University challenge
Energy efficiency in British universities
80 per cent of companies say they use LinkedIn as a tool in staff recruitment Page 16

Smartphone apps are expected to outsell CDs globally in 2012 Page 23

The world’s first ultrasound images of a foetus were published by University of Glasgow Professor Ian Donald in 1958 Page 13

Japan’s quake and nuclear disaster could cost its economy $US200bn Page 7

The UK Government’s Electricity Market Reform and Retail Market Review will define the market for the next 30 years Page 15

Gazprom activities account for around 10% of Russia’s GDP Page 20

GM&T Retail supplies more than 36,000 sites in the UK and Europe Page 9
The last 12 months have been exceptional for GM&T’s retail subsidiary. Not only did its commercial and financial achievements exceed expectations once again, and the number of sites supplied in the UK and Europe grew by more than 60 per cent on the previous year, but the company was also awarded second place in the highly acclaimed Consumer Supplier of the Year category at The Energy Event Awards.

Encouraged by recent growth, and following on from the successful establishment of operations in the UK, Ireland and France, GM&T Retail is now planning to expand further into Europe via the Netherlands’ gas market and Germany’s power market.

In this issue we take an in-depth look at Retail’s newly expanded HQ in Manchester, the hub of its global operations, where our teams of experts are ready to deliver a dynamic and competitive offering backed by excellent customer service.

We also talk to some established customers at five of Britain’s most famous universities, who explain how GM&T Retail’s emissions trading expertise is helping them face up to the challenge of ensuring that their energy is both affordable and sustainable.

And with the UK Government consulting on possibly the most far-reaching reform of the energy market in a decade, Steve Armitage, GM&T Retail’s Head of Global Power, offers his thoughts on how customers can take greater control of their energy costs. As Steve explains, a key driver of GM&T Retail’s success is high billing accuracy, a major concern for our customers. Therefore, a principal aspect of customer management in any new market will be the availability of online services and live data information, which GM&T Retail currently offers existing customers.

With vast physical gas capabilities across Europe, Gazprom has the flexibility to enter new markets and offer the bespoke and innovative products for which it is renowned. As well as entering new markets, GM&T Retail now offers gas products and Automated Meter Reading (AMR) to SMEs and Non Daily Metered (NDM) customers in France.

It’s an exciting time for GM&T Retail. We’re looking forward to building on the successes of the last year, by working closely with existing customers and expanding our retail presence, particularly in the Netherlands. We are confident that with our reputation as a reliable energy supplier we will provide all our customers with energy products that are second to none.

For more on GM&T Retail’s growth plans, see Geared for Growth on p8-9.
IT’S A DATE

Don’t miss the Energy Event 2011. The industry’s leading businesses event, focusing solely on energy procurement, management and efficiency, takes place at the NEC in Birmingham on 13-14 September. GM&T Retail will be launching its new look brand, so please come and visit us at stand 2862.
To find out more go to www.theenergyevent.com

Paris address

GM&T’s vision was the subject of Chief Executive Officer Vitaly Vasiliev’s presentation as guest speaker at the annual Hautes études commerciales de Paris (HEC) Business School conference on 5 May.
Around 150 HEC students and corporate representatives attended the address, entitled “An introduction to GM&T, its strategy and vision.”
Vitaly explained that, to enjoy success, our personal visions have to fit in with company culture.
Iouri Virobian, President of GM&T France, then outlined the strategy for the French energy market followed by a discussion covering issues such as shale gas, LNG, gas-fired power plants, the role of Central Asia in Gazprom’s supplies, the Russian domestic gas market and the co-existence of long-term contracts and trading.
Currentlly celebrating its 130th anniversary, HEC Paris School of Management delivers education and research programmes on energy economics and energy financial markets.

T ELY SAID IT

What people have been saying about energy recently

“There is a good chance that, if utility prices rise further later in the year, inflation will reach 5 per cent before falling back through 2012 and into 2013.”
Mervyn King, Governor of the Bank of England

“Shale gas is very bad news for the economics of nuclear (and also for renewables) – therefore it’s not surprising that there is an interest in France in trying to kill off shale gas.”
Dieter Helm, Professor of Energy Policy, University of Oxford

“Fukushima has once again raised, in the most dramatic way possible, the most resonant objection to nuclear power: danger to the public.”
Michael McCarthy, Environment Editor, Independent
People power

