

**First - we have to find new customers**  
**Then install and ran**  
**Then other**

We are looking fore firms using HFO Boilers. Here is report from Guinea

<http://www.energy-saving-technology.com/test/rsal-test-noname-en.pdf>

**fuel economy 4.1%**

On average - they burn 9 tons of HFO per hour, so fuel economy **2500 ton** fuel per year

The device – is a tool. The main thing to be able to use it. Create sysytem.

Firsr - boiler houses, then - oil terminals. Or seaports. We are able to process their sludge into fuel for boilers. This is money from the slurry. Money from waste.

See difference - burning the sludge before treatment and after?

[http://www.energy-saving-technology.com/en/trga\\_sluge\\_en.html](http://www.energy-saving-technology.com/en/trga_sluge_en.html)

**Information about the power producers using boilers?**

Work all day - is not important. It is important - to get the result. This requires - products, energy seller and customer relationships and credibility in business

I often see that people which do not believe us, or they say they do not believe or they say - who is rich or powerful people can give you advice if you deceive us ... it happens often.

Because the main problem for us in NEW market - to find an influential person who will give us confidence.

Speak with engineers at the station - it is necessary and important. But they do not make a decision - to sign a contract or not.

**QW:** Hence my question – Do you understand this system?

I'm afraid you are wasting your time talking and presentations but then - who will say "I do not believe this guy" and then it will be very sad. Several unfortunate situations and you stop laughing ...

If you think that you can "break the wall" - by my help, by your energy, by magic or by other means - then my conscience is clean . I am ready to work with you.

Everything will change for the better after the first project. But first - it will be difficult. I understand the situation. I myself started as an agent, and it was difficult.

**our systems are very reliable** - it wors long [www.afuelsystems.com/ru/trga/s200.html](http://www.afuelsystems.com/ru/trga/s200.html)

## presentation and documents

[www.energy-saving-technology.com/en/prezent-docum.html](http://www.energy-saving-technology.com/en/prezent-docum.html)

**Rate this openness.** All reports, results, analyzes, tests, movies - are open on the desk, on-site for your attention. Everyone can try to find the error. This complete openness. Learn. Compare with other websites, with other declarations. Compare our facts and our history with the words of others. Involve the experts for analysis.

**Work with customers - algorithm**, documentation and support.

[www.energy-saving-technology.com/en/trga-docum-alg-en.html](http://www.energy-saving-technology.com/en/trga-docum-alg-en.html)

please read

## about prices

In algorithm clearly shown that we can not determine the cost of the all project to the point where we finish the questionnaire analysis

We can not determine the cost of the project to the point where we finish the questionnaire analysis

You may ( have to ) print and send the questionnaires to each company after meetings with them.

[www.energy-saving-technology.com/data-list/boiler\\_en/qwest\\_boiler\\_en.rar](http://www.energy-saving-technology.com/data-list/boiler_en/qwest_boiler_en.rar)

**The algorithm works with customers - this is our bible.** Each project is an individual. And we can not know in the beginning - as it stands, without full information and technical solutions. It is important that the **payback period - never more than 6 months** (usually) and it is an important indicator

## Talk about priorities.

First of all I'm interested in [industrial boilers and furnaces](#) - power brick factories, mines and so on. It is the object - which I always have excellent results. This is very important in the beginning. We have no right for a mistake.

Then [recycle waste oil residues and oiled condensate water](#) in the ports and tank farms.

**Then generators.** With these harder. We can not save on generators as much fuel as in boilers. Generator more complex device. We can provide effects for reducing sludge, extend the life of the separator ... it's good for those who can understand. But the effect is not as bright and clear.

## How to start a project? I'll explain now

**Conversation. Presentation.** At the beginning of better honestly say, "I know not much, but you can ask questions. All questions will be recorded and sent to Ukraine"

**Ukraine - a pioneer in these developments.** Around the 60-ies of the last century. In its equipment we synthesized approximately 4,000 patents and experience of more than 40 companies in the Ukraine, Russia and Belarus. Other countries, we have not considered. It copyists.

Then you **leave them a questionnaire.** And asks us to **appoint a curator** of our project. This person is responsible for the preparation of a preliminary draft. It provides correct completion of the questionnaire. error correction answers to additional questions

That's your job - to **work with him in a pair.** At first it will be difficult. But after a 3-4 first projects you will understand - what to ask the customer first. which pictures do and so on.

It so happens that the **customer can not fill in the questionnaire.** This happens very rarely. 5 %. Then he pays some money, and I will come and we will do everything together. It takes 2-3 work days. All costs are borne by the client

There comes a **time when the questionnaire - filled.** We have all the answers and there was a situation where "I close my eyes and see all the important details of the object" - this is important.

After that - the **project analysis phase.** I think. Sam, talking with colleagues, we discuss, we look for a solution, we can ask a few more questions to our supervisor. It takes 5-15 days.

