

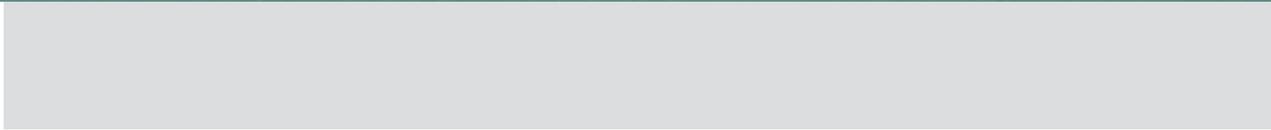


**The right energy for off-grid industry**  
Lower carbon, lower cost and sustainable



**CALOR**

**Lower your energy costs and reduce your carbon footprint.**





# Welcome

Calor's energy specialists make fuelling your energy intensive business easy. If you're looking to upgrade your heating and manufacturing processes from oil or solid fuel, now might be a good time to consider switching to Calor gas. It offers a more cost effective, cleaner and sustainable alternative – plus a whole lot more.

Liquefied Natural Gas (LNG) and Liquefied Petroleum Gas (LPG) from Calor are versatile fuels which can be used for heating aggregates, fuelling distilleries and producing dairy products, to name just a few. It can also be used as an additional energy source if you're planning to expand your operation, or planning to build new premises.

At Calor, our energy specialists pride themselves on excellent service, transparent pricing and can be trusted to deliver on every level. That's why more and more industrial and commercial businesses are switching to Calor every year.



# Benefits of gas

If you're currently using oil or solid fuel to power your manufacturing processes, you might be surprised by how much gas can offer you:



## Stable and fixed pricing

Calor's significant investment in UK gas storage facilities enables us to buy-forward and purchase gas in vast quantities. This allows us to stabilise prices and offer fixed price deals to our larger customers.



## Cleaner energy

Unlike oil, there is no risk of water or ground contamination from gas spillages or leaks. When burnt, gas emits substantially less harmful SOx and NOx than oil and particulate emissions are insignificant compared to fuel oils.



## Lowest CO<sub>2</sub> emissions of all fossil fuels

LPG emits around 20%\* less CO<sub>2</sub> per kWh than oil. The CO<sub>2</sub> emissions of LNG are even lower.



## Easy to switch

If you choose to switch from oil to gas, we will recommend the solution and project manage the switch, end-to-end. We will take care of everything unless you would prefer to manage some elements of the project. Typically, we'll work with an OEM to replace each boiler's oil burner with an LPG/LNG burner unit, which is a relatively simple procedure.

\*20% less CO<sub>2</sub> per kWh – source: Atlantic Consulting 2009.



**Switch to cleaner burning  
Calor gas for at least  
a 20% reduction in CO<sub>2</sub>\*.**

## Choosing the right gas

Our aim is to reduce your fuel costs substantially. For this reason, we have invested in the supply of two gases – Liquefied Natural Gas (LNG) and Liquefied Petroleum Gas (LPG).

Which gas to use will depend upon your annual consumption at a particular site and your usage patterns at that site. We will evaluate your needs then recommend which gas will offer the most cost effective energy solution. As a general rule, the following usage patterns deliver the most cost effective business cases.

### Why LNG?

LNG is ideal wherever there is a continuous high demand for fuel - such as a process or manufacturing plant that operates all year round.

### Why LPG?

LPG is the ideal solution for manufacturing processes that operate on a seasonal basis or with a start-stop approach.



# Hassle-free switching

## Energy consultation

Our Energy Specialists can complete a free no-obligation energy consultation. We'll review your current fuel needs and advise if you'd benefit from switching to Calor gas, based upon predicted cost and carbon reductions.

## End-to-end solution

You might expect switching to be complex, but at Calor we take care of the entire project, from initial specification to testing, commissioning and ongoing maintenance support. We will ensure your installation is completed quickly and with minimal disruption to your daily business operations.

## Flexible finance options

We can be flexible with our charging and funding arrangements to accommodate your budget and preferences. We regularly amortise capital payments across fuel payments and can fix pricing subject to usage commitments.

## Account manager

When you decide to make the switch, you'll be allocated a dedicated account manager. They'll be your ongoing contact with Calor, getting to know your company's needs and deciding how best we can serve them.

