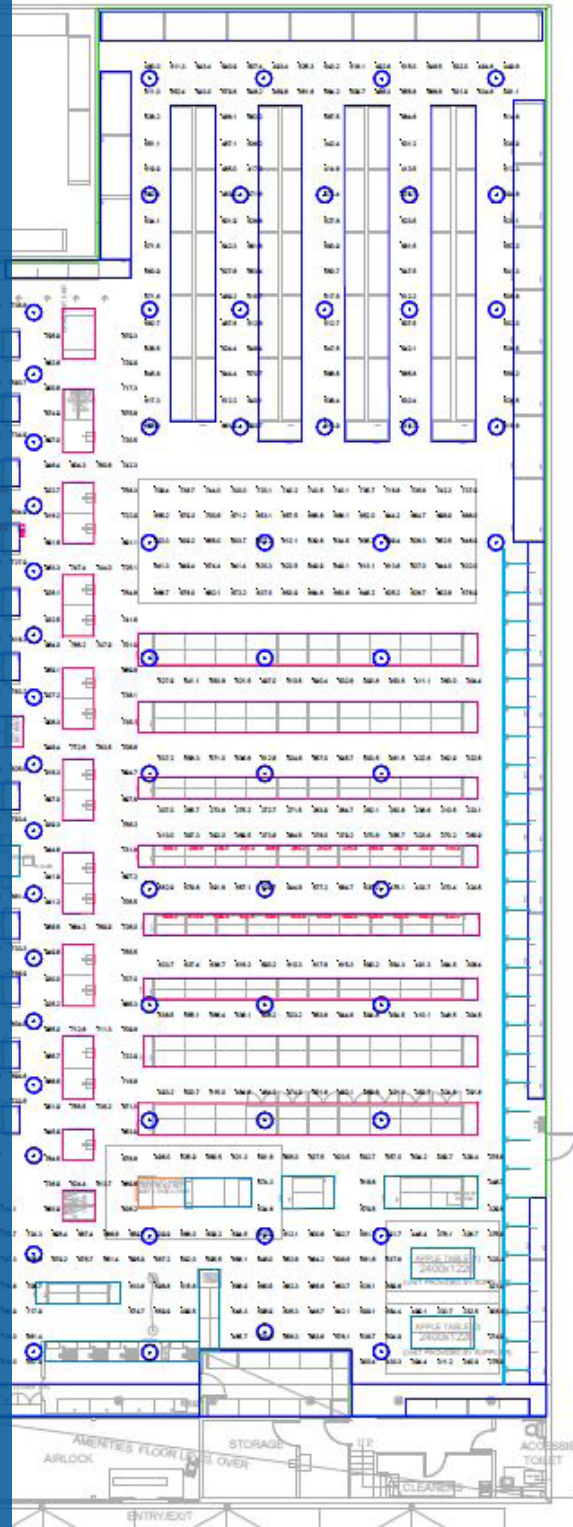
We offer services such as:

- Lux calculation
- Wattage per m² calculation
- Kw/hr energy consumption
- Heat mapping
- Colour rendering
- Glare rating

