

Subject: SAAFoST - Empowering members to confront rising energy costs.

Dear Cape Branch member

Electricity and other energy costs continue to rapidly escalate and the quality of supply is worsening. For the food processing industry the main areas of electricity/energy usage are heating, cooling, pumping, mechanical processing, material handling and general industrial activities. Some questions that you may often ask without being able to get clear and impartial answers for the future or your business may well include:

1. Why are Eskom tariffs increasing so fast and will they continue to rise above inflation in the future?
2. How can we lower electricity costs?
3. Which electricity tariffs should we be on to get lowest operating costs?
4. How can our electricity loads be managed to reduce costs?
5. Will production scheduling around tariffs really help, how do we estimate the savings?
6. Variable speed drives, solar water heaters, heat pumps and other energy saving devices - will they really help?
7. When should one invest in energy saving equipment or when not to?
8. How can we make best use of the various subsidies that Eskom are offering at the moment since they could be withdrawn at any time?
9. How can we manage issues such as power factor correction and back up electricity supplies better?
10. What is the situation likely to be in the future with liquid fuel supplies and costs?
11. Whether one needs a proper energy plan for the business to better manage all these energy risks while also getting cost savings straight to the bottom line of my business?
12. How can we be sure of having a reliable supply of all critical energies to keep the business running during outages or coal/liquid fuel shortages?

To directly assist the SAAFoST members take control of the situation and formulate their own energy plans we wish to notify you of a short seminar, provided by energy experts, Integrated Energy Solutions (IES), who have many years' of energy experience in South Africa. They are completely independent, impartial and have no interests in energy equipment or any association with Eskom or other energy suppliers.

IES have prepared a highly focused intensive 4 hour seminar, to empower owners/managers to reduce energy costs and ensure you are never without energy in their businesses. Attached is a brochure that describes in detail what is covered and how it will be of value. To ensure this key message is passed on to as many of you as possible they have offered a reduced price to our members of R950 ex Vat, that also includes a copy of the associated colour 70 page reference energy manual.

Currently there are 3 possible opportunities to attend a seminar in different locations as follows:

- General seminar Tuesday 26 November from 08h00-12h30, at the Elgin Country Club, Elgin.
- General seminar Thursday 28 November 08h00-12h30, in Swellendam.
- **Dedicated SAAFoST member seminar on Wednesday 29 January 2014, 08h00-12h30, Cassia Conference Centre on the Nitida Wine Estate, Durbanville.**

Should you be interested in attending one of these seminars could I ask that you simply let them know via an email with your selection of venue/date and personal details directly to the following address registrations@iesseminars.co.za. Once they have received your details IES will engage with you directly with regards to registration and payment.

By facilitating the seminars through SAAFoST will mean the content will be presented on a more focused basis to our specific energy needs as an industry. I am sure this opportunity will be of significant value to you as an association member and especially to the profitability of your business.

Kind regards

Jacques van den Berg