

Arsenal

STADIUM MANAGEMENT
HIGHBURY HOUSE
75 DRAYTON PARK
LONDON N5 1BU



TELEPHONE: +44 (0)20 7704 4030
FAX: +44 (0)20 7704 4031
E-MAIL: stadium@arsenal.co.uk
www.arsenal.com

Ref JB/LS

16th October 2009

Mr T Cogan
Sales Director
McKinnon & Clarke Limited
Hengist House
Oad Street
Borden, Sittingbourne
Kent
ME9 8LT

Dear Terry

I would like to express my satisfaction with the service provided to Arsenal Football Club plc, by McKinnon & Clarke Limited's expert team, in ensuring that our energy costs are managed effectively.

Our utility management transferred to McKinnon & Clarke in April of 2009 through their acquisition of our previous consultant. We have already achieved considerable savings in relation to our current electricity, gas and water expenditures.

In particular, thanks to the expertise of McKinnon & Clarke's team, our electricity contract was evaluated, an alternative contract identified and terms negotiated on our behalf. A significant proportion of the savings achieved in fact related to the non purchase element of our costs, which has greatly impressed us.

We are currently considering broadening our relationship with McKinnon & Clarke even further, by allowing them to look at Carbon Reduction Commitment (CRC) on our behalf.

I would like to thank your team for the professionalism and high standard of customer service demonstrated to date. We look forward to an ongoing working relationship together and are confident that your team will continue to manage our costs and also identify savings wherever possible.

Yours sincerely

A handwritten signature in black ink, appearing to read 'JB', with a long horizontal stroke extending to the right.

John Beattie
Stadium Manager

Cc Claire Dowsett - McKinnon & Clarke

