

Date/Datum: 04/05/2009

Our Reference/Ons Verwysing:

Your Reference/U Verwysing: DELTA VENTURI ORIFICE STEAM TRAP SYSTEM



TO WHOM IT MAY CONCERN

DELTA VENTURI ORIFICE STEAM TRAPS WERE INTRODUCED TO THE COMPANY AS A TEST PROJECT ON A SINGLE COOKER, DUE TO SCEPTICISM. INITIAL TRIAL RUNS SHOWED THAT THE DELTA TRAPS WERE OUT-CLASSING THE OLD SPIRAX FLOAT TYPE UNITS, AND IT WAS DECIDED TO REPLACE ALL STEAM TRAPS IN THE PLANT WITH DELTA VENTURI ORIFICE STEAM TRAPS.

SAVINGS WERE QUICKLY REALISED AND ONCE ALL THE UNITS WERE IN PLACE A COST SAVING OF +/- R6000.00 PER SHIFT X 20 DAYS WAS REALISED WITHIN THE FIRST MONTH, DUE TO EXTRA THROUGHPUT OF PRODUCT IN THE SAME SHIFT TIME. THIS EQUATED TO A MONTHLY PRODUCTION SAVING OF R120 000.

THE AVERAGE MONTHLY SAVING ON COAL (COAL CONSUMPTION ÷ WORKING HOURS) IS 14% LESS THAN LAST YEAR'S AVERAGE. THIS MEANS AN ADDITIONAL SAVING OF R 26,000.00 PER MONTH ON FUEL ALONE. THIS DEFINITELY SHOWS THAT INSTALLING DELTA STEAM TRAPS, WITH AN IMMEDIATE PAYBACK HAS BEEN A VERY WORTHWHILE EXERCISE.

A handwritten signature in black ink, appearing to be 'D. Wheeler', written in a cursive style.

MAINTENANCE MANAGER

D. WHEELER