GM&T’s reputation is built on providing customers with the best possible service. Along with competitive pricing, value added products and innovative and tailored products, it is the professionalism of our people that makes clients successful. A strong belief in the values of team spirit, communication, passion for excellence and unsurpassed innovation underpins all we do. GM&T’s Living Our Values Awards were introduced to recognise the contribution our employees make. The winners for 2010 were:

Unique Team Spirit: Rebecca Sanderson (Retail Operations Trader)
Communication: Phil Ivers (Structured Products Gas and Power Manager)
Passion for Excellence: Sarah Whittaker (Credit Control Manager)
Unsurpassed Innovation: Andrew Morris (Head of Structured Markets)

An additional award for Outstanding Contribution to GM&T Retail was presented to Lisa Saycell, Energy Contract Manager.

Thanks to Rebecca, Phil, Sarah, Lisa and Andrew whose hard work helps fulfil customers’ energy requirements.

Carbon date

GM&T Retail’s Carbon Workshops 2011 will focus on the European Union Emissions Trading Scheme and current challenges and future uncertainties for EU ETS installations.

As we prepare to enter the last year of phase II and the end of the Kyoto Agreement, which is bringing significant changes to the way in which industrials operate in the market, compliant users will need to enter the market to purchase credits at what could be a volatile time for the global energy market.

Nuclear build remains the carbon free option that many governments had hoped would allow them to achieve tough climate targets.

The problem is that global markets can change very quickly, and the aftermath of the earthquake in Japan has cast considerable doubt over the nuclear option.

Join us in London on Wednesday 28 September or in Paris on Wednesday 5 October to take part in this interactive workshop.

To book your place at a workshop or for more information please contact simon.watson@gazprom-mt.com

CUP WINNERS

Congratulations to FC Schalke 04 who celebrated a new five-year extension to their sponsorship deal with Gazprom by winning the DFB Pokal, the German Cup, for the fifth time.
UK Energy Secretary Chris Huhne has set legally binding targets for Britain’s greenhouse gas emissions from 2023 to 2027. The targets, among the toughest in the world, aim to meet the terms of the 2008 Climate Change Act, committing Britain to reducing net emissions of the main greenhouse gases by 80 per cent from 1990 levels by 2050.

For further information go to www.decc.gov.uk

Cancun breakthrough
The Cancun climate summit last December produced a breakthrough agreement designed to keep the global temperature rise to below 2°C.

After stalemate at Copenhagen, more than 80 countries agreed emissions cuts and the world’s biggest emitters agreed to international standards of carbon measurement. An annual $100bn Green Climate Fund for developing nations will be introduced from 2020 and a mechanism for Reducing Emissions from Deforestation and Degradation (REDD) will help nations prevent the destruction of natural habitat.

Last year GM&T invested in the world’s first REDD project, the Rimba Raya biodiversity reserve, and traded for the first time on the Tianjin Climate Exchange and the China Beijing Environment Exchange.

The next summit in Durban, this December will focus on extending the Kyoto Protocol or a new umbrella treaty.

For further information email anna.dwyer@gazprom-mt.com

Next generation
Always looking for new talent, GM&T Retail has taken on four student interns for 12 month industry placements (two in IT, one in Marketing and one in Finance) after advertising with Manchester Metropolitan University and the University of Liverpool.

Candidates were invited to an assessment which began with an overview presentation by Jon Feingold, Managing Director of GM&T Retail, followed by group activities, an individual interview and a personality questionnaire.

GM&T Retail also runs one year Apprentice programmes for school and college leavers while doing NVQ level 2 or 3 in Business Administration or Customer Service. In the last two years, some eight Apprentices have been taken on and two have completed their NVQs and become permanent staff.

For further information email anna.dwyer@gazprom-mt.com

They said it
What people have been saying about energy recently

“At the end of the day, when you look at the risk-reward equation, natural gas comes out as a winner. It’s a technical knockout.”
Lawrence J. Goldstein, Economist, Energy Policy Research Foundation

“My main message to the politicians is that they should start trusting the carbon market that they have invested so much prestige and efforts in, and therefore let the market pick the winning fuels in reaching the EU’s 2050 ambition.”
Rune Bjornson, Statoil Senior VP for Natural Gas

“We need to start the transition towards a competitive low-carbon economy now. The longer we wait, the higher the cost will be.”
Connie Hedegaard, European Commissioner for Climate Action
Plain sailing

GM&T is proud to sponsor the Admiral Makarov State Maritime Academy in Russia, one of the largest maritime science centres in the world.

