

Databases selected: ProQuest Newspapers, ProQuest Central

Businesses share skills to see them through recession

*Aled Blake. **Western Mail**. Cardiff (UK): Apr 11, 2009. pg. 33*

Abstract (Summary)

Helen Phillips, Tremorfa's group sales and **marketing** director, said: "Given the current economic climate, helping companies and organisations cut costs by reducing energy consumption has never been more relevant. By working in partnership with [Rumm] we can provide an extremely cost effective and efficient one stop shop solution." Jamie Watkins, chief executive of Rumm, said that as a result of and new ways of working could bring real benefits to companies particularly during the current economic climate.

"The approach adopted by Tremorfa and Rumm illustrates how companies can, through partnership and collaboration, strengthen their market position and access new markets," he said.

"This particular collaboration between two independent Welsh companies has the potential to deliver benefits to the local **economy** while opening new business opportunities during a difficult trading environment." Last year Tremorfa announced a similar collaboration with Kingspan Renewables where it would install the Thermomax solar thermal vacuum tubes manufactured at its Blackwood base.

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Full Text (488 words)

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TWO businesses have entered a deal to collaborate and share skills to help them compete through the recession.

Rumm (Remote Utility Monitoring and Management), a webbased energy management service provider in Ystrad Mynach, and Cardiff-based Tremorfa have agreed to work together in an effort to be more competitive.

The companies say they have "complementary skills and expertise" and that they can help companies cut their annual utility bills by hundreds of thousands of pounds.

Rumm, a University of Glamorgan technology spin-out company, has developed a sophisticated web-based software suite and associated energy management methodology capable of driving down energy and water use by companies.

It can pinpoint areas using excessive amounts of consumption and identify where savings can be made.

Tremorfa provides comprehensive property services solutions and have the necessary skills and expertise to implement these energy saving initiatives. It installs the approved electrical and mechanical equipment and systems that enable clients to access the relevant energy saving data online.

By pooling their resources and combining their marketing activities Rumm and Tremorfa are confident they will increase business opportunities worldwide while offering their clients an even more effective service.

Their target is to increase their combined business turnover by pounds 1m in the first financial year.

Rumm, with Tremorfa's support, has already enabled a wide range of organisations and businesses to realise significant savings.

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These include Yuasa Batteries in Ebbw Vale, which has cut its utility bill by pounds 2.5m over the past five years, and Doncasters, in Blaenavon, which has reduced its energy consumption by 20%, contributing to more than pounds 1.1m savings.

Helen Phillips, Tremorfa's group sales and marketing director, said: "Given the current economic climate, helping companies and organisations cut costs by reducing energy consumption has never been more relevant. By working in partnership with Rumm we can provide an extremely cost effective and efficient one stop shop solution." Jamie Watkins, chief executive of Rumm, said that as a result of and new ways of working could bring real benefits to companies particularly during the current economic climate.

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"This particular collaboration between two independent Welsh companies has the potential to deliver benefits to the local economy while opening new business opportunities during a difficult trading environment." Last year Tremorfa announced a similar collaboration with Kingspan Renewables where it would install the Thermomax solar thermal vacuum tubes manufactured at its Blackwood base.

Tremorfa recently won the contract from management agent Dalkia to supply solar thermal systems into four buildings owned by the Welsh Assembly Government.

Kingspan Renewables is the UK's largest manufacturer of vacuum solar tubes and exports much of its products to 40 countries overseas..

[Illustration]

Caption: SHARING SKILLS: Helen Phillips of Tremorfa and Jamie Watkins of Rumm ... working together so they can be more competitive in these tough times