

ArcelorMittal Distribution Solutions UK  
Manchester



Jeremy O'Keefe  
Vickers Energy Group  
Alliance House  
Westpoint Enterprise Park  
Trafford Park  
Manchester  
M17 1QS

14<sup>th</sup> January 2015

Dear Jeremy,

Thank you for our first annual report on the heating gas consumption.

For the record I'd like to state that the Vickers Energy Management System is ideally suited to our business. The absolute flexibility that it gives us, together with the precise control of temperature, is invaluable. The system provides strategic control of our space heating, resulting in a comfortable and stable working environment during occupied hours.

In the 12 months since the installation, our gas consumption has been reduced by over 54%, and even when the warmer weather has been taken into account, the reduction is still 1,030,493 kWh or 42%.

This is very impressive, and needless to say we are more than satisfied with the resultant savings, not just in terms of the cost saving of over £28,000 but also the reduction in our CO<sub>2</sub> emissions of 189 tonnes.

All in all, an excellent investment that reached its payback in less than 4 months.

Yours sincerely,

**Steve Taylor** | Financial Controller  
**ArcelorMittal**  
Distribution Solutions United Kingdom  
Manchester Division

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