



Electricity



Gas



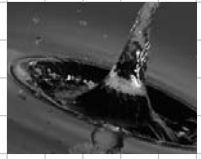
Energy Services



Bureau Services



Telecomms



Water



Client name:	Barrett Steel
Type of business:	Steel Stockholders
Facilities:	25 warehouses between 23,000 and 180,000 sq ft plus associated offices
Annual Energy Costs:	£0.35 million (£270, 000 Electricity / £75,000 Gas)
Client Since:	1998

The simplicity of the offer is what attracted steel stockholders Barrett Steel to **energyTEAM**. Together with its subsidiary companies, Barrett Steel has 25 sites across the UK. These are warehouses ranging from 23,000 to 180,000 square feet where the supplies of steel sheet, steel beams and bars are stored and then cut to size for customer orders. Heavy lifting gantries and equipment for cutting material to size pushes energy consumption above that of other, similar-sized, warehouses so Barrett Steel was pleased when changes to market regulations allowed them to negotiate for supplies to all its sites rather than just the three already above the 100Kw level.

“Team saves us around 10 to 20% on our energy costs,” says group accountant Chris Newsome. One of the features that attracted him to using **energyTEAM** was the simplicity of the arrangement. “Because they get their commission from the suppliers instead of us, their service doesn’t cost us anything.” Price comparisons are

open with no additional charges. “Other brokers have approached us wanting to ‘share’ the savings they achieve. But the problem with this comes after the first year when you’re trying to establish the benchmark cost of supply to determine savings. With Team the situation is much clearer and less complicated.”



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