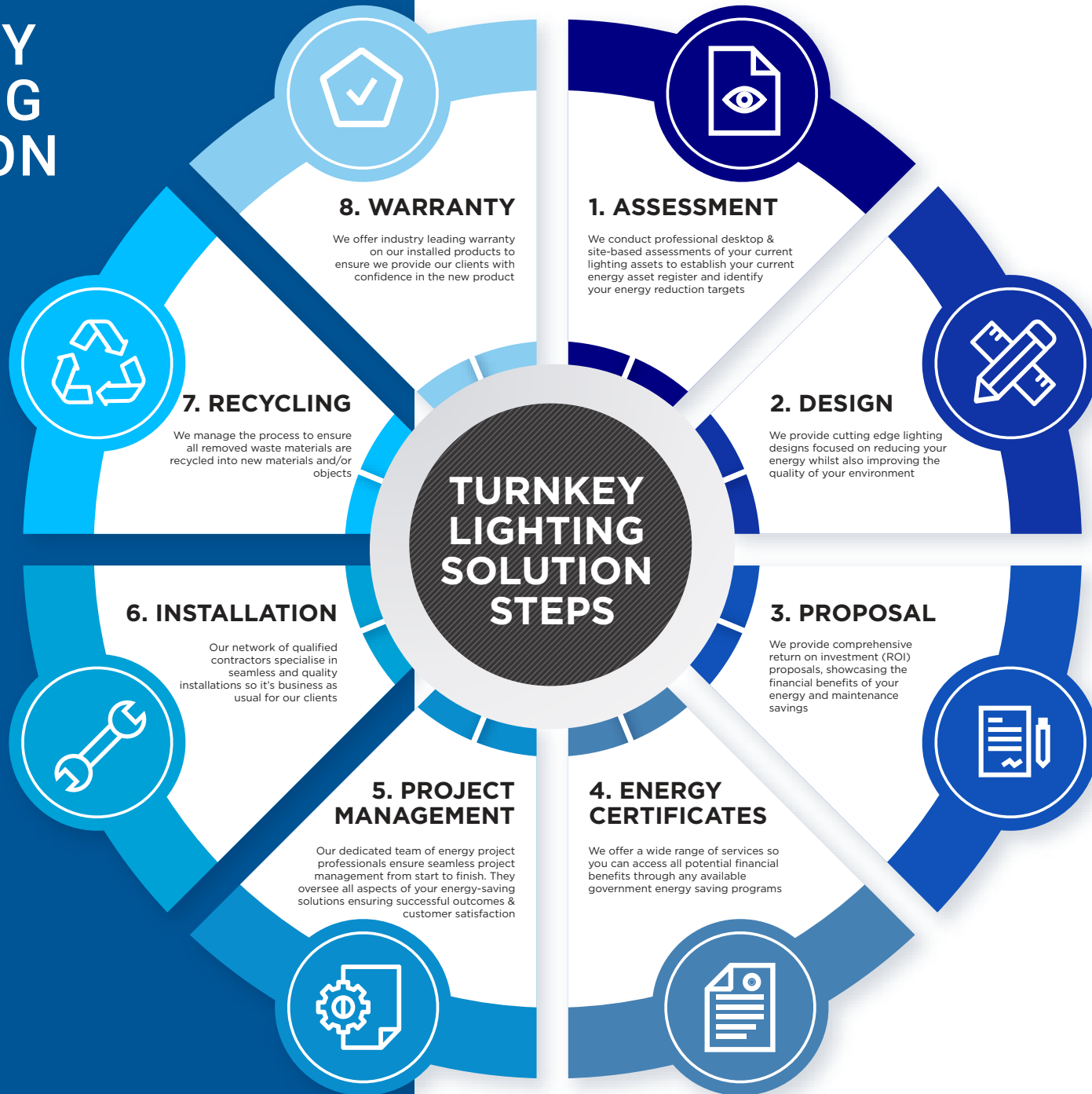
We offer bespoke lighting solutions across all sectors such as exterior lighting, commercial, retail and healthcare.

Using a human-centered design approach to offer solutions that benefit the health and well-being of users. We use our in-depth expertise and the latest lighting technology to improve mood, visual juxtaposition, comfort and productivity.

Not only focusing on improving the quality of the environment but also reducing energy consumption by using quality LED solutions.



TURNKEY LIGHTING SOLUTION



SOLAR & RENEWABLE ENERGY

We deliver market leading renewable energy products & brands through our expansive National network of certified solar branches.

Our commitment extends to understanding the challenges posed by the demanding Australian environment and how these factors can impact the lifespan and performance of our renewable products.

We aim to simplify discussions surrounding renewable energy, offering direct solutions tailored to the unique requirements in residential, commercial and industrial markets.

Our goal is to provide reliable and efficient solutions that withstand the rigors of the Australian environment.



ENPHASE.



GOODWE



PYLONTECH



redback
technologies

RRACKS®



SUNTECH

Trinasolar

SOLAR CERTIFIED BRANCHES

To support our 150 traditional electrical branches, we've identified strategic locations for Solar Certified outlets.

A Solar Certified Branch is a recognised hub for solar expertise and products.

These branches offer an extensive selection of solar brands including panels, inverters, batteries and racking systems with trained professionals on hand to assist with any size solar or renewable project.