GM&T’s co-operation with the Academy is in its first year and is part of our strategy to positively contribute to developing world-class liquefied natural gas (LNG) experts as production grows in remote Arctic and Far Eastern locations. When future projects such as Shtokman start producing at full capacity they will require a large number of first-class seafarers from Russia with expertise in LNG, offshore operations and ice/winter navigation and engineering.

We hope we can help the Academy continue to be successful by assisting with various projects, as well as organising the sea-going training of its cadets on LNG vessels.

For more information go to: www.gma.ru

GM&T group’s net profit was £174.3m, an increase of 51 per cent on 2009/10.

In 2010 GM&T Retail increased the number of sites it supplies in the UK and Europe to more than 30,000.

Supplementary tax on UK oil and gas production rose from 20 per cent to 32 per cent in the 2011 Budget. Volatile oil prices meant the Budget’s 1p per litre cut in fuel duty was counteracted at the pumps.

The International Energy Agency says global investment must increase by US$2.6 billion a year for the next 20 years to achieve universal access to energy.

For more information go to: www.gma.ru

Energy costs will be higher by 2p per kWh in 2020 (£50-60 on a household’s annual bill) if energy firms are obliged to use renewable sources, says the independent Committee on Climate Change in the UK.

Wildfires in Alberta, Canada, in May hit oil production, with a reported loss of 140,000 barrels per day.

In early January thieves broke into the EU Emissions Trading System and stole more than 3m carbon credits (£45m). A major Swiss-based cement maker, the Austrian government, and accounts in the Czech Republic and the Greek registry were affected.

Economists at JP Morgan have estimated that Japan’s earthquake and nuclear disaster will cost the country’s economy up to US$200 billion.
Are you pleased with the 2010 results?
“...We had fantastic results – double what we predicted. Our turnover increased 36 per cent. The Power business grew by 60 per cent. We have expanded our customer base, headcount and office space; it has been an exciting year.”

What were the main forces enabling such rapid growth?
“GM&T Retail is all about innovation and growth. We’ve introduced new products and targeted new segments of the UK market. Everyone is focused on giving customers what they want. “We work in what could be called a fairly staid market, but ‘staid’ isn’t in our DNA. We have packaged ourselves differently – not offering what we want to sell, but what customers want to buy.
“In addition to our 10 per cent share of the UK’s industrial and commercial market, we have about five per cent of the same market in France and 25 per cent in Ireland. This year, we are planning to launch in the Netherlands.”
Is price or service more important for growing your customer base?

“Price matters. We’re intent on sustainable growth, which you don’t get if you simply undercut your competitors to win business. We focus on consistent excellence, reliable and innovative service and developing long-term customer partnerships.”

Do you plan to use the same model as you expand into other markets?

“You have to understand and work with market conditions in each country or region, rather than trying to impose your own static model of how things ‘should’ work. In the UK we’ve been successful by targeting SMEs and then building on that with larger industrial customers. In France it was the other way round. The Netherlands is more like the UK and therefore we will use the UK model. After the Netherlands, we’re looking at Germany, Spain and Poland, but on the power side.”

What is driving your office expansion in Manchester?

“Our offices have expanded from one floor to three floors in the Bauhaus building. The European headcount at the start of this year was 108 but by December we plan to be 170 people. The UK is the hub of our global operations. Our services are centralised in Manchester – especially billing, on which so much of our reputation is staked.”

How will GM&T Retail respond to market changes?

“The one constant for us is change, we remain cost conscious, price sensitive and focused on service excellence. We have a great and innovative team.”

How do you see the European retail market evolving?

“The UK is a completely liberalised market. Companies can grow rapidly here. We’ve established a foundation and are now ready to boost our French and Dutch presence. We have good bases there and are employing experts in those markets; the management teams have been in the industry for at least 20 years, often formerly working with the incumbents.

“As we expand our SME market focus in France and bring our global capabilities and reputation to bear in the Dutch market, where most of the competition is from small local suppliers, we’re expecting a very dynamic end to 2011.”

For information phone 0845 230 205800 or email enquiries@gazprom-mt.com

£513.2 million
Annual turnover in 2010

36%
Increase in turnover 2009-2010

4
The only customer complaints made to GM&T Retail in 2010

36,000+
Number of GM&T Retail supplied sites in the UK and Europe

3.6 million tonnes
Carbon transacted with customers in 2010
University challenge

British university buildings range from ancient cathedral-like halls to modern low carbon centres. How can GM&T Retail help them meet their sustainability targets?
The world class reputation of many British universities is built on their historic traditions and research output. The Times Higher Education World University Rankings last year included 29 British institutions in its top 200, second only to the United States.

