



“This little piggy went to market...”

Background

Henry Technologies Ltd is a Hillington based manufacturer and distributor of a premium range of components for commercial refrigeration and air conditioning systems.

The Business Need

To support profit margins through minimising the impact of the rising costs of electricity, gas and processed gas which totals circa £250k per annum.

How CeeD helped

John Dynes, Maintenance Manager at Henry Technologies attended a meeting of the Environmental Clinic (with 8 other companies) at Ciba in May 2008. The topic was energy and Ian Dodd, CeeD's chairman and veteran of facilities management mentioned that a 5% inaccuracy in billing was more normal than not - and always in the wrong direction from the customer's perspective.

Following the meeting, John was keen to discuss this and related energy matters in some more detail with someone who knew the industry well but had no commercial agenda.

Ian met with John to better understand Henry Technologies energy needs, existing contract terms and costs. Following discussions with several industry contacts, Ian found an organisation Utility Aid which could supply the company with gas and electricity at a keener price than it was currently receiving. Although Henry Technologies already had smart metering installed to monitor true electricity consumption round the clock at 30 minute intervals, Utility Aid informed Henry Technologies that similar technology could now be connected to the gas supply. A new contract was negotiated for gas via Utility Aid and a refocus on the use of smart metering within Henry Technologies revealed the potential for significant cost savings.

Results

The switch to a more appropriate supplier for Henry Technologies energy profile combined with the use of smart metering (or Auto Meter Reading) technology has brought...

- 100% accurate billing through a 30 minute automatic reading sent to a central database
- Interactive and managed monitoring of energy usage
- Monthly energy efficiency reports specifically designed to highlight usage abnormalities and wastage
- Tariff profiling checks
- Invoice validation
- Other energy savings which account for over 10% of its consumption during non-production periods.