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Jeremy O'Keefe  
Vickers Energy Group  
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Monday 18<sup>th</sup> January, 2016

Dear Jeremy,

A note of thanks is due for your persistence in encouraging us to install a Vickers Energy Management system to take control of the heating at our Evenwood plant.

We were a little sceptical at first as the plant uses gas for production processes and we have a varied selection of heating, with Powrmatic and Benson warm air heaters and Ambirad radiant tube heating as well, heat gain from welding, plus some areas work 24 hours, making it a complicated set up. However, now we've had the system in place for some nineteen months I must say that the results are very impressive.

Like for like comparison of the post-installation gas consumption with usage before installation shows that we have reduced energy usage by some 1,150,000 kWh which has also cut our CO<sub>2</sub> emissions by 223 tonnes.

The cash savings are large, and the savings under the CRC scheme too – and the control benefits are great – we now have central control with flexible programming for altering shifts rather than individual controllers at each heater, saving time and leading to a better working environment.

On the basis of the performance at Evenwood we've now installed at our main Wolverhampton site – which is probably the best confirmation of our satisfaction with the first installation.

Many thanks,

A handwritten signature in black ink, appearing to be 'BOA', written over a horizontal line.

Bob Archer  
Head of Group Purchasing