

# 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

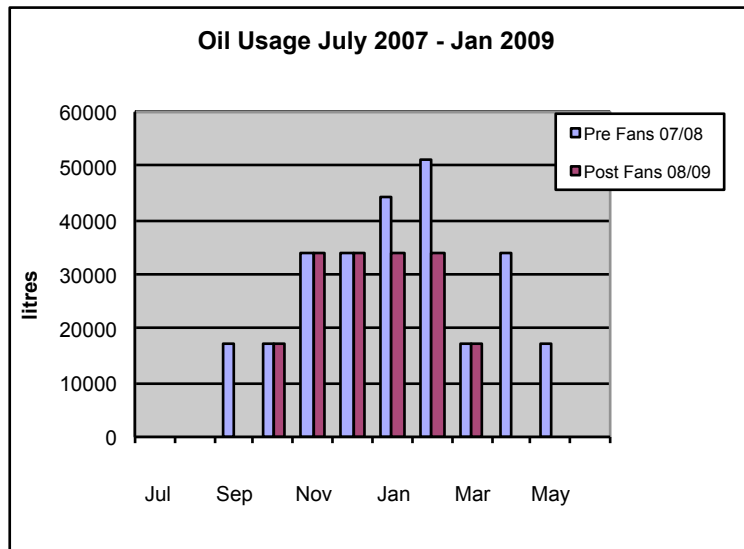


T +44 (0)1603 253090  
 F +44 (0)1603 253038  
 M +44 (0)7901 670812  
 E paul.mattin@uk.imp-group.com

**Impress**  
 Salhouse Road  
 Norwich, Norfolk UK NR7 9AT  
 T + 44 (0)1603 427313  
 www.impressgroup.com

## Trial Data and Analysis:

	Qty Ltrs	Cost £	
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

	Litres	Cost £
Winter 07/08 (pre-fans) total oil usage =	265,101	138,337
Winter 08/09 (post-fans) total oil usage =	183,970	83,837
Actual reduction in Oil use and savings, winter 08/09 =	81,131	54,500

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

49,322

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

= 265101+22% = 323423, -183970 =

139,453 63,144

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

62,351

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

£62,351

**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**

For more information on the Airius range visit: [www.airius.co.uk](http://www.airius.co.uk) or call: (44) 1202 554200