With nearly 2 million people in full time study, British universities face a huge challenge to ensure that their energy is affordable and sustainable – their students, staff and the government expect nothing less. Large or small, old or new, all universities face increasingly tough targets to reduce their CO2 emissions, as John Kingsland, Utilities Manager at the University of Aberdeen, explains: “The EU Emissions Trading Scheme (EU ETS) requires us to record carbon dioxide emissions associated with fuel use from our main site at King’s College. The university is given a number of allocated allowances each year.

“Based on the annual emissions calculated, we then purchase carbon allowances to make up the shortfall and surrender the allocated and purchased allowances to cover total emissions.”

The purchase of Certified Emission Reductions (CERs) has a double advantage for universities. Not only are they saving money by securing a cheaper price on an EU ETS compliant credit, they are also supporting carbon reduction projects in the developing world. Along with Glasgow and Edinburgh Universities, Aberdeen was able to secure a group carbon deal with GM&T Retail. Using their collective purchasing power, the universities were able to secure greater flexibility and better benefits. The universities also cut the number of trades that GM&T Retail had to handle by nominating one person to act on behalf of the group at any given stage.

“GM&T Retail are very flexible and have highly detailed knowledge of this scheme,” says John Kingsland. “They provide expert advice and undertake the trading as one of a package of services. It’s more efficient than I expected, the use of Certified Emission Reductions helps reduce costs and the ability to trade in Euros or Sterling is good.”

Andrew Whitson, Energy Manager at the University of Edinburgh says the EU ETS has helped the university develop a carbon strategy and action plan to reduce its carbon footprint. “We’re a high user of energy,” he says. “Our estate has many varied types and age of building and it’s a challenge to develop them to meet modern teaching and research requirements. The deal is working well thanks to GM&T Retail’s Simon Watson and his knowledge of emissions trading.”
Albert Young, Carbon and Energy Manager at the University of Glasgow must also cope with a range of building demands. “The university moved to the present site in the mid-19th Century and has more than 300 buildings, many of which are listed,” he says. “Glasgow is an expanding, research-led university and the new builds have a heavy service requirement in maintaining environmental conditions inside the buildings. Carbon credits go towards offsetting emissions from our fossil fuel boilers providing heating and hot water requirements.

“It cost us around £15,000 for emissions reporting in 2010. Some 1,068 allowances were purchased, the difference between the university’s actual emissions and allocation of allowances. Collaborative procurement alongside Edinburgh and Aberdeen enhances dialogue between institutions and helps iron out issues with the scheme’s relatively heavy administrative burden. It’s working well and all parties are happy.”

**SIGNIFICANT IMPACT**

Does Albert think the carbon credits scheme is effective? “It has increased the incentive to invest in energy efficiency,” he says. “The system is okay but will have real teeth once Carbon Reduction Commitment starts in 2012 and the cost of allowance purchase begins to have a significant impact on organisations.”

Thanks to their academic expertise, many universities were ahead of the game even before such schemes were established. Edinburgh, for example, offers teaching and research in carbon storage and management, while Glasgow was the first Scottish university to be Energy Accredited in 1998. It is engaged in ground-breaking research into sustainability and nearly 50 per cent of its own electricity comes from green sources, wind and hydro, saving around 10,000 tonnes of CO2 every year.

**INTERNATIONALLY ACCLAIMED**

Meanwhile, the newer university of Loughborough in Leicestershire has set itself a tough target to cut emissions from its campus by 43 per cent on 2005/06 levels by 2020. Like Glasgow, Loughborough is internationally acclaimed for environmental research, hosting the Centre for Renewable Energy Systems Technology and a Sustainability Research School.

GM&T Retail supplies Loughborough via a flexible gas contract, which began in August 2009, a deal that includes automatic meter readers (AMRs) to help track energy use. Loughborough Energy Technician Jenny Turner says the initial attraction was cost. “GM&T Retail offered the cheapest price through the tender process, but the customer service has been very good. The AMR installations went smoothly and were done quickly. GM&T Retail is always helpful and able to supply documentation to our requirements.”

