



Electricity



Gas



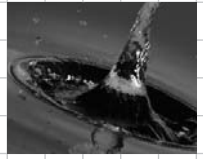
Energy Services



Bureau Services



Telecomms



Water

Havelock | Europa PLC

Client name:	Havelock Europa PLC
Type of business:	Manufacturer of store fittings and special-purpose furniture
Facilities:	8 manufacturing and office units total 200,000 sq ft
Annual Energy Costs:	£0.5 million (£400,000 Electricity / £100,000 Gas)
Client Since:	2000

Havelock has eight sites, ranging from offices to three 200,000 sq ft manufacturing facilities, dispersed over six different locations throughout the UK. Local arrangements for buying power had evolved at each site, making it impossible to negotiate any cost reductions with just a single overall supplier.

“We did try going out to tender to choose just one supplier,” says procurement director Rob Wallace. “But the different terms and options of different suppliers made it impossible to achieve realistic comparisons.” That was five years ago.

Havelock were then introduced to **energyTEAM** and decided to give them a trial. The company’s energy bills are some £400,000 for electricity and £100,000 for gas which, as a percentage of the £87 million turnover is not high but, as Mr Wallace puts it, “I liked the way **energyTEAM** managed to bring order out of a chaotic purchasing situation. They look after our interests and give us good market intelligence – I would definitely recommend them.”

What about other consultants? “There are plenty of consultants out there to choose from,” concedes Mr Wallace. “And I’m sure some of them are very good. All I can say is that **energyTEAM** has served us very well and they are very clear about what they do. What you see is what you get – there’s no smoke and mirrors about the way they operate.”

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