

25th October 1999

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For the attention of: Brenda Cheetham

Dear Brenda,

As you are aware, in January 1996 our company carried out extensive trials with the Vickers Energy Management Control System.

After installation, balancing and setting of the heaters and V16 controllers had taken place, the system was fully operational approximately 8 weeks later.

Vickers initial projected savings based on those first 2 months figures were as high as 47%. Throughout the remainder of 1996, 1997 and 1998 we have monitored the heating costs at the company and last year we saved a massive 45% on fuel costs alone.

Obviously apart from being delighted with the reduction in fuel costs, we have found the system virtually maintenance free, user friendly and extremely accurate in temperature control. This in turn has had the benefit of satisfying the workforce greatly whilst bringing a secure tamper free control system no longer open for abuse or alteration.

The control systems software has realised benefits our previous system could not provide, such as holiday close down periods, balanced heater burning times, preheat temperature controls etc, etc. Given the savings and other benefits now enjoyed, its is hard to imagine how we managed in those not so good 'old days' without the V16 controller and system.

It goes without saying therefore, that as a company we are extremely satisfied with the decision to purchase the system and would thoroughly recommend to anyone considering the system to delay no longer if they are really serious about energy savings.

Finally, it would be unfair not to mention the helpfulness and co-operation of the Helpline staff, sales team and support engineers who have been understanding, patient and tremendously helpful when being contacted.

Many thanks to all at Vickers Electronics.

Yours sincerely,



Martin Warner
PURCHASING MANAGER