

## NEWS RELEASE



### ERG enjoys record year with 40% sales growth

April 2011 - Horsham. ERG (Air Pollution Control) Ltd, the UK-based leading supplier of odour and air pollution control systems has reported record sales success, with turnover for the year to the end of February 2011 up by more than 40%.

Further consolidating ERG's consistent growth, this represents a compound annual rate over the last 8 years of 26%. ERG's order book for the year ahead is also looking healthy, with forward orders and work-in-progress already amounting to 35% of the budgeted sales for the coming year after only 1 month of activity

The key drivers for this stellar sales performance are the quality of the company's project management and highly experienced teams of site servicing and commission technicians. These are underpinned by ERG's strengths and depth of experience in its specialist technology areas, namely the design of industrial gas treatment and purification equipment and processes, and a strong management focus on quality and performance. Set against the tough current economic backdrop the gains have been made right across the business's operations.

Reviewing the results for the past year, Managing Director, James Scott-Bowden commented: *"ERG made significant progress with export sales for industrial gas treatment equipment, especially in Qatar, Kazakhstan, Egypt and South Korea. In the UK we have fulfilled several £1m+ orders for odour control plants that are an essential component of new municipal composting facilities. In addition, we have supplied the equipment for the pre-treatment phase of a carbon capture plant under construction at a coal fired power station."*

Mr Scott-Bowden continued: *"Our maintenance division also experienced a record year, servicing odour control units at waste water treatment facilities under framework contracts to the water utility companies, especially Southern Water. Finally, our Middle East branch in Jordan has effectively established itself and has supplied several odour control units to the region, and particularly to clients in the Gulf States."*

During the year ERG has also made a strategic investment, taking a 50% share of the West Sussex based fabricator of plastic industrial vessels, The Ultimate Filter Company Ltd, which trades as BHP Plastics. As an experienced manufacturer of glass-fibre and plastic based process vessels such as filters, scrubbers, chemical storage tanks etc., BHP Plastics has been one of ERG's main suppliers for many years.

Chris Barton, Managing Director of BHP Plastics commented: *"This investment will enable ERG and BHP to work more closely together, and by integrating business functions, it will lead to better production planning and improved designs, as construction considerations are taken into account earlier in the vessel design process. This will benefit ERG's clients in terms of higher quality, improved delivery and reduced costs."*

As a result of successes, ERG has increased staff numbers through the year, with additional staff in project management, service engineering, operations management and sales.

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Company Registration Number: 01389099

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464 words

Attachments:



(Image reference – My Pictures / James portrait)

**James Scott-Bowden, Managing Director**

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(Image reference –photos on Server 3(P) / Doosan photos A1962 / 101\_0049)

### Test assembly of two scrubber vessels at BHP Plastics

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### **About ERG (Air Pollution Control) Ltd.**

ERG (Air Pollution Control) is a leading supplier of air pollution control systems and services with a 30 + year track record, providing turnkey tailor made solutions that are optimised to give the best technical solution for the lowest capital and running cost.

ERG is based in Horsham, West Sussex, near Gatwick airport with satellite offices around the UK, a branch office in the Middle East, and a global network of V-tex<sup>®</sup> technology licensees.

ERG specialises in odour control and gas conditioning systems; V-tex<sup>®</sup> scrubbing, stripping and condensing technology; soluble contamination capture and recovery; particulate removal systems; hazardous waste flue gas cleaning systems, and VOC contamination abatement.

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