



**DRUJBA GLASSWORKS S.A.**  
**A Member of Yioula Group**

Plovdiv, 19 June 2008

Dear Dr. Satsios,

after request of your company SEMAN S.A., we inform you about the following as regards the electric energy saving project which was realized in our factory, by the application of your know-how.

The electric energy saving project was completed at the end of January 2008 and aimed to the optimization of power quality by the current-voltage harmonics suppression and the reduction of reactive currents in the interior of our factory's electrical installation.

The energy saving interventions that you installed, operate reliably from the first moment.

The electric energy saving project was evaluated according to the following procedure:

- 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, by means of measuring devices and SCADA system, from which the average improvements as well as the power saving rates were calculated.
- co-estimate of power transformers losses and power losses of the low & medium voltage cables,
- correlation of all the above with the electricity bills data.



According to the above analysis, it was noticed that the guaranteed cost saving rate in electricity bills of 10% on total movement loads, not only was achieved but also it was exceeded and finally amounted in 11,64%.

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
- improvement of electric 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
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Considering all the above, the electric energy saving project that you realized in our factory was absolutely successful, as it achieved richly all the objects, set by your scientific study.

With respect,

for DRUJBA GLASSWORKS S.A.



Nikolaos Christodoulou

DRUJBA GLASSWORKS S.A., 15 G. Benev Str., 4003 Plovdiv, BULGARIA

Tel: (+359 32) 908 505, Fax: (+359 32) 964 172, e-mail:office@drujba.bg