



**TOTAL SAVINGS
£146,816.00**



CLIENT OVERVIEW

Green Top Snacks (GTS) Ltd - The Real Pork Crackling Company is the largest sole supplier of pork snack foods in Europe and produces all its products from its state of the art factory in Tamworth, Staffordshire. GTS is BRC Accredited (British Retail Consortium) the accreditation is for food safety and recognises the highest global standards of Excellency.

Commercial Energy Solutions (CES) saved Green Top Snacks Ltd £146,816.00 through procurement and invoice validation rebate.



OUR SOLUTION

PROCUREMENT ELECTRICITY

C.E.S carried out procurement of the two electric supply agreements for GTS Ltd. Total savings achieved were £24,624 over the period of 2 years.

PROCUREMENT GAS

C.E.S carried out procurement of gas supply agreements for GTS Ltd. Savings achieved were £47,144 over the period of 1 year.

INVOICE VALIDATION

When approached by C.E.S, Green Top Snacks (GTS) were in an unenviable position. Their utility rates were not competitive and their incumbent supplier was threatening to cancel the contract as well as place them on 'out – of – contract' rates. GTS could not understand the sudden increase in consumption and expenditure and asked the supplier to investigate for any potential billing or meter error. Following further investigation, the supplier could not identify any problem with the meter or billing and advised that an increase in consumption was due to available capacity increase on the site. Understanding that the available capacity does not necessarily have direct bearing on consumption, we have agreed to investigate the matter and immediately noticed disparities between Half Hourly data (live consumption) and invoiced consumption (bills). We have arranged for the meter operator to test the meter and data flow. Results confirmed the correct consumption data was sent to the supplier for billing purposes but then multiplied to produce 'doublebilling'. The supplier tried to digress responsibility for an error back to the meter operator. Following submission of evidence, all parties agreed the meter was only dialled once and accurate bills should have been produced. The meter was commissioned & proved to be recording the expected consumption level. Correct invoices were reissued and this resulted in rebate of £75,048 and compensation of £3000.

OUTCOME

Through CES's intervention, Green Top Snacks (GTS) successfully resolved a critical billing issue that had placed their business under significant financial strain. By identifying and rectifying the supplier's billing error, CES secured a rebate of £75,048 and additional compensation of £3,000, providing immediate financial relief.

In addition to resolving the invoice discrepancy, CES's procurement strategy resulted in substantial long-term savings. GTS secured £24,624 in electricity cost reductions over two years and £47,144 in gas savings over one year, helping them regain control over their utility expenses and improve financial stability.

By leveraging industry expertise and strong supplier relationships, CES recovered lost funds and ensured that GTS could continue operating profitably, free from the burden of excessive utility costs. As a result, GTS now has a trusted energy partner for future procurement and contract management, strengthening its long-term financial resilience.

TESTIMONIAL

After working on this problem for nearly a year and getting nowhere, it was a true relief to have CES come to my rescue and take the matter in hand. They dealt with this problem swiftly and efficiently, they were able to access people within our provider, who had previously refused to speak with us. They very quickly established the problem and made arrangements with the various companies to solve the issue and get the meter commissioned.

Our company was without doubt struggling to survive with monthly utility bills reaching £20,000.00, and sometimes our future looked bleak. We could not see how we could continue to keep producing our goods when there was clearly going to be no profit due to the rising costs. The rebate we received and the subsequent drop in monthly expenditure was a huge relief and could not have been achieved without the help of CES.

We owe a great deal to the team at CES and would like to take this opportunity to once again thank them for all they have done to help Green Top Snacks Limited and we will continue to use their services to help us deal with renewal for energy and locking in contracts. I consider our 2 companies as friends.

Vannessa Parrish
Office Manager
Green Top Snacks Limited



QUESTIONS? CONTACT US.

If you need guidance on **flexible purchasing, compliance, or any of our energy services**, our dedicated team is here to help. Let's work together to create solutions tailored to your business needs.

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