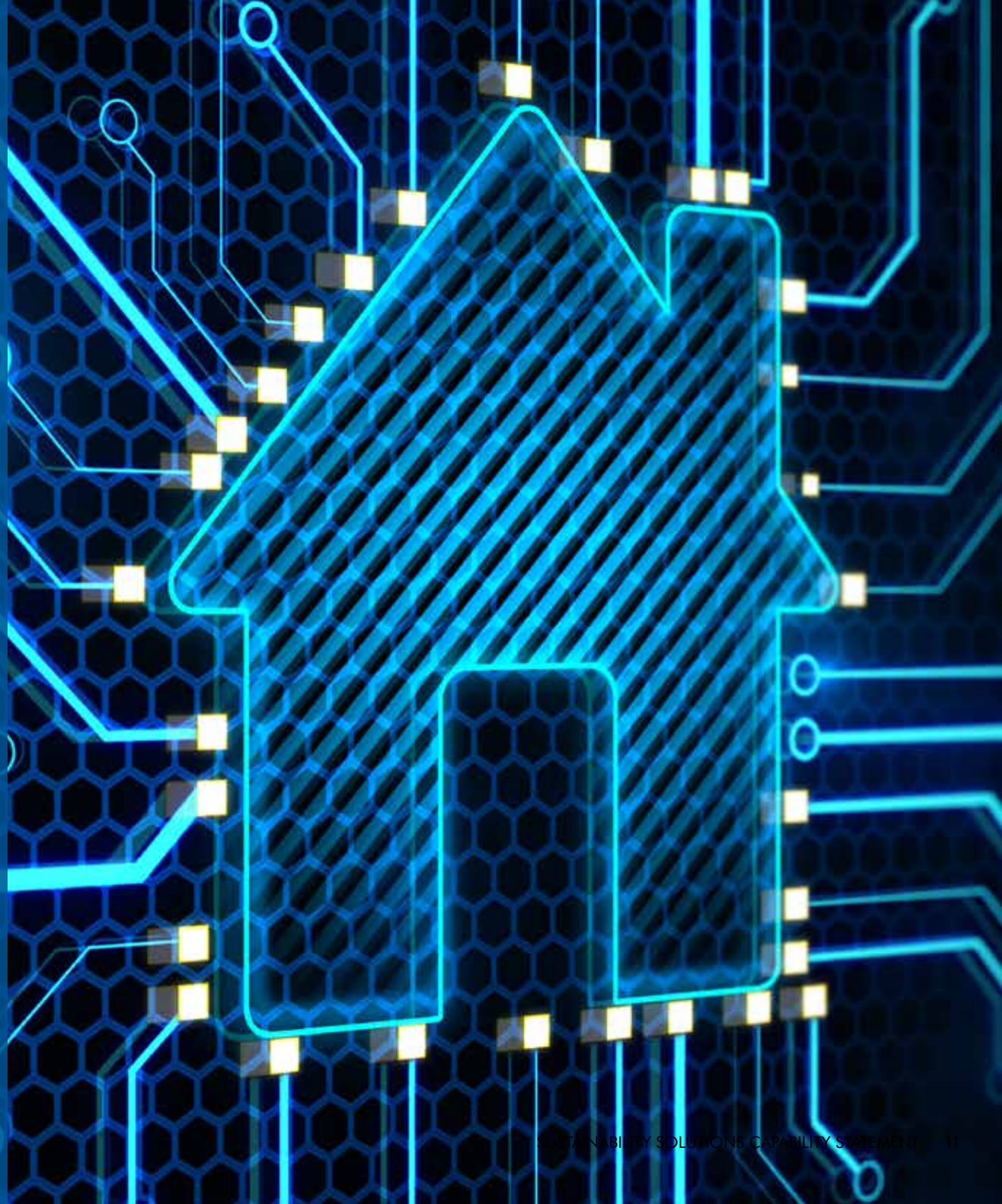


ENERGY MANAGEMENT & INFORMATION SYSTEMS

Thanks to advancements in technology of Energy Management & Information Systems (EMIS), it makes it seamless to monitor & track your energy usage on a live platform. Whether addressing energy metering and/or energy management, applications now possess unparalleled capabilities to record, report, analyse, and optimise your energy usage at every level.

This shift provides awareness for operators and business owners with heightened visibility into their energy consumption and carbon footprint. This insight enables corrective actions, resulting in tangible cost savings, increased investment opportunities and ultimately, enhanced profits.