Then, if I understand that the mission is feasible, that I and my equipment can help the customer and I know which way - **I write a written technical proposal** and then the document is sent to the client, for its analysis. There comes a time when the client starts to think. This document - **Set 1 or 2 options to solve the problem, the main effects for the client,** a list of necessary equipment and all of our equipment in particular. **Here we specify the price of our equipment.**

As well as what kind of **equipment we need in addition.** This is usually pipes, pumps, valves, ... we use a lot of local equipment and local labor - welders installers - usually working power. In this way - in this Technical Proposal -we set the way how to solve customer's problem using our equipment.

**If the client agrees - we send him our contract signature, payment, manufacturing, transportation and installation.**

So first of all. I have to identify problem And solve it via my equipment.

**QW:** How long its will last? I mean how much time the project need to be accomplish ?

Often we do installation supervision remotely. But always welcome to come in person (at extra cost) that would do everything faster and more accurately. At the same time - to teach people to work, maintain the equipment. Teach agent, look for other objects, and so on.

**The time for the whole project** depends on such factors

1. If customer quickly **fill a questionnaire** and answer further questions. It takes (from experience) 5 -25 days. Most engineers say "I'm busy, I have my job," and I'm waiting and waiting and waiting ...
2. Then **analysis**. there are different situations - very simple and very complex. it takes 5-15 days
3. Then, the customer analysis, selection of options, **discussion** of effects, I answer customer questions ... it takes 5-10 days. Sometimes shorter .... then engineers say YES, and our project goes to managers
4. **Communication with the managers** - is the beginning of the disaster. They beg for a discount. They ask for a delay payment, they want to buy equipment through which the other firm, which would increase the price of the price and put in his pocket - **I hate this phase**. ... they say they will buy in the next year when the plan money, or require right now and pay later. At this point, I want to send them a bomb. Because I spent 30 days, I did not earn anything, my head is sick, and eyes hurt, too.

**Finally - they disappear or they say – “ we are waiting for an invoice or contract and pay one”.**

**Then my nightmare begins.** Because there is a time frame. Because I live person and experience. Getting money - no joy. **Pleasure - when the project started** to work and we see the first effect.

**Production time** depends on the number of devices, their purpose and their performance. Full range 1 week - 2 month. Typically 2-4 weeks. At any time - I'm not in a hurry I fully described procedure. maybe I forgot something. but I wrote the most important thing.

**Shipping. installation. distant or personal**

[www.afuelsystems.com/ru/trga/s147.html](http://www.afuelsystems.com/ru/trga/s147.html) **Jamaica, working since 2012 till now**  
*In Jamaica - installed and work 4 my device. 3 three boilers (8000 liters of oil per hour) and one on the kiln They were very careful. they bought the first device. installed in the summer. and next summer bought others... after 12working months*

*Kazakhstan, they bought the first unit 2, after the sludge and water heavy fuel oil began to burn as a fuel , they immediately bought a third device, 2016,*

[www.afuelsystems.com/ru/trga/s55.html](http://www.afuelsystems.com/ru/trga/s55.html) **Russia, working since 2009 till now**

[www.afuelsystems.com/ru/trga/s221.html](http://www.afuelsystems.com/ru/trga/s221.html) **Ukraine, working since 2009 till now**

**QW:** Now that i know few power companies can i take the questionnaire to them? Can i speak with their head about your instrument or system ?

Yes, send me your photo and all contact information - I'll put them on the contact page <http://www.energy-saving-technology.com/en/contacts-en.html>

I will make a new application for generators and send you. But **our main goal - boilers and furnaces. Refiner, disposal of sludge at the tank farms and terminals. Short boilers and furnaces.**

Then - some generators con work with HFO or only with automotive diesel fuel. The principle is - **the moust worse the fuel - the better our effect.**

More better for us – HFO.

When we make installation with 2-3 boilers - we will famous. The effect is obvious and brilliant and no one, and never say "I do not believe, or I will not pay" is a reality.

With regard to the boiler – **we newer using the word "if."** This is the usual routine work. So – Your work is to search for boilers and introduce the equipment to them.

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At the end of each project You will be paid

If the company (the company which you have found) comes to us again - you get your fee again. Less, but lifetime. 1.2, 10 times - I do not care. It's your company.

You should know this.

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What else is important ...

**QW:** What the % i will get per each contract?

I wrote to you a formula for your earnings. Now I will write again

The sum of the contract - the price of delivery - the price of installation supervision (or assembly) \* 0.08% or 8% (the sum of the contract - the price of delivery - the price of installation supervision (or mount))

If we put a lot of devices. Your income will be increased. We will do a service company for maintenance - and part of the profits from this company - owned by agent about half of the of income - to the agent all the money will not take to the grave

**QW:** kickback ?

This is the art of your market. In our countries, we give 3% of the contract price - the engineers. Secretly. We do not lose anything - we just increase the price by 3%, and all the ... engineer or director of the plant if he is not the owner of the ... search for boilers and introduce the equipment to them. They pay us. We pay him.