



Feedback from the SAAEs meetings

At the November 2005 meeting it was announced that *Peak Clipping* would also in future be funded at 100% levels.

This is good news, and another contribution that SAAEs has made, since in the past *Load Shift* was defined as being “energy neutral”, which means that any energy that is not used during the peak period, *must* be used during another period, so that the overall energy consumption remained the same. When there is a net reduction in kWh consumed, then the project is designated an *Energy Efficiency project*, which is only funded at 50%.

Peak Clipping is now defined as any project that causes a net reduction in electricity consumption during the afternoon peak, which is from 18h00 until 20h00.

In his **Chairman’s Address** at the *Annual General Meeting* held on 26 January, Prof Eddie Mathews commented on how the Association had grown from three members to more than 40 in about two years. Helping to strengthen the ESCO business is our only concern! Towards this end, there are two matters that will require our urgent attention this year. The first of these is the fact that (according to Eskom CTAD) there are still many instances of over-promising and under-delivering. Secondly, the formation of a Black ESCO Forum is of major concern, and an indication that SAAEs has not succeeded in meeting the real and important needs of the Black ESCO community. These are serious issues that will require some bold action on our part.

Mr **James Calmeyer** from IST Otokon was chosen by electronic ballot as the new Chairman of SAAEs for the next two-year term. We wish him well in this important task. We would also like to thank **Prof Mathews** for the enormous contribution he has made to the ESCO industry by forming the Association in the first place and getting it firmly established.

News from our members

IST Otokon have been awarded a DSM load shifting project at the Elandsrand and Welkom sites of Harmony Gold. The project, with a set deliverable of 2 MW of load shift during evening peak times, is based on hot water load control at the villages and change houses of the residences. IST has also been awarded an energy efficiency project at the Hot Strip Mill of Mittal Steel at its Vanderbijl Park site with an average load profile reduction of 2,65 MW for all hours of the day using intelligent VSD technology.

Electro Sense was established in February 2003 and operates from Johannesburg, SA with offices in the USA. Electro Sense markets, sells and installs the Electro Sense Proactive Energy Management System for the control of commercial building lighting systems. Electro Sense creates massive savings of up to 80% or more of the total cost of electricity used in lighting for its customers. Electro Sense also retrofits efficient state of the art electronic switchgear in place of inefficient magnetic switchgear in all fluorescent fixtures creating even more savings.

Electro Sense is committed to:

- helping its customers achieve maximum profitability by reducing the operating cost of their facilities
- providing outstanding customer service and support before, during and after installation
- helping South Africa conserve energy and prolong its energy supplies

In today’s cost, conservation and environmentally conscious business environment, Electro Sense makes sense.

GLPS was established in 1993 with the objective of providing professional project management, engineering and design services to the industry. Core capabilities include the disciplines of civil, structural, mechanical, electrical and process engineering, as well as process control and instrumentation.

GLPS is a registered ESCO with a comprehensive knowledge and experience base of the industry, particularly with regards to the fields of ferroalloys, metals and minerals. This enables them to provide a service to the South African industry with regards to load management projects which is second to none in the country.

Current DSM projects in the pipeline for GLPS include the upgrade of a 40 MW dc arc furnace and its associated equipment, as well as the upgrading of a calcium carbide production facility. The total capital value of these two projects alone amounts to R 72,5 M.

For more information about SAAEs contact Dieter Krueger, Secretary, SAAEs on 084 408 6020 dkrueger@rems2.com.



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	