

To whom it may concern

M&S Roll-Out of Aerofoil Technology

In January 2019, M&S awarded a contract to Aerofoil Energy Ltd to supply and install Aerofoil and Aerosteers technology across our food retail estate. The details of the programme were as follows:

Project duration:	February 2019 to June 2019
Installation timeline:	21 weeks
Number of stores fitted with Aerofoils and Aerosteers:	505
Total number of Aerofoils installed:	349,500
Total number of Aerosteers installed:	41,300

We selected Aerofoil Energy following our independent laboratory trials, which demonstrated that Aerofoils significantly outperformed alternative shelf-edge technology. Aerofoil Energy arranged for the manufacture, quality-control and delivery of materials to our own installation partners. Overall, the project was completed on time and on budget, and to our full satisfaction. We continue to engage with Aerofoil Energy on extended application of their Aerofoil and Vortex technology to other aspects of our refrigerated estate.



Ian Moore
Head of Store Development