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**UNIVERSITY OF BRISTOL**

**Founded:** 1876 as University College, Bristol.

**Granted a Royal Charter in 1909.**

**Profile:** A “red brick” university and member of the Russell Group (similar to the USA’s Ivy League). It is the largest independent employer in Bristol.

**Did you know?**

Bristol was the first higher education institution in England to admit women on an equal basis to men. Sir Winston Churchill was chancellor between 1929 and 1965.

**Bristol alumni:** Playwright Harold Pinter, TV presenters Alastair Stewart and Sue Lawley, comedians Simon Pegg (left) and Matt Lucas.

**The University of Edinburgh**

**Founded:** 1583

**Profile:** Scotland’s top ranked research University, a third of its research is recognised as “world leading”.

**Did you know?** Edinburgh’s Teviot Row House is the oldest purpose built Student Union building in the world.

**Edinburgh alumni:** Naturalist Charles Darwin, inventor Alexander Graham Bell, three prime ministers, most recently Gordon Brown (below) and writers Robert Louis Stevenson, Sir Walter Scott and Sir Arthur Conan Doyle.
PAUL HILL, POWER EFFICIENCY

The University of Bristol is on a fixed gas contract but also uses AMR. “GM&T Retail were very helpful in accommodating our needs for the provision of electronic data files, to upload into our bill checking system,” says John Brenton, Bristol’s Sustainability Manager. “Our account manager Stuart Taylor works hard to resolve issues, and this relationship-building has been good for mutual understanding.”

As one of the prestigious Russell Group of universities, Bristol is research-intensive with heavy demand for gas. “We support a large number of closely controlled laboratories, the majority of which are on district heating systems on gas-fed combined heat and power (CHP),” says John Brenton. “We also have a large and diverse stock of older and listed buildings – the oldest dating back to 1735. For both research-intensive and older buildings, AMR is especially useful in helping identify waste and tracking the impact of energy efficiency measures. Relatively early on, we were able to use AMR data to inform the design of a boiler replacement programme. Many of these were oversized for historical reasons and, without AMR, we could have simply specified like-for-like replacement, so this has proved a very useful tool for us.”

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Did you know?
Powering ahead

GM&T Retail’s Head of Global Power believes strong relationships and flexible price contracts are vital to help customers manage costs in a volatile energy market.
The challenge for GM&T Retail is to help customers manage their costs. So we’re developing a range of products and services to do that.”

Steve Armitage, Head of Global Power, GM&T Retail Ltd
Everybody’s talking

GM&T—ISSUE 4

that 80 per cent of companies say they use LinkedIn as a tool to find recruits. The key is to make these different platforms work together as part of a two-way dialogue, which is exactly what GM&T set out to achieve when it relaunched its www.gazprom-mt.com website at the start of this year. The aim was to bring the site in line with GM&T’s new visual identity and then add a host of features that turn it into a living, breathing tool to engage with a generation, for whom the web is the world. A team of contributors write blogs and points of view; a growing number of videos, hosted via YouTube, bring the site to life; and streams of updates from the company’s brand-new social media feeds on Facebook, Twitter and LinkedIn help the most connected generation in history keep up to speed with all things GM&T.

“We wanted a single global online presence that is a relevant, credible, thought-leading face of the organisation,” says Simon Garcia,
Everybody’s talking

Head of Global Communications, "At its heart is a two-way dialogue with customers, job seekers, potential counterparties, decision makers and influencers.”

Key features of Gazprom-mt.com allow for syndication of news, content, feeds, products and services across the channels. As users re-tweet, like, share and recommend items to their friends and colleagues, exposure and usage grows. Within its first month there was a tenfold increase in the number of visitors and the site now attracts almost 60,000 unique users a month.

Global External Communications Advisor Ewa Hemmerling, who oversaw development of the site, says: “We wanted to completely revamp our online presence, to make it as contemporary and modern as the best in the business, and for it to become a key driver of recruitment.

“Our customers are already aware of GM&T and what we do, so the new website is intended for those who don’t necessarily know us that well – potential recruits, new joiners, the media and counterparties. The starting point was to consider who would be visiting and tailor our offering directly to them.”

A visit to Gazprom-mt.com is a truly interactive experience. From maps and timelines to audio and video, it’s packed with publications, reports, brochures and information packs to download.

It is also geared around news, opinion and a careers section featuring ‘hot jobs’, a CV registration service and a Graduate Centre that gives visitors a complete introduction to working for GM&T.

