

TANKLESS GEYSERS FOR AFRICA (PTY) LTD

2005 / 014358 / 07

Presentation to NERSA

11 January 2010

Nelspruit

INTRODUCTION

- **CAN WE ASK NERSA QUESTIONS AS WE PROCEED ?**
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- **WE HAVE EXPECTATIONS... THAT SOMETHING WILL HAPPEN...!**
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- **ESKOM WAS HERE (17 Nov 2009) - AND REFERRED EVERY QUERY TO NERSA... SO, WHAT NOW ?**
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- **WHO IS ACTUALLY RESPONSIBLE FOR THE ELECTRICITY SITUATION IN OUR COUNTRY?**
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- **WHERE DOES THE BUCK STOP ? ESKOM, NERSA, DEPT. ENERGY ?**
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- **WHY ARE WE HERE TODAY ? JUST TO TALK & COMPLAIN ? – OR TO FIND AND IMPLEMENT SOLUTIONS?**
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- **IS NERSA COMMITTED TO TAKING ACTION ?? OR... GIVE US MORE EXCUSES ??**
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- **WHO HERE - BUT ME - SPEAKS FOR THE POOR AND THE JOBLESS? (Then together we should take up the fight....)**

OUR MESSAGE :

- **SAVING – NOT WASTING, & NOT SPENDING TRILLIONS OF RANDB TO CREATE MORE “DIRTY” ENERGY – IS THE ANSWER TO SOUTH AFRICA’S ELECTRICITY AND WATER PROBLEMS!**
- FOR THE FIRST TIME IN HISTORY OF OUR COUNTRY ***THIS*** **GOVERNMENT CAN FULFILL ITS PROMISES** OF AFFORDABLE ELECTRICITY AND HOT WATER TO ALL CITIZENS – ESPECIALLY OUR DEPRIVED COMMUNITIES
- FOR THE FIRST TIME IN HISTORY **THE POOR** CAN NOW ALSO HAVE **UNLIMITED, INSTANT, HYGIENIC, AND CHEAP HOT WATER** - EVEN WHERE **ESKOM SUPPLIES ONLY 15-20 AMPS ENERGY** IN RDP AND AFFORDABLE DEVELOPMENTS

OUR PRODUCT:

- **THE TANKLESS GREEN GEYSER**
- WORKS OFF A 15 AMP WALL SOCKET OR METERBOARD
- OFFERS **3 HEAT SETTINGS** - 8, 12 AMPS + 20 AMPS (not needed)
- REQUIRES ONLY **0,5 BAR PRESSURE** (NORMAL = 4-8 BARS)
- **EASY TO INSTALL; EASY TO OPERATE; (Saves installation costs)**
- SIMPLY DOES NOT BREAK ; **5 YR GUARANTEE**
- SIZE : **A4 X 11 cm;** Own shower, taps, fittings
- **APPROVED BY TUV** (World Renowned Bureau of Standards, Germany) - thus qualifies for SABS APPROVAL
- COMPLIES WITH **SABS STANDARDS (1997)**
- HAS A **PROVEN RECORD OF 19 YRS WORLD-WIDE**
- HAS BEEN IN USE IN AN **ESKOM OFFICE FOR 16 YEARS... !!**
- **100% SUCCESSFUL TEST BY ESKOM TESTING DIV. 2 YRS AGO –**
(WHY DOES ESKOM IGNORE SUCH BLATANT FACTS & EVIDENCE ???)

ELECTRICITY

ELECTRICITY SAVINGS - USAGE

- PER DAY (24 HOUR PERIOD)

TANKLESS GREEN GEYSER : 1 – 1,5 hrs

REGULAR GEYSER 8 – 10 hrs (per Eskom)

SOLAR GEYSER 4 – 6 hrs (per Eskom)

ELECTRICITY SAVINGS - COMPARATIVES

COMPARATIVE SAVINGS PER 24 HOUR PERIOD

TANKLESS GREEN GEYSER --

vs REGULAR GEYSER = SAVES 86 % (Avg)

vs SOLAR GEYSER = SAVES 75 % (Avg)

WATER SAVINGS iro USAGE

USAGE @ LITERS PER MINUTE (LPM)