The most significant advantage, however, extends beyond financial gains – it lies in making a positive impact on the environment. This impact resonates with a valued customer base who are ever increasing their acknowledgment and support for businesses committed to sustainable practices.



HEATING, VENTILATION & AIR CONDITIONING (HVAC)

Many domestic & commercial HVAC systems are old with high energy usage and generally oversized for the application they are being used in, so changing to a more efficient system will play a substantial role in reducing your carbon footprint.

Newer HVAC systems not only exhibit greater energy efficiency but also run quieter and provides you the opportunity to reassess the capacity and size of the system required.

Our product experts will provide advice on a greener, more responsible approach to your HVAC system requirements with an estimated return on investment for the new system.

“HVAC CAN ACCOUNT FOR UP TO 50% OF A COMPANY’S ENERGY BILL.

IT’S OFTEN THE LARGEST CONTRIBUTOR TO ENERGY BILLS FOR COMMERCIAL & OFFICE BUILDINGS, RETAIL, SUPERMARKETS AND HOSPITALITY BUSINESSES.”



SUSTAINABILITY MANAGEMENT

Net Carbon assist companies in implementing and fulfilling their sustainability strategies on their journey to reach a Net Zero status.

We offer comprehensive turnkey solutions to our clients including access to the best environmental consultants, global product suppliers, energy efficiency tools & calculators, product design, installation services, project management, recycling companies and environmental project investments.

With a strong heritage in commercial energy-saving projects, we have a proven track record of successfully implementing energy-efficient solutions to our clients. Our expertise lies in establishing long-term partnerships with our clients ensuring their ongoing sustainability and energy efficiency goals are met.

PILLAR 1 MEASURE

Working with independent climate consultants, an assessment is conducted on your Greenhouse Gas Emissions to calculate your Carbon Footprint (Scope 1 & 2 emissions)

The consultants conduct this assessment to better understand how and where energy is being used to help identify where your organisation can potentially reduce emissions

The consultants verify your emissions, calculate your carbon footprint and provide a disclosure statement detailing this information.

PILLAR 2 REDUCE

Develop and implement an emissions reduction plan which includes, but not limited to:

- LED Lighting Upgrades
- Solar Panels & Inverters
- Power Factor Correction
- HVAC Solutions
- Battery Storage
- Water Heating
- Control Systems
- Electronic Vehicle Chargers
- Refrigerated Cabinets
- Building Management Systems
- Energy Management & Information Systems
- Emergency Lighting Systems

PILLAR 3 OFFSET

We provide carbon certificate options to offset your remaining emissions.

Through their accreditations and expertise you can purchase, register, warehouse or retire carbon certificates.

They only procure and offer market leading, high-quality specialised carbon certificates to be in line with your sustainability goals.

A warehouse facility is also available where clients can pre-purchase carbon certificates to protect against price rises & profit from the potential upside.

PILLAR 4 EDUCATE

We provide advice on the best strategy for the client's Net Zero journey.

We support our clients to promote their energy efficiency initiatives and environmental contributions in line with their sustainability goals.

We provide expert advice on the best energy efficiency products in the market that have the quickest return on investment to reduce your carbon emissions.

We are here to guide you through the entire process to deliver your sustainability goals.

