



Dear Dr. Konstantinos Satsios,

We would like to inform you through this letter about the Scientific Project for the Improvement of Voltage Current Quality and Energy Cost Saving that was carried out by your company, SEMAN S.A., in PUMMARO (ELAIS-UNILEVER HELLAS S.A.) industry which is activated in the tomato products sector and is based on Gastouni Ilias.

- According to the excellent collaboration between the two companies the Scientific Project for the Improvement of Voltage Current Quality and Energy Cost Saving was completed in January 2011.
- At present, after a running year, project performance shows a great reliability at the behavior and operation of the optimum energy management-energy saving interventions that you installed, even in factory's parts where adverse conditions prevail (humidity, erosion, etc), thanks to the material proper technical specifications you set.
- After the completion of the installation of projects equipment, a check of the average reduction of total currents of feeding subpanels of the electric loads at the electrical installation is followed, through measurements taken before and after the start-up of optimum management - energy saving interventions. The average reduction of total currents reaches 19,6%.
- According to the electricity bills and production data, it was found out that a significant reduction at maximum power demand, a great saving in the electricity energy consumption and an important saving in electricity bills. The guaranteed saving percentage under the contract (17,53%) not only achieved but exceeded by far. Specifically, for the month August 2011, during which the maximum production realized, the cost saving amounted to 23,77%.
- Moreover ,after a running year of the project, it was found a marked reduction in maintenance costs of electrical equipment and a large increase in reserve of the electrical installation.

Considering all the above, your project in our factory is absolutely successful, as it is highly contributed to the better operation of our factory's electrical installation and to considerable cost saving in the electrical bills of PPC ,which is higher than guaranteed.

With respect,


Stella Georgana

General Manager of Pummaro

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