TANKLESS GREEN GEYSER

USES 1,5 LITERS PER MINUTE

REGULAR GEYSER **20 – 35 LPM*** (per Eskom)

SOLAR GEYSER **20 – 35 LPM*** (per Eskom)

- Flow speed depends on tap and shower head being used

❖ TANKLESS GREEN GEYSER SAVES +- 19-34 LPM

= SAVINGS OF 90 % +

PRICE COMPARATIVES - INSTALLED - READY TO USE

GEYSER Description	TOTAL PRICE - INSTALLED
REGULAR GEYSER – 150 - 200 LITERS	+ - R6 500 - R7 500
SOLAR GEYSER - Cheaper Models	+ - R10 000 - R15 000
TANKLESS GREEN GEYSER	
(i) BUILDERS / DEVELOPERS	+ - R1 000
No additional installation costs; ideal for ALL Affordable Houses	
(ii) COMMERCIAL	+ - R2 000
Basic installation costs included	

PRICE SAVINGS - COMPARATIVES

TANKLESS GREEN GEYSER vs REGULAR GEYSER

= R1 000 vs R7 000 = SAVINGS - 85 %

= R2 000 vs R7 000 = SAVINGS - 71 %

TANKLESS GREEN GEYSER vs SOLAR GEYSER

= R1 000 vs R12 500 = SAVINGS - 92 %

= R2 000 vs R12 500 = SAVINGS - 84%

SAVINGS APPLICATIONS - 1

- R2,9 MILLIARD is being spent by Eskom to subsidize the RICH to install + - 380 000 SOLAR GEYSERS (@ +- R7 500)

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R 2,9 MILLIARD WILL BUY:

- = 2,9 MILL. GREEN GEYSERS (@ R 1000) FOR AFFORDABLE HOMES
- = 1,4 MILLION GREEN GEYSERS @ R2 000 FOR GENERAL HOUSING

SAVINGS APPLICATIONS - 2

SAVINGS ON CURRENT DEVELOPMENT of 650 000

AFFORDABLE HOMES BEING BUILT IN THE EASTERN CAPE

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650 000 x SOLAR Geysers @ +/- R10 000 each
= R6,5 MILLIARD

650 000 x GREEN GEYSERS @ +/- R 1 000 each
= ONLY R 6,5 MILLION

SAVINGS ON ONE DEVELOPMENT OF

AFFORDABLE HOUSING = R5,8 MILLIARD

SAVINGS APPLICATIONS - 2 (contd)

- WITH THE SAVINGS OF R5,8 MILLIARD
IN THE EASTERN CAPE

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- + - 5,8 MILLION EXTRA GREEN GEYSERS @ + -
R1000 each CAN BE INSTALLED IN EXISTING
AND/OR NEW AFFORDABLE HOMES

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OR

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- + - 108 000 EXTRA NEW RDP HOMES @ R54 000
each CAN BE BUILT

SAVINGS SUMMARY on 2 projects

TO SUMMARIZE :

- **TOTAL OF R9,4 MILLIARD is being spent to purchase
+ - 1 MILLION SOLAR Geysers;**
- **R9,4 MILLIARD COULD PURCHASE
9,4 MILLION GREEN GEYSERS @ R1 000**
- **R9,4 MILLIARD COULD PURCHASE
4,7 MILLION GREEN GEYSERS @ R2 000**

SAVINGS SUMMARY (cont'd) - 2

- **BUILDERS AND CONSTRUCTION GROUPS ARE KEEN TO INSTALL THE TANKLESS GREEN GEYSER FOR FREE IN ORDER TO OBTAIN LARGER CONTRACTS FOR BUILDING AFFORDABLE HOUSES**
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- **IMPLICATION - MILLIONS OF ADDITIONAL HOMES COULD HAVE FREE GREEN GEYSERS -- CREATING ADDITIONAL INCOME FOR ESKOM AND ASSISTING GOVERNMENT TO FULFILL ITS PROMISES**

SAVINGS SUMMARY (cont'd – 3)

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IMPLICATIONS OF ELECTRICITY SAVINGS :

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➤ **INSTALLING 1 MILLION GREEN GEYSERS WILL SAVE approx. 700 MW PER DAY**