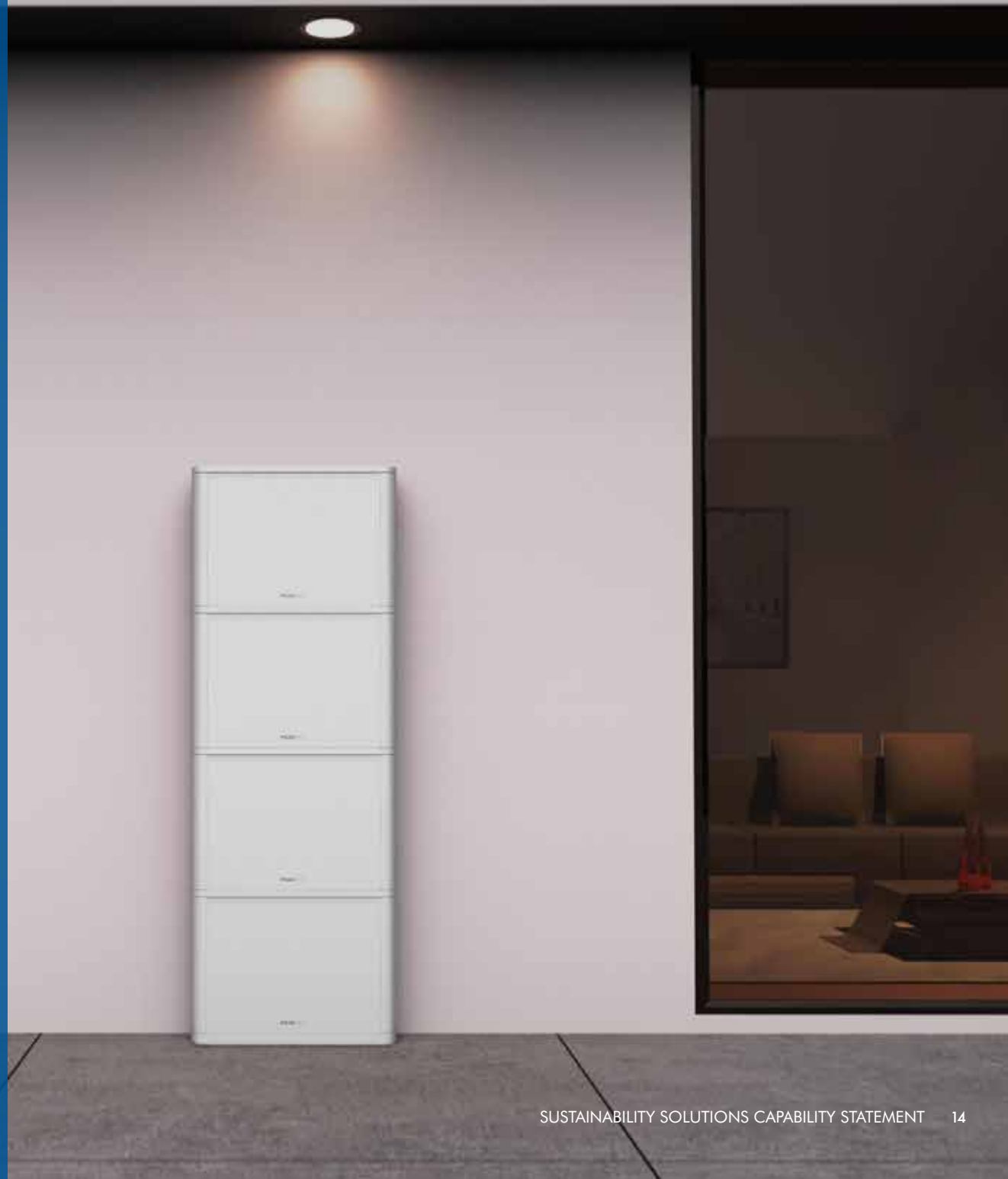
BATTERY STORAGE

Energy storage is poised to revolutionise the global energy landscape providing consumers with enhanced flexibility, reliability, and efficiency in energy consumption.

Storage solutions play a pivotal role in stabilising the supply of variable renewable energy sources like solar, wind and hydro power.

This technology not only grants consumers increased control over their power usage but also empowers them to maximize the benefits of self-generated solar energy.

To ensure power harvesting is maximised, it's critical to choose compatible products when selecting modules, inverters and batteries.



EV CHARGERS

Clean energy is the way of the future and electrical vehicles play a big part in that by reducing carbon emissions. The need for EV chargers is on the rise as the electric vehicle market experiences swift growth in Australia.