“We’re a dynamic and fast-growing company with the ambition to achieve even more, so we wanted our web and social media proposition to be modern, vibrant and user-friendly,” says Ewa. “At the heart of the experience is a wealth of content that engages the user. It’s packed with specially-created GM&T content that’s growing by the day.”

FOLLOW GM&T

www.gazprom-mt.com

Our website offers news, blogs, perspectives, publications, videos and career information.

Facebook

Gazprom Marketing & Trading on Facebook - become a friend and follow our blogs, comments, announcements and discussions.

LinkedIn

Gazprom Marketing & Trading on LinkedIn is the place to be for careers information, employee profiles products and services and testimonials about GM&T.

Twitter

Twitter @GazpromMT Join our growing list of followers for up to date news and information.

Email

communications@gazprom-mt.com
Offset your carbon footprint

If your business is unable to reduce some of its emissions then buying carbon credits to offset them is often the fastest and easiest way to reduce your carbon footprint, while also supporting sustainable developments around the world. Carbon offsetting certificates from good quality sources can be purchased from GM&T Retail.

Manage your energy

Energy management is the key to efficiency and cost effectiveness. Monitoring use helps identify existing patterns and opportunities to save energy. GM&T Retail provides integrated solutions including smart metering, Automatic Meter Reading (AMR) and online services which give you access to energy data and bills to make monitoring usage easy.

Claim for allowances

Installing energy efficient measures to reduce your business’s carbon footprint can be very expensive. The Enhanced Capital Allowance (ECA) energy scheme is one way of reducing or writing-off these costs. The ECA scheme is a government arrangement that allows your business to claim first-year tax relief on investments in energy saving technologies and products such as lighting, energy efficient boilers and metering systems.

Clean cut solution

Ten ways to improve your company’s energy efficiency

Switch off

One of the easiest and most cost-effective approaches to being green is introducing an energy efficient culture. Educate staff to switch off all non-essential equipment whenever practical, such as computers, monitors, lights and chargers. Sensor systems can be installed so that lights only activate when someone enters a room.
GM&T Retail is committed to helping its customers improve their energy efficiency and reduce their impact on the environment.

6 Buy green electricity
Green electricity comes from renewable sources such as wind, hydro, biomass and solar generation, making it an environmentally friendly source of electricity. GM&T Retail’s Levy Exempt Backed (LEB) electricity guarantees that the supply is generated from 100 per cent renewable sources, so it is exempt from the government’s Climate Change Levy (CCL).

7 Generate solar electricity
Installing a Photovoltaic (PV) system to generate renewable electricity through on-site solar panels is extremely energy efficient and can provide your business with additional income through the Feed-in Tariff (FiT) scheme.

8 Use a CHP system
Combined Heat and Power (CHP) is the simultaneous generation of usable heat and electricity in a single process. While CHP systems can be expensive to install, GM&T Retail customers can improve their energy efficiency by purchasing electricity from good quality CHP sources.

9 Choose the efficient option
Swapping traditional light bulbs for low-energy ones will dramatically reduce the energy that your business uses. Conventional light bulbs use up to 98 per cent of their energy to heat a filament which then glows to provide light. Energy efficient light bulbs, such as compact fluorescent lamps (CFLs) and light-emitting diodes (LEDs) don’t use filaments and save energy by producing less heat. Halogen lights are also becoming more energy efficient so you don’t have to compromise on quality.

10 Turn it down
Adjusting the thermostat will save energy and money. In colder weather, encourage staff to dress in warmer clothes to avoid turning the temperature up. On warmer days, avoid cranking up the air-conditioning by opening windows and doors to circulate fresh air where possible.

GM&T Retail is committed to helping its customers improve their energy efficiency and reduce their impact on the environment.
In the breath-taking vastness of the Russian tundra, the gas pipeline pierces the horizon while the reindeer look on inquisitively.

Welcome to the world’s most appealing and energy-abundant Eldorado. More than 90 per cent of Russia’s gas production, and approximately 20 per cent of the world’s production, is centred here in the Urengoy, Medvezhe (loosely translated as Bear’s Corner) and Yamburg fields of the Nadym-Pur-Taz region of western Siberia.

Gazprom is the world’s largest gas producer and Russia’s biggest company, holding around 17 per cent of the world’s natural gas reserves.

In 2009, it produced 461.5 billion cubic metres (BCM) of gas, about 80 per cent of Russia’s output and 15 per cent of the global total. In 2010 the corporate net annual profits totalled 968.6 billion rubles ($35.2 billion), which is why Gazprom is such a cornerstone of the Russian economy.

