

# A BUSINESS SURVIVOR'S ENERGY SEMINAR

**Integrated Energy Solutions (Pty) Ltd**, who have designed and created this Seminar are an independent energy research, project delivery and consulting practice based in Cape Town, providing a range of specialised energy services to local and international clients.

## What do I get?

Included in the price of R950 ex vat, is attendance to the seminar, plus a 70 page colour seminar manual detailing all the subjects covered in the Seminar. The manual alone is worth over R500.

A saving in monthly energy costs of at least 20% is anticipated from the knowledge, advice and self-help tips you will gain from the seminar!

The seminar and manual are designed to provide you the business operator with a package of practical knowledge, reference material and a simple to use energy saving planning format. These you can take away and immediately apply in your business to start saving energy costs. The sooner you start the sooner you will start saving and reducing those monthly energy accounts.



## Rising energy costs & the threat of more electricity outages?

**Are you worried about these matters and their negative impacts on your business but unsure what to do about it all?**

**Well this Seminar is for you!**

This rapid fire seminar will empower you to reduce energy costs and readily deal with today's hard realities of electricity and energy now facing all South African businesses. Energy is no longer a modest business overhead cost to be paid and not worried about. There is now a new reality of rapidly rising energy prices and the real possibility of rolling outages, declining reliability of electricity supply, plus confusing alternative energy options; and a bewildering range of new efficient equipment and cost saving claims.

When the power goes off many businesses are also simply unable to continue functioning. The cost of electricity alone has risen by 400% just in the last five years. Despite this, Eskom still faces a cash shortfall of R225 billion so more price rises are on the way.

Many business owners and managers do not have the specialist knowledge, or have the time to keep abreast of this rapidly rising overhead business cost and how to better manage it. Knowing the great time pressure on decision making individuals, this seminar has been specifically designed by independent energy experts to brief and equip you in only 4 hours to be able to do so!



## Who should attend?

- Any small or medium sized business without a dedicated Energy Manager.
- Professional Practices – from Doctors, Dentists to Lawyers and Architects.
- Commercial Building Owners – Town House complexes, Shopping Centres to Office Blocks.
- Retailers – from Café's, Restaurants to Supermarkets and Clothing Stores.
- Service Industries – from Guest Houses, Hotels to Warehouses and Hairdressers.
- Small Industrialists – from Dairies, Bakeries to Foundries and Manufacturers.
- Farmers – from Grape, Wine, Cattle to Wheat Farmers.

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## Who presents the seminar?

Paul Harris, a Professional Engineer with 27 years' experience as an energy practitioner.

Integrated Energy Solutions has successfully completed major energy projects for the Shell Foundation (London), World Bank, World LP Gas Association (Paris), United Nations Industrial Development Organisation (Vienna), Eskom, Development Bank of South Africa (Pretoria), Department for Overseas Development, British Government, the South African LP Gas Safety Association, the Ministry of Energy, Columbia (Bogotá), South African Ministry of Energy (Pretoria); and, the United Nations Development Programme (New York).

These projects have focused on the production, supply and utilization of different energies on an international basis, particularly for residential and small business use, including locations throughout South Africa, in Nigeria, India, Columbia, Tanzania, Namibia, Europe, Brazil and Turkey.

## What does it cover?

1. Background and current update on electricity and energy supply realities faced by businesses.
2. Teaching the basics of understanding energy matters. What energy saving claim's being made are real and what are bogus?
3. Providing a framework for understanding and dealing with energy matters in your business:
  - What are the high energy usage culprits in your business?
  - Simple and easy ways to switch off and save.
  - Spending on energy efficiency investments to save money? When is it wise or unwise to do so?
  - Payback periods and prudent energy investment decisions.
  - Changing from one fuel to another fuel – is this a Yes or a No?
  - Are you paying too much for your power or on the wrong tariff?
  - Make hay while the sun shines, utilising the Eskom energy efficiency subsidies while they remain available.
  - What can you safely do yourself rather than needing to employ a specialist energy technician?
  - Always employ the proper accredited energy personnel when you have to. But how do you know they are accredited?
  - How to keep the lights on and ensuring you are able to power your business when the grid electricity supply stops flowing.
4. Some of what you will learn can also be applied in your own home proving a double energy saving opportunity!
5. A question and answer session with the opportunity to also learn from other small business operators how they are coping with costly energy business inputs.
6. A quick and easy eight point energy plan for you to implement in your business to save money and get the best value from your energy.



## Register now - places limited:

Each Seminar is provided to a limited number of delegates to ensure the greatest value to those attending. To avoid disappointment, register now to book your place on a future seminar. Specific seminars are being arranged for industry groups.

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