



From the desk of our new Chairman, Mr James Calmeyer.

It is with much enthusiasm that I look forward to my term as President of the South African Association of Energy Services Companies (SAAEs). The Association is indebted to past president Prof Eddie Matthews for his great service to the Association. It is always easier to lead on from a solid foundation and Prof Matthews has put that foundation in place.

Taking on the presidency of an association such as ours can be quite daunting. The current power problems in the Western Cape have provided us with a possible insight into the future of electricity supply in South Africa and the role that can, and should, be played by ESCOs in assisting in the short term provisions of the power pool. The future direction taken by both our Association, as well as individual companies, will need to be informed by the following critical issues:

- Black Economic Empowerment is a key focus area of Eskom. SAAEs can help in identifying ESCOs that can assist BEE ESCOs to come up to speed and become highly successful businesses in their own right.
- Our main objective will continue to be that of building a strong ESCO industry in South Africa. As an Association we must not be reliant on Eskom DSM for our businesses. DSM is a factor that is here to stay in South Africa, whether driven by Eskom or not, and the demand for energy will continue to outstrip the supply in the foreseeable future.
- The current method employed by Eskom DSM in reaching its targets has involved the use of ESCOs. This may not always be the case. The only way to ensure a sustained piece of the pie for us, is to ensure that the use of ESCOs is more expedient, efficient, reliable and cost effective than any other method being considered.
- Coupled to this is the fact that Eskom may not be the primary driver of DSM in South Africa in future (see the news flash!) To date we have enjoyed a very lenient and favourable relationship with Eskom DSM and we, as an association, need to be ready for any change in this mode of operation. We need to ensure that our side of the performance equation is working well.

We are facing a cross roads in the way in which we as ESCOs operate. Historically, this association has used its platform to

lobby changes within Eskom with respect to the financing of projects, the speed of the project review processes and generally the way in which we receive funding for work. Much of this has been addressed, ironed out and resolved. Now the challenge facing ESCOs is to deliver on projects. All items associated with this priority must be addressed, such as attending to the matter of non-performing members and the measurement and verification methods. We have argued for getting the work in, but now we must focus on getting the work out. The time is ripe for the ESCOs of South Africa to play their critical part in solving the demand constraints in South Africa.

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NEWS FLASH!

On 7 March 2006 the Department of Minerals and Energy (DME) in partnership with the National Energy Regulator of South Africa (NERSA) and Eskom launched the Energy Efficiency Campaign for 2006 and Beyond (EEM2006+) at a banquet at the Presidential Guesthouse. The campaign, aptly themed *It's In Your Power* aims to create awareness of the inherent benefits to all levels of South African society when energy users change their attitudes and behaviour to use energy more wisely.

At the same meeting the Minister announced the formation of an **Energy Efficiency Agency**, which will start operations as early as 1 April 2006. It will be created as a division of the Central Energy Fund (CEF) Pty Ltd and will oversee the Demand Side Management and Energy Efficiency projects currently undertaken by Eskom and others in the country. This would include overseeing the measurement and verification of these projects.

