



Dear Dr. Satsios,

Following your company's (SEMAN S.A) demand, we announce you our opinions concerning the energy saving project that was carried out by the application of your special know-how in GENERAL MILLS HELLAS Industry. GENERAL MILLS HELLAS is located in Oinofyta Viotias and is activated in the field of pastry production having a leading role in an international level.

The Optimum Energy Management-Energy Saving Project was completed in January 2009 and concerned the total electric installation (Production Line, Air Conditioning and Refrigerators) and aimed to the optimization of the power quality by suppressing the current-voltage harmonics and reducing the reactive currents in the interior of our factory's electrical installation.

The optimum energy management-energy saving interventions that you installed (17 specialized interventions), operate reliably from the very first moment even in factory's parts where adverse conditions prevail.

The evaluation of the energy saving project results was performed in the following ways:

- A direct check of the energy saving project's result was made through measurements and recordings of the basic electric values at the most significant electric loads where energy saving interventions were installed, with and without the interventions in operation, from which the average improvements, as well as the saving rates were calculated.
- A check of the energy saving project's result was made in a wide range of time by using production and electrical energy consumption data. Based on the data, a consumption indicator was calculated (namely energy consumption in kWh per ton of production). This indicator was calculated for each month and for the total period before (May 2006-December 2008, totally 32 months)



the energy saving project and for the time period after (February 2009 -October 2009, totally 9 months) the energy saving project. The Average Specific Electric Energy Consumption (kWh/ton) of the factory was much smaller during the time period AFTER the completion of the energy saving project.

According to the above mentioned, the guaranteed saving rate of 11,05% , mentioned on the contract, not only was achieved but also it was exceeded and finally amounted in 20,69%.

Furthermore, the following were noted:

- reduction and even elimination of current and voltage harmonics, lower than the levels set by the international standards
- almost elimination of the demanded reactive power
- great current reductions until 40%
- improvement of electrical loads efficiency and reduction of losses
- reduction of electric loads supply voltage sensitivity caused by the instability of the electric network, namely less halts in the production due to voltage dips
- optimization of the power factor with regard to the electric loads and the total installation, as well.

Considering all the above, the optimum energy management-energy saving project that you realized in our factory can be characterized especially 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, too.

With respect,

Panos Gatos

Technical Manager

General Mills Hellas S.A