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➤ **8 MILL. GREEN GEYSERS WILL SAVE approx. 5,600 MW / DAY in Electricity Usage**

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➤ **5,600 MW / Day WILL SAVE THE BUILDING OF approx. 3 COAL DRIVEN POWER STATIONS**

*** WILL SAVE SOUTH AFRICA R-BILLIONS**

*** WILL REDUCE EMISSIONS OF HARMFUL CO₂ INTO THE ATMOSPHERE so as to assist reaching the 20% Reduction Target set to achieve by 2020**

WATER

- PRECIOUS COMMODITY; NO REPLACEMENT

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ONLY 0,014% FRESH WATER AVAILABLE ON PLANET

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- GLOBAL WATER USE HAS TRIPLED SINCE 1950 - increasing faster than the world's population
- AGRICULTURE REQUIRES AT LEAST 2 000 LITERS OF WATER DAILY to produce enough food for 1 person for 1 day only
- SOUTH AFRICAN MINISTER OF WATER AFFAIRS (quote) : In 5 yrs the DEMAND FOR WATER WILL OUTSTRIP THE SUPPLY
- IMPLICATIONS :
 - (i) STRINGENT WATER RESTRICTIONS IN 5 YRS
 - (ii) IF YOU GIVE EXTRA FREE WATER (12 KI), THEN TAKE AWAY

.....

CHAOS !!!

SAVINGS APPLICATIONS - WATER

- **INCREASED FREE WATER OF 12 KILOLITERS PER HOUSEHOLD CAN BE REDUCED TO +- 4 KILOLITERS WITHOUT AFFECTING ANYONE'S LIFESTYLE -- EXTRA WATER SAVINGS OF 66%**

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- **THE TANKLESS GREEN GEYSER WILL PLAY A MAJOR ROLE TO PREVENT THE CHAOS WHICH WILL RESULT WHEN SOUTH AFRICAN GOVERNMENT IS FORCED TO REDUCE THE FREE WATER ALLOCATION OF 12 KILOLITER BECAUSE THERE IS NOT ENOUGH WATER...**

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- **RECYCLED WATER WILL PLAY A MAJOR ROLE IN FURTHER SAVINGS OF WATER USAGE EASILY ACHIEVED THROUGH MORE EFFECTIVE BUILDING (AT NO ADDITIONAL COST !)**

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- **WILL SOUTH AFRICA IN 5-10 YEARS BE FORCED TO REPLACE THE VERY EXPENSIVE AND INCOMPLETE (re Eskom) SOLAR GEYSERS - ON WHICH CURRENTLY R-MILLIARDS ARE BEING SPENT - BECAUSE THERE IS A SHORTAGE OF WATER ??!!**

- **AND SPEND R-MILLIARDS MORE TO RECTIFY MISTAKES**
- **MADE NOW ?**
- **WHERE WILL IT ALL END ?**

SAVINGS APPLICATIONS - INSURANCE

- **THE SHORT TERM INSURANCE INDUSTRY LOSES +- R800 million PER ANNUM** in REPLACEMENT / REPAIRS OF FAULTY REGULAR GEYSERS AND/OR DAMAGES CAUSED BY GEYSERS

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- Eskom confirms that +- 99% of current geysers still in use in SA are REGULAR GEYSERS (with limited tank)

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TO NOTE: Approx. 60 000 REGULAR GEYSERS are still being installed monthly --

= +- 30 000 NEW and +- 30 000 REPLACEMENTS !!!

❖ WHY ?

❖ LET'S STOP THE ROT NOW !!

MAJOR QUESTION :

- CAN Eskom, NERSA, DEPTS. OF ENERGY, WATER, & LOCAL GOVERNMENTS **AFFORD THE LOSS IN INCOME** FROM THE LESSER USAGE OF ELECTRICITY AND WATER THROUGH THE IMPLEMENTATION OF THE TANKLESS GREEN GEYSER SOLUTION ?
- THIS IS THE BILLION DOLLAR QUESTION !