Chosen by successive governments of Russia to act as a “national champion”, the company is assigned not only to seek profit and please its more than 500,000 stakeholders, including foreign investors, but also to advance Russia’s national interests.

Gazprom’s activities contribute approximately 10 per cent of Russia’s GDP. Gazprom also provides support for the most vulnerable segments of society, sponsoring orphanages, medical centres and programmes for children with disabilities, as well as cultural undertakings such as sport and arts.

The story of Gazprom is a remarkable one, which begins with the birth of the modern Russian gas industry in the 1940s when large deposits were first discovered in Siberia and the Ural and Volga regions. The first major gas trunk line between Saratov and Moscow was commissioned in 1946 and by the 1970s the, then, Soviet Union had become a major gas producer.

Gazprom was officially created in 1989 when the Soviet Ministry of Gas Industry was transformed into the country’s first state-corporate enterprise, State Gas Concern Gazprom. Within two years, the Soviet Union was dissolved and Gazprom became a national business and new Russian Federation President Yeltsin ordered the company to be privatised. It was subsequently reformed following the election of President Putin in
2000 with the Russian Government reacquiring a controlling stake and at the same time opening it up to wider foreign investment.

At the end of 2009, Gazprom’s gas reserves were 33.6 trillion cubic metres.

The company also owns the world’s largest gas transmission system. The Unified Gas Supply System (UGSS) amounts to more than 160,000 km of trunk lines supplying both Russia’s domestic market and 25 European countries. Gazprom sold 152.8 BCM of gas to Europe in 2009, of which 9.7 BCM was earmarked for the UK. Pipelines stretch across Ukraine, Belarus and Poland, into the Czech Republic and on to Austria and Italy in the south and through Germany and Belgium in the north. From Zeebrugge, supplies come across the North Sea into Bacton gas terminal in the UK via the Interconnector.

With more than 100,000 employees both in Russia and overseas, Gazprom supplies all of the gas for 10 eastern European nations and accounts for about a quarter of the European Union’s supplies. EU imports are predicted to grow by nearly 200 BCM in the next ten years, much of which will be delivered via the new NordStream and South Stream pipelines. In most cases, supply contracts, based on intergovernmental agreements, last about 25 years and are designed to ensure sustainability and energy security throughout Europe.

Looking to the future, a key business priority is the exploration and development of new fields in the Yamal Peninsula, Arctic continental shelf, eastern Siberia and the Far East.

Gazprom is keen to establish new and foster old partnerships with foreign peers.

The company’s policy is to progress through strong and mutually beneficial relationships across and along the value chain. Today, through its knowledge and capabilities, Gazprom is uniquely positioned to continue its stewardship of the country’s energy resources.

All in all, Gazprom subscribes to the concept of the AAA – that natural gas is Abundant, Affordable and environmentally Acceptable.

Looking to the future, Gazprom believes in the green economy. Gas will play an important role in the future energy mix and Gazprom is confident that the future will be less oily and a lot gassier!

can be traced back to a Soviet ministry which became the state’s first commercial enterprise
Utility Masters Ltd, now part of M&C Energy Group, provide a range of purchasing and management services for businesses across the globe.

“Being a broker is like being the vicar at a marriage ceremony, although we tend to stay involved long after the relationship has been forged.

Utility Masters Ltd became part of M&C Energy Group in December 2010. The company was originally formed in 2000 by three senior managers and experienced engineers from Norweb plc. Our supply industry background and unique insight ensures contracts operate effectively for both client and supplier.

It’s a complex business and timescales are critical, but it’s very rewarding when we help secure the most appropriate deal. We look for suppliers who are innovative in managing their credit risk with business customers, a problem exacerbated by credit insurers who are very selective about providing insurance on companies based purely on the industry sector they belong to. Another challenge is that supply contract offers frequently arrive later than planned and can be withdrawn at a moment’s notice.

There are a huge number of brokers out there. Clients should look for proven systems and processes, a track record of innovation and expertise in purchasing services, energy monitoring, Carbon Trust accreditation and a history of working with carbon management schemes.

We work with energy, water and carbon. Our clients get absolute transparency, clarity and unbiased expertise. Customers need to understand the impact the carbon economy will have on their business. Energy price structures are becoming increasingly complex to reflect the true cost of generation and transportation as our reliance on hydrocarbons is reduced and more costly and less reliable renewable sources increase.

