



# Saveh Cement Company

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BUSINESS PLAN PRESENTATION

# Brief Professional/Business Background

The company was established in 1988 and since 2005 increased the total white cement production capacity to 1000 ton per day. For the purpose of supplying the cement demand in country, a two line grey cement factory was established in 2007 with the capacity of 7500 ton per day.

Now, The Saveh Cement Company is known as one of the top cement producers and exporter in the country due to its products quality and diversity and its good customer services.

During recent years Saveh Cement Company has successfully received some important international certificates based on Integrated Management System (IMS). Such those certificates are ISO 14001, ISO 9001 and OHSAS 18001.

# Company/Project strengths

- ▶ One of the main leading companies in cement market in Iran.
- ▶ Increasing market share and profits.
- ▶ Commitment to producing high quality white cement.
- ▶ High current turnover 30,000,000 EUR
- ▶ The objective of the proposed projects is to increase energy saving, enhance production rate and reduce CO2 emission

# Productions

<b>Products to be produced:</b>	<b>Nominal capacity</b>	<b>Annual sales EUR</b>	<b>% Local</b>	<b>% Export</b>
<b>White cement</b>	<b>1000 ton/d</b>			
<b>Portland cement type 2</b>	<b>7500 ton/d</b>			
<b>Total:</b>	<b>8500 ton/d</b>	<b>40,000,000</b>	<b>93</b>	<b>7</b>

# Information on proposed projects

## 1. The usage of acoustic cleaner method instead of ball cleaning in the heat exchanger modules:

- ▶ *Using sound vibration to clean out the dusts from the heat exchange tubes.*
- ▶ *The current heat exchanger modules are replaced every four years because of increased energy usage due to damaged modules started from the third year of installation.*
- ▶ *The special thermal energy consumption will be increased up to **90-100 Kcal/kg Cli.** in the third year and up to **230 kcal/kg Cli.** in the fourth year. Furthermore, the special electrical consumption will also be increased up to **5-6 Kwh/T** and **10-12 Kwh/T** in the third and fourth year, respectively.*
- ▶ *The acoustic cleaner method in this system will prevent 22,000 ton CO<sub>2</sub> emission per year.*
- ▶ *The objective of the proposed project is to increase energy saving, enhance production rate and reduce CO<sub>2</sub> emission.*

## 1. The usage of acoustic cleaner method instead of ball cleaning in the heat exchanger modules:

- ▶ **ESTIMATED TOTAL INVESTMENT COSTS :**
- ▶ The estimated primary investment for the acoustic cleaning method installed for two production line is roughly 370,000 EUR which shows *the pay-back period time for this project in terms of energy efficiency and production productivity is estimated as one year.*

# Information on proposed projects

## 2. Installation of Variable Speed Drive (VSD) on Fan electromotor of the Raw Material Mill:

- ▶ Variable speed drive (VSD) is used in order to decrease the energy consumption of industrial fans. The nominal power of the electromotor of the fan raw mill is 0.9 MW while the current used power is 0.6 MW and after installation of the VSD system, the power will be dropped to 0.1 MW equivalently of 0.5 MW energy saving and 1400 ton/y decrease in CO<sub>2</sub> emission. The estimated cost of buying the VSD is roughly **130,000 EUR**. The energy efficiency and maintenance cost reduction is estimated **32,000** and **10,000 EUR** per year, respectively.
- ▶ The pay-back period time for this project in terms of energy efficiency and maintenance cost reduction is estimated as three years.

# Foreign collaboration sought

- ▶ The type of collaboration for decision making in this regard is considered by Saveh Cement Company as follow:
  - ❖ Joint-venture
  - ❖ Loan
  - ❖ Market access
  - ❖ Sub contracting
  - ❖ Buy-back arrangement
  - ❖ Equipment purchase
  - ❖ Technology transfer



**THE END**