



COLGATE-PALMOLIVE (INDIA) LIMITED

6, Sewri Fort Road,
Mumbai - 400 015.

Tel.: 4146457
Fax: 91 22 4146916
Cable: Palmolive

Regd. Office :
Colgate Research Centre,
Main Street,
Hiranandani Gardens,
Powai,
Mumbai - 400 076

November 1, 2000

Saif Electronics Limited
Mumbai

Sub: Electroflow Savings

Dear Sir,

This is with reference to Electroflow System installed at our Sewri works, after two months of installation we are pleased to observe the following:

- a) Real time improvement in power factor to 0.99
- b) Reduction in KVA Demand
- c) Reduction in RKVAH units
- d) Reduced monthly Electric Bill

Thanking you,

Very truly yours,

For COLGATE-PALMOLIVE (INDIA) LIMITED

V. S. SHENOY