

5 September, 2006

Graham,

As you know, we have worked closely to gain improvements in the generation of air at our site in Telford. Since the initial stages of tendering service agreements, through the installation of our new compressor and the continuing proactive service visits, the level of attention and professionalism showed by A&B has been a refreshing change, and I thank you for this.

It is, however, on the point of the newly installed compressor that I wish to extend my greatest thanks. The Ingersoll Rand Nirvana 90 we purchased from yourselves was intended to address two concerns. The first was to replace one of our ageing Compair compressors, which were becoming increasingly unreliable, and secondly to try and reduce the costs of generating air.

After performing an intellisurvey, you were able to recommend a solution that would provide for our future production needs, a reduction in running costs of 38% and a payback of 1.75 years. The reality of the situation, over the last 5 months, exceeds the quoted figures considerably. We have reduced air generation costs by an average of **73%**, reducing the payback period to 6 months. This is an excellent result, of which I give my wholehearted thanks.

I look forward to working with A&B Air Systems in the future, hopefully reducing air generation costs further still!

Best Regards,



Will Woodvine

Plant and Facilities Engineer.