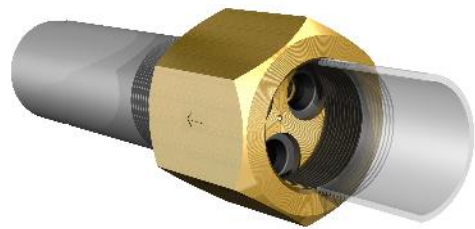




Control the Flow

Matt Knight, MD

- Akro Valve Established in 1983
- Specialist Valve Manufacturer and Distributor of Water Efficiency Equipment
- Small Family Company based in Polegate (o/s Eastbourne)
- I took over in 2017





- It all started with a GGP flyer on the doormat – Help with Business Support and Grants available
- On site meeting to discuss plans / strategy for growth
- LoCASE application for Energy Efficiency improvements and new product development & to join ProfitNet Business Support Group

Grant 1

LED Lighting. Replacing fluorescent tubes with LED, throughout workshop and offices



New Product Development

A new flow control valve specifically for domestic water saving / hotel market



Retrofit valves to avoid costly tap replacement



15mm Top Hat Insert



22mm Top Hat Insert



Top Hat Inserts can retrofit into any 15mm or 22mm pipework

Hardware Upgrade

Replaced old air compressor with new quieter and more efficient one



Grant 2

- New CNC Machining Centre. High spec machine for manufacturing valves.
- Increased output, Increased quality, Reduced costs



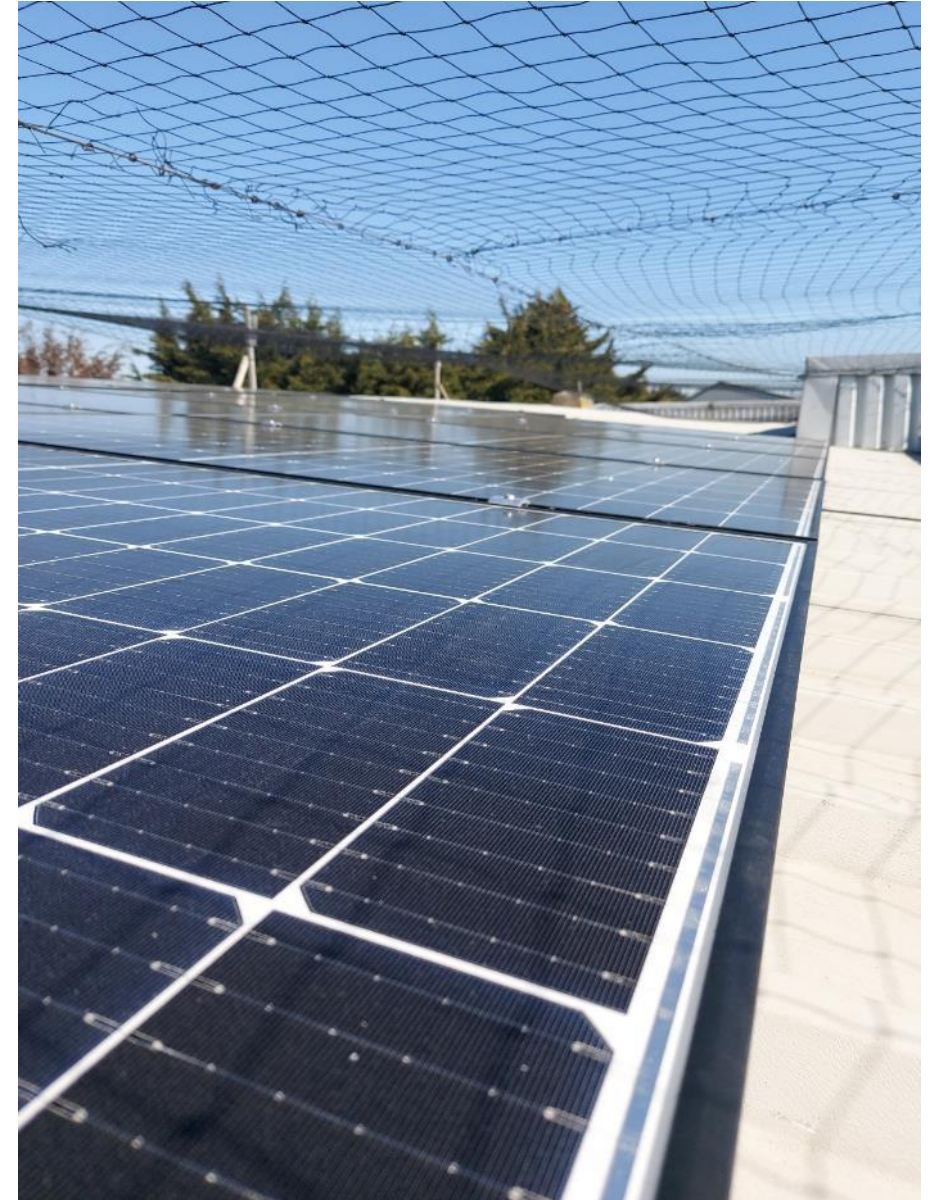
PV Solar Panels

- 32 panels fitted to roof
- 10 kW capacity
- 10,000 kWh annual output
- Akro Valve annual energy usage 7,000 kWh
- But still have a large electricity bill

- Not always using whilst generating = lost energy

- No buy back of unused kW for private industry ?

- We are very green as we donate ~3000 kWh to the grid for free !



Marketing Services

Hired a marketing company to try and promote Akro Valve products to new customers and industry sectors, but



Southern
Water

south east water



LoCASE Grants

- The projects / activities / services were up to 30% funded by LoCASE
- Paperwork was not overwhelming
- 3 quotes required for each product / service
- Payment is upfront, OK for equipment but a bit risky with services (Marketing), you could end up with nothing.
- Reimbursement was prompt