



2nd December 2010

Delta Industries
Unit B3 Bellville Business Park
DJ Wood Way
Bellville

Dear Mr. Verwey

CONVERSION OF CLOVER PAROW PLANT TO THE DELTA VENTURI ORIFICE SYSTEM

I would like to thank you for your good service and professionalism that your company has provided us over the past nine months.

The Delta Venturi Orifice steam traps that you installed throughout our plant about six months ago are performing exceptionally well and we have had no problems to date.

We have noticed improvements in heat-up times and all water hammer in our system has been eliminated since we converted to Delta traps. Also, our pasteuriser performance is significantly better.

The biggest benefit has been the financial one. We have compared our boiler fuel to production volume output ratio for a period after the conversion. Our average monthly fuel saving is 17.1% as a result of changing to the Delta System. At the current oil price, this is a saving of R286, 000 per year. The actual payback on our initial investment in the Delta Venturi Orifice Traps was only 2.1 months.

We are also aware that other mechanical steam trap companies are making claims that Venturi Orifice Traps do not work over varying loads. Varying loads in the steam system is a normal part of our process and the Delta Venturi Orifice Traps are working extremely well in these applications with no backing-up of condensate and no leaking of steam.

Based on our own good experience, we can only recommend that not only all dairies, but also all steam users consider converting to the Delta Venturi Orifice Steam Trap System.

Yours faithfully

Francois van Eeden

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