



Case Study: Electricity

Here's what we did...

In early 2018, we talked to one of our existing telecoms clients, Spencer Signs about their electricity supplies.

Being in the manufacturing sector and with two half-hourly electricity meters on site, the client's annual spend is significant.

Even though the existing electricity contracts had around 9 months left to run, we emphasised to the client the benefit of securing their next contracts in early course, given the upturn in electricity costs and market predications for continued increases. By locking-in today's rates rather than waiting until closer to the contract end dates, costs can be managed more effectively.

We were really pleased to be able to achieve a 10% saving for the Spencer Signs which was a fantastic result and by fixing this rate over a long period, the company is essentially immune from the impact of expected escalating prices which are going to hit businesses in the foreseeable future.

Great credit to this client for being open to exploring the advantages of forward-buying energy, even though it would have been easier to put it to the back of their mind for a while longer. As we always say, the cost of finding out is zero, but the savings could be thousands.



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Here's what they said...

As we have sizeable manufacturing premises with lots of lighting and machinery in use, our electricity costs have always been high and something we have to try and manage carefully. With all the signs pointing to higher costs over the next few years, it has become a genuine concern.

River demonstrated a solid understanding of our industry and an in-depth knowledge of the energy market and delivered new contracts that will benefit our business greatly in years to come.

Their forward-thinking approach throughout has not only resulted in considerable savings for us over our new electricity contract but has also given us the confidence that we are now set up on what is going to be the most competitive tariff available.

Like with River's telecoms division, the level of service has been exceptional, prompt and hassle free. As every business owner knows with all the effort that is required to run a business, this is exactly the sort of service that is welcome.

Over the time I have dealt with River, I found them very personable, professional and efficient. They've helped us achieve cost savings on our business utilities and I would have no hesitation in recommending them.

Richard Spencer

Director

Spencer Signs Limited