Dieter Krueger

Secretary

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COMPANY NAME	ENERGY EFFICIENCY	DEMAND SIDE MANAGEMENT	INDUSTRY SECTOR			SPECIALISING IN
			COMMERCIAL	RESIDENTIAL	INDUSTRIAL	
AngloGold Ashanti , Marshalltown Arnold, Keith, 011-637-6477; karnold@anglogoldashanti.com	X	X	-	X	X	
Ballenden and Robb , Menlyn Liebenberg, Dale, 012-348-8555; bnrpta@iafrica.com	X	X	X	X	-	
Bluhm Burton Engineering , Rivonia Wilson, Ross, 011-706-9800; bbe@bbe.co.za	-	X	-	-	X	Underground mine refrigeration, ventilation, cooling, pumping
Danfoss , Rivonia Potts, Gordon, 011-803-8390; pottsg@danfoss.co.za	X	X	X	X	X	
E A Ludwig , Table View Ludwig, Edgar, 021-556-8804; eludwig@deunet.co.za	X	X	X	-	X	Integrated technical solutions Thermodynamics
Electro Sense , Banbury Cross Cram, Ken 011-708-3835; info@electrosense.co.za	X	X	X	-	X	Lighting controls using occupancy sensors Lighting retrofits and high efficiency lamps
Energy Efficiency Enterprises , Menlo Park Lane, Ian, 012-369-9886; eneficy@mweb.co.za	X	X	X	X	X	Energy training and capacity building for ESCOs Energy baseline modeling for business case development
Escotek , Waterkloof Ridge Van Jaarsveld, Alwyn, 012-347-7034; atpolaris@mweb.co.za	X	X	X	X	-	Municipal geysers control Commercial buildings
F & S Business Enterprises , Alexandra Nxumalo, Xolile, 011-443-1614; nxumalo@tiscali.co.za	X	X	X	-	X	
Fortune V Investments , Norwood Kutoane Kutoane, 011-483-3654; lupi@bosele.co.za	-	X	X	-	X	
GLPS , Middelburg FP, Greyling, 013-243-4390; admin@glps.co.za	-	X	-	-	X	Project management, feasibility studies, engineering design
HSC Technologies , Vorna Valley Sekabe, Alex, 011-803-4936; alex.sekabe@webmail.co.za	X	X	X	X	X	
HVAC International , Faerie Glen Kleingeld, Marius, 012-991-4417; mkleingeld@rems2.com	X	X	X	X	X	All aspects of load shift projects and energy efficiency
Igoda Projects , Westville T Madikane, 031-209-2235; tc@igoda.co.za	X	X	X	X	X	
Iskhus Power , Homestead Hager, Otto, 011-822-1112; info@iskhus.co.za	X	X	X	-	X	
IST OTOKON , Waterkloof Nell, Chris, 012-426-7515; chrisn@ist.co.za	X	X	X	X	X	Lighting Compressed air
Lebone Engineering , Kelvin Radebe, Kelvin, 011-802-6370; kelvinr@lebone.com	X	X	X	X	X	
Lemay Electrical , Bruma Lindsay, Lesley, 011-622-6170; info@lemaysecurity.co.za	-	X	X	-	-	
Lighting Innovations , Bergvlei Waddell, Bruce, 011-444-1168; bruce@lightinginnovations.co.za	X	-	X	-	-	
Ma'Emsa , Florida Hills Kriel, JFD, 011-674-2772; info@maemsa.co.za	X	X	X	-	X	
Motla Engineering , Klerksdorp Mocke, Johan, 018-462-3093; info@motla.co.za	X	X	X	X	X	
National Power , Meyerton Bekink, Dave, 016-362-4659; dave@natpower.co.za	X	X	X	-	X	Process energy optimisation; plants, pumping, process load shift, etc
Nationwide Electrical , Dormerton Chetty, Shamla, 031-206-2544; nepi@mweb.co.za	X	X	X	X	X	
Nova Lighting , Plumstead Edgar, Mike, 021-706-4451; mike@nova.co.za	X	X	X	-	-	Maintenance and management of lighting systems Energy management programs for indoor lighting systems
Nyathi Energy Service Cons. , Loane Park Matsiliza, Luntu, 011-233-7834; lm@wspgroup.co.za	X	X	X	-	X	
Palace Engineering Services , Langenhoven Park Pieters, Johan, 051-448-0271; johan.pieters@palaceconsulting.co.za	X	X	X	X	X	Electrical mechanical, control and instrumentation engineers
Palenque , Wierda Park Bluff, Esmé, 012-653-8693; info@palenque.co.za	X	X	X	-	X	Total energy solutions designed to align with the customer's energy business decision-making process
RPS Engineering Sibanda, Pearson, 043-722-1973; pearson@rpsengineering.co.za	-	X	-	X	-	
Siyadingana Consulting , Sandton Ellman, Michael, 011-802-5389; siyadingana@yahoo.co	X	X	X	X	X	
TFMC , Centurion Kritzinger, Gustav, 012-641-8094; kritzinger@tfmc.co.za	X	X	X	X	X	Public lighting energy efficiency upgrades Facilities and infrastructure management
Thamela Technologies , Sandton Shangase, Sibusiso, 011-440-2621; sibusiso@thamela.co.za	X	X	X	X	X	
Transmission Grid Consulting , Kempton Park Venter, Frik, 011-396-4502/3; friktgo@iafrica.com	X	X	-	X	X	
Tsebo Resources Management , Edenvale Mathaha, Paul, 011-452-6233; tsebo@netactive.co.za	X	X	X	-	X	Ice storing systems for chiller load shifting Electrical system optimisation - Lighting HVAC, BMS
Tshepo Thato Consultants , Modderfontein Sydney Mabalayo, 011-606-2390; sydney@spmsa.co.za	X	X	X	X	-	Lighting HVAC
TSI (Technology Services Int) , Cleveland Lawrence, V, 011-629-5111; barry.bredenkamp@eskom.co.za	X	X	X	X	X	
Umbane Solutions , Durbanville Murphy, Terry, 021-979-0685; umbaneone@mweb.co.za	X	X	X	X	X	
Venn Diagnostics , Sandton Strydom, Johan, 011-883-0000; johngs@venn.co.za	X	X	X	X	X	
Voltex Lighting Donald, Drew, 011-622-4910; ddonald@voltex.co.za	X	X	X	-	X	
Zamori Eng Services & Fac Mngrs , Montana Park Gouws, Johan, 012-548-5970; jpes@icon.co.za	X	X	X	X	X	
Zaptronix Limited , Weltevredenpark Stratentwerth, Jens, 011-238-2140; jens@zaptronix.co.za	-	X	X	X	X	
Zenergy , Craighall Passmore, Don, 011-442-4419; donp@zenergylms.com	X	X	X	-	X	