



Private Bag 1020, Hauna, Honde Valley, Zimbabwe

Estate: Tel: + 263(228) 2251-4, 2257 Cell- +263(712)622204

Office: Fax: +263 (228) 2255 Email: ehpl@ehpl.co.zw

Mutare Tel: +263 (20) 64145

Office: Fax: +263 (20) 64145 Email- ehmutare@ehpl.co.zw

Eastern Highlands Plantations Limited

Letter of Recommendation for Steam Team

We want to place on record our appreciation of the work that **Steam Team** has done over the years to improve our process heat systems. From the start, we did not believe Steam Team could offer any improvement to our process. The traditional nature of our industry, and unhappy past experiences with suppliers, meant we had a great deal of suspicion and a healthy skepticism about their claims.

However, we came to realize the **Steam Team** approach was different. They were not trying to sell product, but instead wanted to understand our business and our unique requirements. They spent time observing and checking our complete manufacturing process, while looking for cost-effective savings that would result in substantial improvements.

Once we accepted their proposals, and implemented them, we achieved tremendous benefits of reduced operating and maintenance costs. These reduced our wood to made tea ratio and costs of production. They also had knock-on effects in reducing our water treatment, timber handling and maintenance costs year on year.

We have benefited enormously from their innovative ideas and simple solutions. They ensured the equipment was correctly specified and sized for lowest-cost savings, and effectively

Our current fuel to tea ratios using the existing boilers are:

	Kg coal /kg made tea	Kg wood/kg made tea
With withering	.57Kg Coal/Kg of Made Tea	1kg wood /Kg of Made tea
No withering	.5-.45 kg Coal/Kg of Made tea	.95-.9 kg of wood/kg of wood

These would further be improved if we used purpose-made wood fired boilers.

To achieve these benefits, **Steam Team** carried out the following projects:

- Evaluation, improvement and simplification of steam reticulation lines.
- Waste heat recovery by using condensate to heat withering radiators, and reducing return condensate temperatures.
- Gravity return of all condensate to the boiler house. Thus eliminating the pumps which were not working, gave endless problems and lead to problems with high humidity and heat losses in the processing plant.
- Training of operators and staff in best practice – this also reduced our operating costs and reduced maintenance.

- Boiler upgrades and adaptations, with approvals from the Chief Inspector (Convert wood fired boilers to coal, and coal fired boilers to wood).
- Boiler servicing and repairs with a very quick turnaround time, thereby reducing plant downtime.
- Supply of steam and boiler related spares and equipment.

We strongly recommend **Steam Team** to any company or organization that has the desire to reduce operating and maintenance costs



Pratap Pareekh
General Manager

1st September 2016