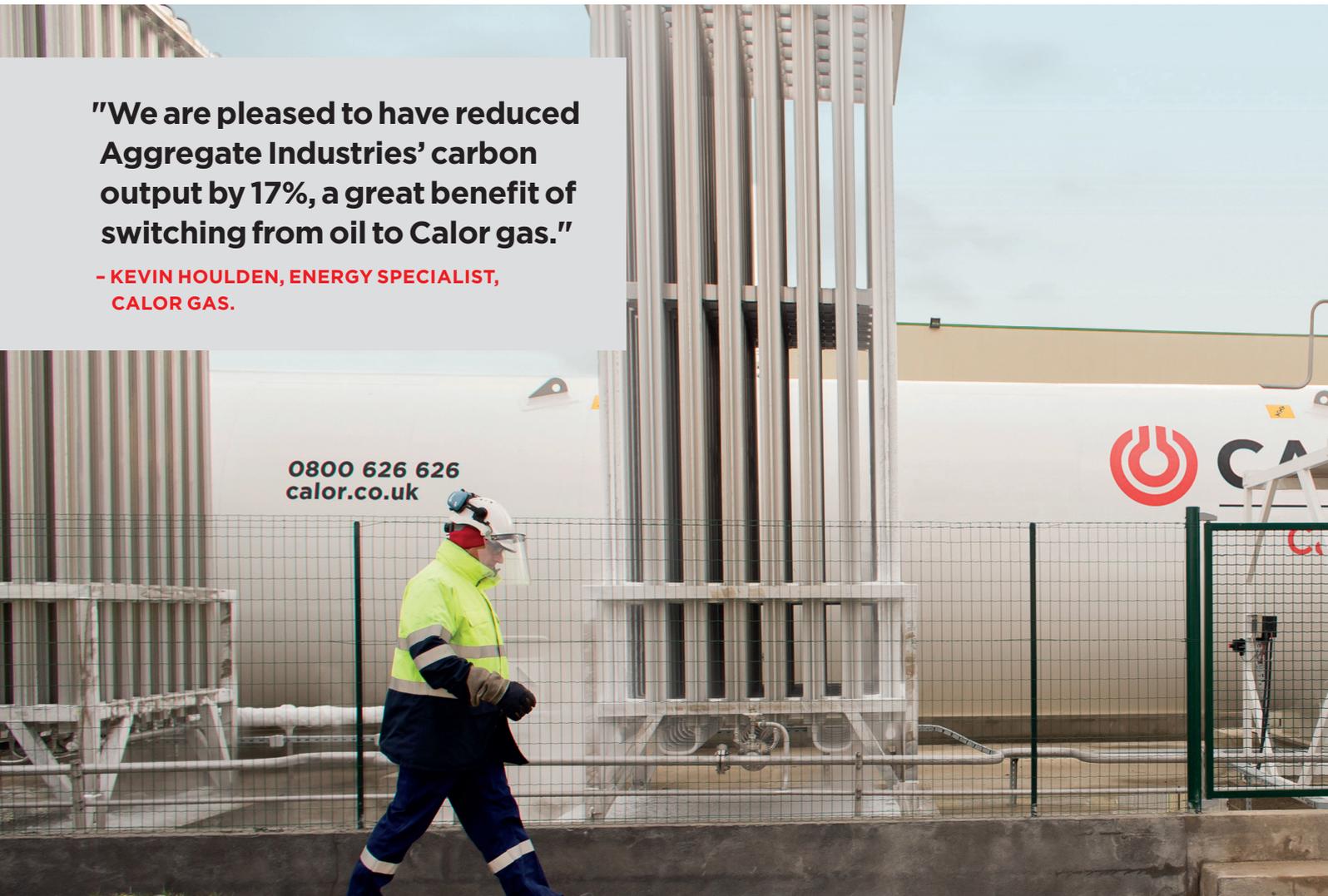
**"We are pleased to have reduced Aggregate Industries' carbon output by 17%, a great benefit of switching from oil to Calor gas."**

**- KEVIN HOULDEN, ENERGY SPECIALIST,  
CALOR GAS.**

0800 626 626  
calor.co.uk



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### Dedicated customer engineering team

Our highly experienced in-house customer engineering team offers unrivalled technical design capabilities, free consultancy and full project management of your fuel supply installation.

**Ask our energy specialists for a free, no-obligation, energy consultation to see what Calor can do for you.**



### Simple switching process



# It's easy being a Calor customer

Our substantial gas storage and supply chain infrastructure delivers supply security that is unrivalled in the off-grid industry. Calor owns Europe's largest LPG gas storage terminal, which has a capacity of around 110,000 tonnes of gas. This offers real reassurance and reliability to all our commercial customers.



## Reliable delivery

Having invested in the largest 'to-the-tank' distribution fleet in the UK, Calor is uniquely able to deliver to all corners of mainland Britain in all weather conditions.



## Experience and expertise

Calor has over 80 years of gas storage and supply experience. Our expertise and range of supply and storage options is unrivalled in the industry. So you can trust us to fulfil almost any gas-supply requirement.



## Remote tank monitoring

Our sophisticated telemetry system allows us to remotely monitor the contents of your tank and schedule top-ups on your behalf to ensure that you never run out.



## Global gas import capability

Calor owns its own gas importation facilities. Gas is imported by ship and stored at its two main storage terminals at Canvey Island and Immingham – providing a robust in-house, global import facility.



## Member of a global operation

Calor are proud to be wholly owned and supported by SHV Holdings, a well-established Dutch company with an annual turnover of €5 billion. Our customers have reassurance that we have the backing of a major international holding company.



## Ongoing support

Our commercial energy specialists will always be on-hand to support you when needed. They will ensure Calor-owned gas tanks and associated equipment is maintained and service levels remain high – for your peace of mind.



**"Our experience has been good and I would recommend Calor as a supply company to others in our business. They've done a very good job."**

**- SIMON EVANS, PLANT MANAGER, AGGREGATE INDUSTRIES.**





# Make a more informed decision

Naturally, there are a number of questions you need to ask before considering Calor for your company's energy needs. We'll be more than happy to answer your questions and help you make a more informed decision.

**To find out more, or to arrange a meeting, please contact your local energy specialist on the card included or call 0800 085 5057.**

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Company Number: 303703  
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April 2017



**Contact our energy specialists to find out more on 0800 085 5057 quoting 'Indusbrochure' or visit [calor.co.uk](http://calor.co.uk)**