We are based in Oldham less, than 10 miles from GM&T’s Manchester office and have a great working relationship, mainly in gas and electricity supply. We recommend GM&T AMR solutions where appropriate. We also provide an industry leading National Grid Triad Demand Forecasting and Demand Side Response service to help our clients take advantage of when it’s cheaper to transport energy. This will be available to GM&T customers for next winter.

We manage a gas purchasing basket for a number of clients. GM&T provided the main ingredients when we launched it in 2007: low cost access to wholesale markets, concise contract conditions and timely, accurate invoicing. We prefer a low risk purchasing strategy that maintains some degree of budget certainty, but allows us to benefit from spot markets and manage risk. In the first two years, we averaged savings of over 40 per cent from equivalent fixed price contracts. Needless to say, our customers have extended their contracts.

M&C Energy Group operates from 20 offices in 13 countries and provides a truly global service, delivered locally or centrally. It manages £6.25bn of energy value each year and has ambitious growth plans. The recent addition of water services and our innovative procurement, compliance and performance services will ensure clients achieve the right energy costs for their needs, meet their environmental objectives and comply with all relevant legislation.”
TOP FIVE

From smartphones and apps to tablets and top-of-the-range laptops, M&T offers a quick guide to the compact technology that is revolutionising business on the move.

KEEP SMART

Smartphones have been around for more than ten years now, but it’s only since the arrival of Apple’s iPhone and the rapid rise in the last year of Google’s Android operating system to a market leading position that the mobile has truly become “more than just a phone”.

Millions of people now carry processing power in their pockets and handbags that was once the preserve of office PCs. There are plenty of handsets to choose from, but we’ve selected one of the hottest products from this year’s Consumer Electronics Show in Las Vegas. The Motorola Atrix 4G won nine awards at CES and was chosen by T3 magazine as its hottest gadget of 2011. Almost as powerful as a netbook computer, the Atrix works on Android. As a 4G phone it offers fast data transmission and greater bandwidth and its full Firefox browser, ability to dock with a laptop, 8 megapixel camera and HDMI connector for displaying photos, video and streaming media on an HDTV have earned it rave reviews.

KEEP TAKING THE TABLETS

Smartphone not big enough? That’s why the tablet was handed down to us. Most will think immediately of Apple’s iPad but again we’re spoilt for choice. For many small-business owners or people who don’t need a laptop, tablets offer portability, value for money and convenience (and, if image is important, you’ll really look like you’re at the cutting edge). iPad rivals include Motorola’s lightning-fast Xoom and Samsung’s highly-rated Galaxy. It will come down to personal choice and price will play a part, but the BlackBerry PlayBook offering a smaller 7” screen, compared to 10” on the iPad, has 1080p high-definition video recording and dual HD cameras (suitable for video conferences) and could be everything you need in a handy-sized slab.

LAPTOPS

Laptops come in a wide range of sizes and prices. You could walk into a supermarket and pick up a decent machine for a couple of hundred pounds, but you could equally easily pay £1000 for a quality machine like the Sony Vaio S.

It’s fair to say, however, that the tool of choice for many professionals is Apple’s MacBook Pro. Boasting Intel processors, advanced graphics, ultra-high-speed connectivity and even video calling, the top of the range 17” screen model is ideal for high-end graphic design and video editing on the move.

APPS

The big story behind the rise of smartphones and tablets has been the accompanying surge of applications or “apps” to go with them. A recent independent study suggests that apps will outsell CDs globally by 2012.

Recommending just one app isn’t easy, Apple reckons it has 350,000 to choose from, but for the purposes of business on the move we’ll go for a simple but beautifully effective one for iPhone or Android called Dropbox.

This is a free service that lets you take all your photos, documents and videos anywhere. Once installed on your computer, any files you save to your Dropbox will also automatically save to your smartphone, tablet or netbook app, so you’ll have access to them wherever you are.

OPTIONAL EXTRAS

It may be difficult to convince your company that you really need a high-definition camcorder, such as Sony’s HDR-TD1, but there are plenty of other nice items you probably can justify. A range of portable hard drives and battery chargers are available to keep tablets and netbooks running, but we’ve gone for the BlackBerry Presenter, a handy PowerPoint streamer that is smaller and slimmer than the average mobile phone. It connects to a Blackberry phone via Bluetooth and then to any projector or monitor so you can travel light and still make an impressive presentation.

Shaun McClarnon, Head of Corporate Accounts