

# IMPRESS GROUP - AIRIUS TRIAL RESULTS

**Trial based on an area of approximately 3,000m<sup>2</sup> and a spend of £21,268**  
**(the cost of installing 34 Airius units at their Norwich (UK) factory)**

Copy of e-mail received from Paul Mattin, Plant Engineer, Impress Group BV:

**From:** Paul.MATTIN@uk.imp-group.com [mailto:Paul.MATTIN@uk.imp-group.com]  
**Sent:** 26 August 2009 13:54  
**To:** gbridges@airius.co.uk  
**Subject:** Report

Hello Guy,

Please find attached report. I have already forwarded the findings to our environment manager and I have also spoken to two other plants in Germany and France.

Regards,

**Paul Mattin**  
Plant Engineer

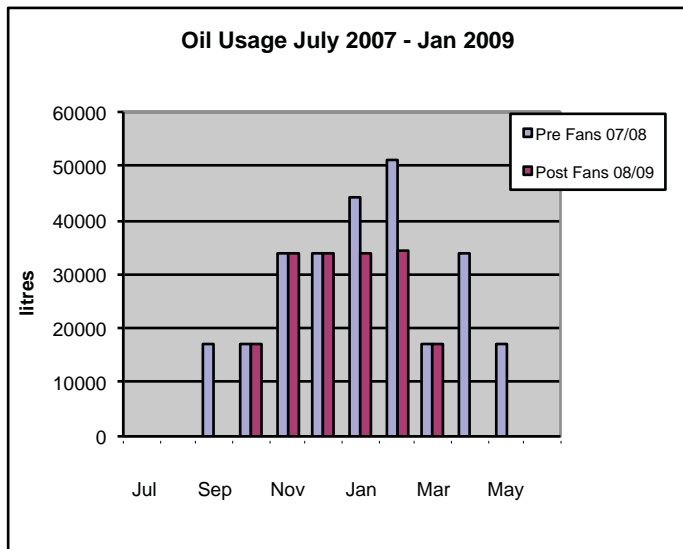


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**Trial Data and Analysis:**

Month	Qty Ltrs	Cost £
Jul-07	0	0
Aug-07	0	0
Sep-07	0	0
Oct-07	17000	7080
Nov-07	17000	7242
Dec-07	33999	16302
Jan-08	33999	16591
Feb-08	44104	27054
Mar-08	50999	25595
Apr-08	17000	9239
May-08	34000	19291
Jun-08	17000	9943
Jul-08	0	0
Aug-08	0	0
Sep-08	0	0
Oct-08	0	0
Nov-08	17000	9348
Dec-08	34000	17126
Jan-09	34000	15535
Feb-09	34000	15212
Mar-09	34214	14196
Apr-09	17069	6706
May-09	13687	5714



**ANALYSIS OF DATA:**

Oil prices dropped by an average of 9.5% in 08/09 compared to the previous winter period 07/08. This will enhance the actual savings

The mean temperature for East Anglia during winter 07/08 was 5.7°

The mean temperature for East Anglia during winter 08/09 was much cooler at 3.4°

The heating system thermostats are set to 16°, resulting in an increase in the requirement for heating in East Anglia of 22%

This analysis excludes the purchase and installation costs of £21,268 in the first year

bgj

Winter 07/08 (pre-fans) total oil usage =

Winter 08/09 (post-fans) total oil usage =

Actual reduction in Oil use and savings, winter 08/09 =

Restated savings, taking account of lower Oil price 08/09 =

Restated Oil use and savings, taking account of lower mean temperature 08/09

= 265101+22% = 323423, -183970 =

The cost of electric to run the fans is £793 per winter season £63144, -£793 =

Litres	Cost £
265,101	138,337
183,970	83,837
81,131	54,500

49,322

139,453      63,144

62,351

**£62,351**

**The overall savings taking into account lower temperatures and prices in winter 08/09 = 45.07%**

**The full cost of the Airius units is re-couped within a matter of months - first winter savings of**

**£62,251 measured against a total spend of £21,268**