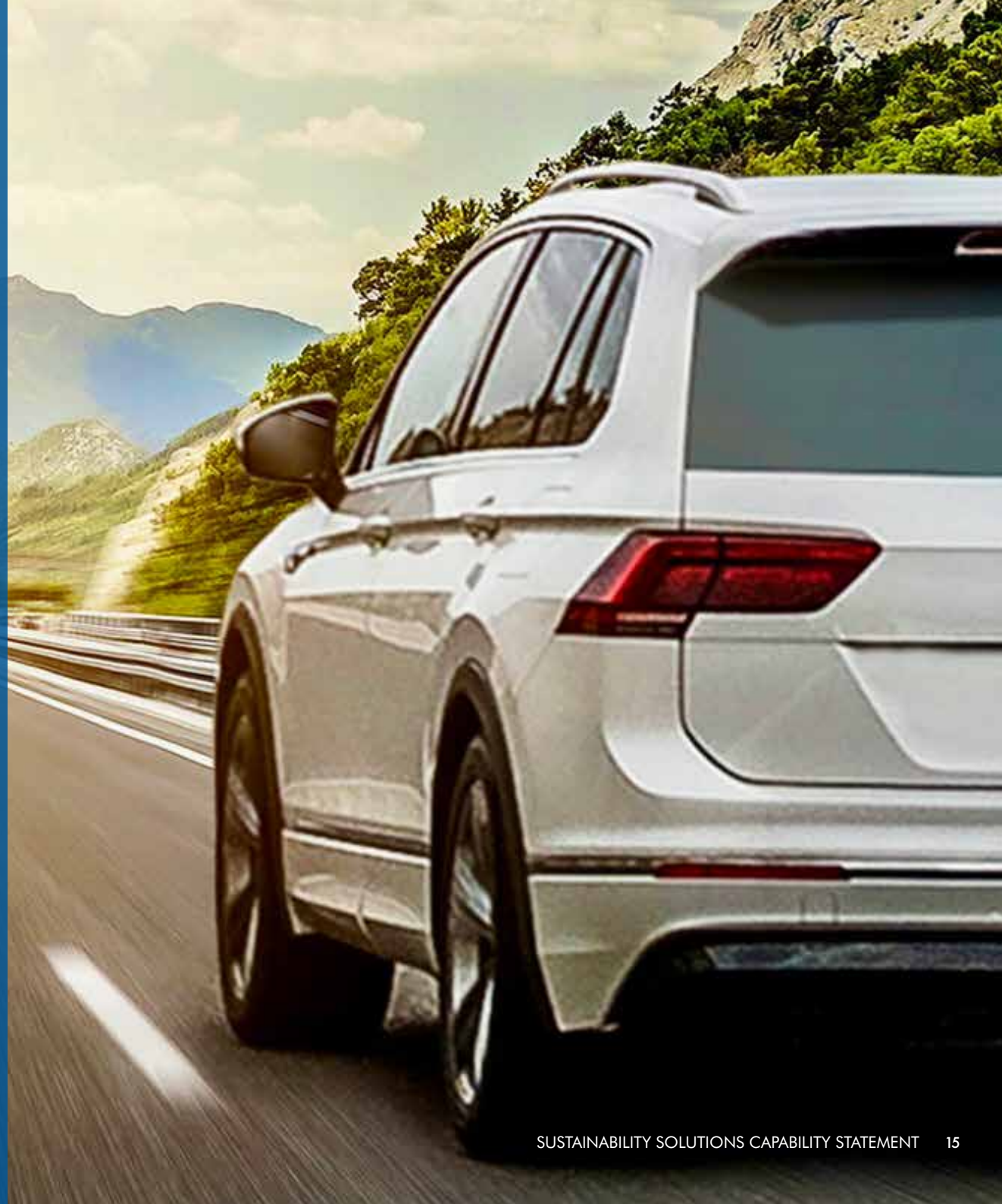
Purchasing EV chargers from Lawrence & Hanson provides the advantages of supporting a greener future, with a selection of reputable and high-quality brands for swift installation. You'll also benefit from local supplier assistance, and the chosen brands are compatible with a wide array of vehicle brands and models.



Think Global.
Trust Local.



Life Is On



WHY US?

Leverage the wealth of experience from our Sustainability Solutions team to position your business as a specialist in the rapidly growing market of sustainable electrical solutions.

Gain a competitive edge by tapping into our team's expertise and establishing yourself as a leader in this evolving market.



INNOVATION

We closely monitor changes in technology to ensure we're offering the most innovative solutions available in the market



PRODUCTS

Our product catalogue is huge and continuing to evolve when new products hit the market. If there's a product you need, we can source it.



SUPPLIERS

We only partner with leading brands from around the world that have a proven track record for quality.



DISTRIBUTION

Our network through Lawrence & Hanson scales over 150 branches and large warehouses with stock ready to go.