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ANSWER to MAJOR QUESTION :

- AS SOLE IMPORTER - ANSWER IS **YES !!**
 - **THROUGH REGULATING, WORKING & PLANNING TOGETHER, AND CLOSE MANAGEMENT WITH THE SOLE IMPORTER!**
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- **THE GREEN GEYSER WILL ALSO BE THE KEY TO ASSIST ESKOM'S EFFORTS TO LEGALISE ILLEGAL ELECTRICITY CONNECTIONS IN TOWNSHIPS & RURAL AREAS AND GET THEM ONTO THE GRID AND GENERATE MORE INCOME !**

WHAT IS THE BIGGEST PROBLEM?

- **OVERCOMING THE POWER OF HABIT !**
- **OVERCOMING GREED -
WHICH IS ALSO A HABIT !**
- **IN SA WE ARE USED TO CHEAP ELECTRICITY AND AN ABUNDANCE OF WATER**
- **WE DID NOT LEARN TO THINK WIDER AND LOOK 10 YEARS AHEAD FOR ALTERNATIVES IRO WHAT WE ARE “USED TO”**
- **WE ARE NOW IN A DOUBLE CRISIS - SHORTAGE OF ELECTRICITY AND WATER - THE TANKLESS GREEN GEYSER WILL ASSIST IN BREAKING THESE TWO MAJOR HABITS WHICH HAVE NOW BECOME AN EXTREMELY DESTRUCTIVE FORCE....**

MORE NEWS AND FACTS !

1. **ESKOM** HAS BEEN 'TESTING' THIS UNIQUE GREEN GEYSER (GIFTED FOR THIS PURPOSE) **FOR 16 YEARS** IN ONE OF THEIR OFFICES - **WITHOUT A PROBLEM ! RESULT : DEATHLY SILENCE...**
!

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2. **ESKOM TESTED THIS PRODUCT SUCCESSFULLY +- 2 YEARS** AGO ! **AGAIN : NO RESPONSE;** WAS IT BECAUSE THEY SAW THAT THE IMPLEMENTATION MIGHT PUT THEM OUT OF WORK.... ?

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3. **INSTALLATION OF TWO COLD WATER TAPS (13 MM)** WITH OUTSIDE THREAD IN THE BATHROOM (AND IN THE KITCHEN) OF ALL NEW RDP / PHP / AFFORDABLE HOMES WILL MAKE THE TANKLESS GREEN GEYSER STILL EASIER AND CHEAPER TO INSTALL.

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4. **THE TANKLESS GREEN GEYSER WILL RELIEVE THE PLIGHT OF THE POOR AND IMPROVE THEIR STANDARD OF HEALTHY LIVING... AS WELL AS THAT FOR ALL CITIZENS AND ORGANIZATIONS IN SOUTH AFRICA !**

MORE NEWS AND FACTS - 2

- THE PERFORMANCE OF THE FOLLOWING GOVERNMENT DEPARTMENTS WILL BE POSITIVELY ENHANCED BY THE IMPLEMENTATION OF THE TANKLESS GREEN GEYSER:

- * ESKOM * ENERGY * WATER & ENVIRONMENT
- * HEALTH * HUMAN SETTLEMENTS
- * SOCIAL DEVELOPMENT * PUBLIC WORKS
- * AGRICULTURE * ECONOMIC DEVELOPMENT

CLOSING SUMMARY

A LEADING ARTICLE IN A NEWSPAPER MADE THIS REVEALING STATEMENT :

“HELP THE POOR TO SAVE THE RICH.... !”

TO QUOTE A WISDOM STATEMENT MADE BY THE (PREVIOUS) CEO OF ESKOM:

“HOT WATER IS NOT A LUXURY - IT IS A NECESSITY ! “

Please turn over (cont'd)

- **DO YOU CARE ABOUT THE FUTURE OF ALL CITIZENS AND ORGANIZATIONS IN OUR COUNTRY ?**
- **DO YOU CARE ABOUT THE PLIGHT OF THE POOR ?**
- **Now that YOU KNOW all these FACTS –**
- **IS YOUR ATTITUDE : “IT’S NOT MY PROBLEM !”**
- **ARE YOU GOING TO LEAVE THE SITUATION FOR SOMEONE ELSE TO SORT OUT?**

OR

❖ **WILL YOU BECOME PART OF
THE ULTIMATE SOLUTION ?**