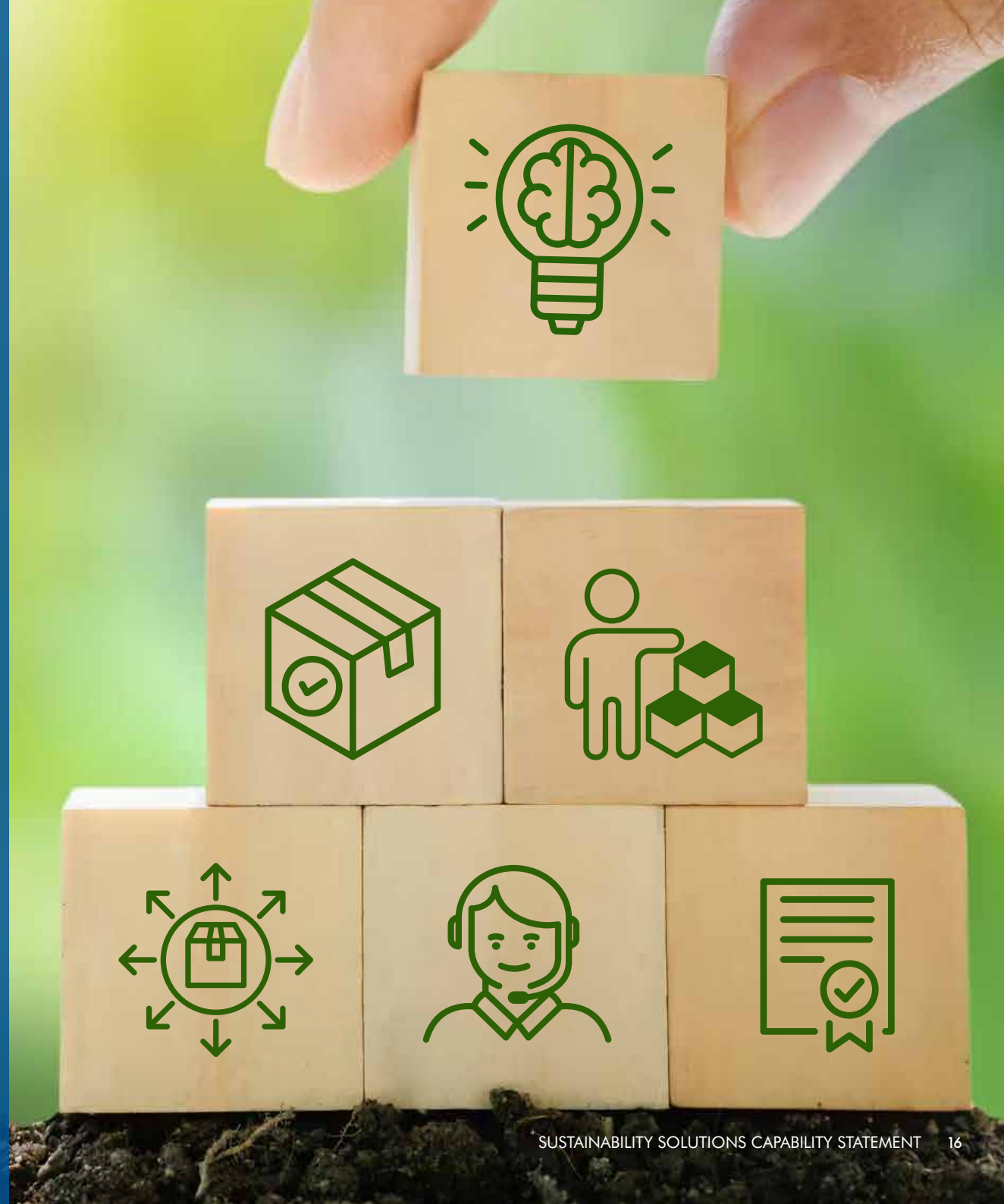
SUPPORT

We pride ourselves on our experienced, reliable and friendly customer support staff during both enquiry and post-sales stage.



WARRANTY

We provide proven and quality assured products that are all backed up by warranty and reputation.



Lawrence & Hanson

A Sonepar Company

We Know

Sustainability!

CONTACT

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CONNECT WITH US    