

EECA's Services for The Seafood Industry

Energy efficiency in the fishing industry

Mike Bourke
Account Manager
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EECA overview

Crown entity

- Energy Efficiency and Conservation Act 2000

The business we are in

- To help businesses get more from their energy dollar;
- To improve New Zealander's quality of life by promoting warmer drier homes and better transport choices;
- To protect the environment the though energy efficiency and renewable energy.



Investing in a Sustainable Future

Transport

- Road and Rail improvements

Sustainability

- Business partnerships for sustainability

Energy Efficiency

- Research on energy efficient technologies

Carbon Emissions Trading

- Probably cap and trade
- Covering all of the economy and all greenhouse gases
- Market sets the price
- Still to be determined:
 - Start date ?
 - How emissions permits will be allocated ?
 - <http://www.beehive.govt.nz/ViewDocument.aspx?DocumentID=29222>

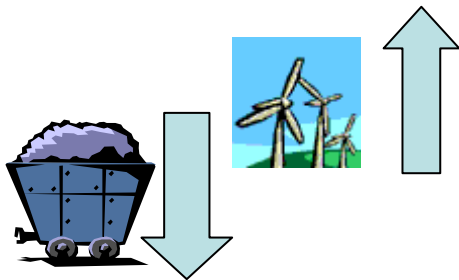
Example

Having a cap on the number of government emissions units creates an incentive for investment in abatement and sinks.



EG: A LARGE FACTORY.

It has to account for its emissions. It has two choices:



1. Reduce its emissions by becoming more energy efficient and switching to lower emissions fuels when the cost is less than the cost of purchasing units.

OR

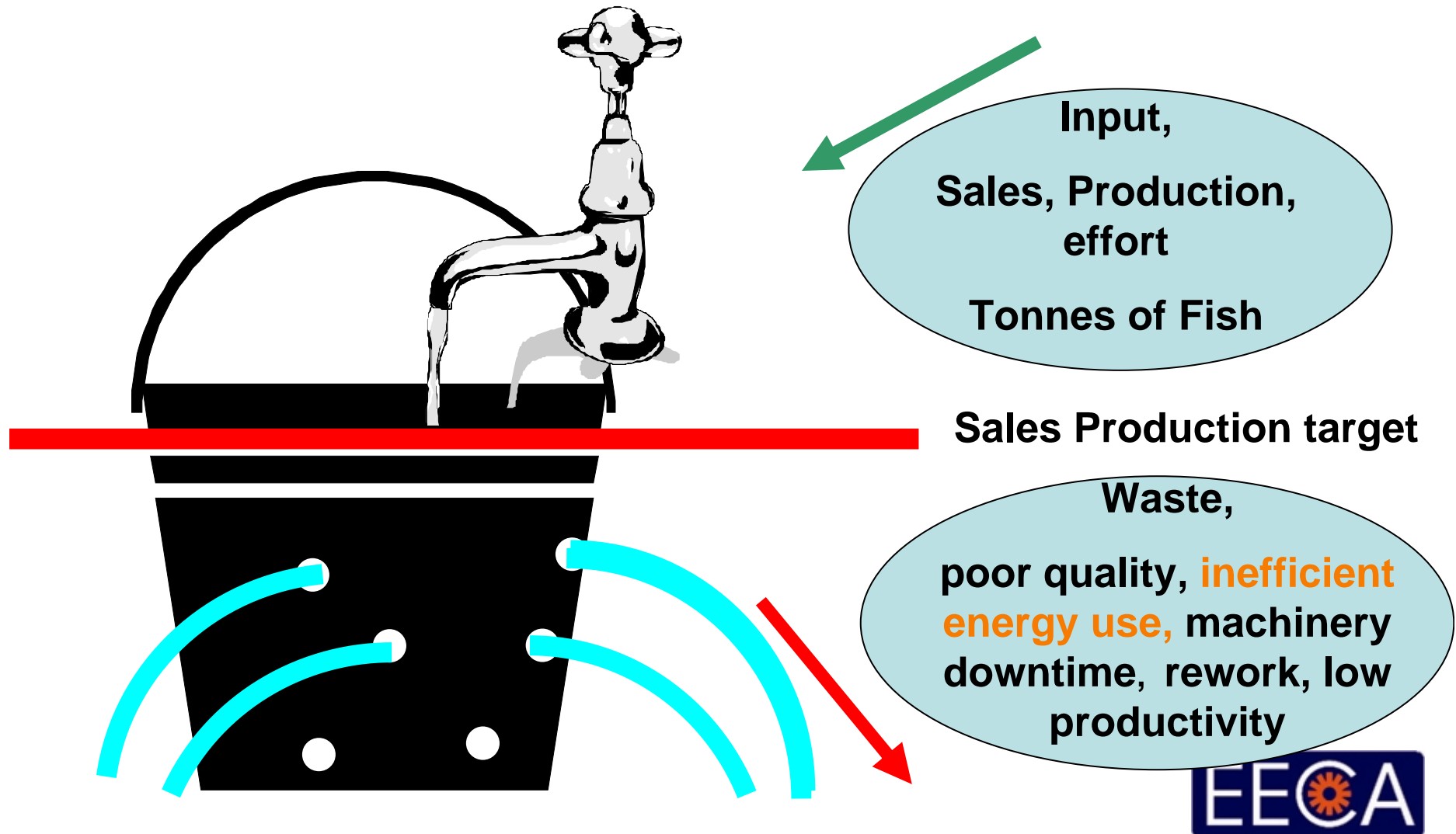
2. It acquires the extra emissions units it needs from organisations with units to sell, such as other companies and foresters

Why is energy management good for business?

The leaky bucket!



Why is energy management good for business?



Why is energy management good for business?

Get a **bigger** tap?

–Go *faster*?

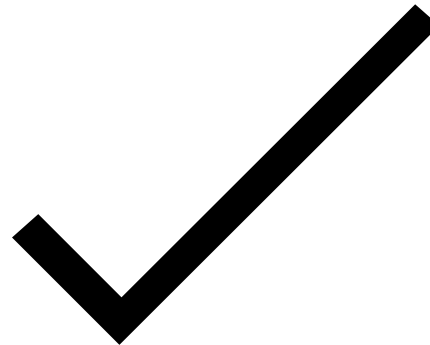
–find more sales? **X**

Get a smaller bucket

–less **target/budget** **X**

Why is energy management good for business?

Plug some of the
holes!



Why is energy management good for business?

Any savings go direct to the bottom line and have an immediate improvement on profit

Assume \$10k annual energy savings

A \$10k improvement in EBIT would require an additional \$50k in additional sales or production if net margin was 20%



Why is energy management good for business?

Finding energy savings are often easy in comparison to finding market share or increasing production for **improving your bottom line**

Energy savings if implemented correctly will save not just for one year but for many years ahead

What we can do for you?



What can EECA provide, to assist you?

- Energy Achiever
- Energy Challenger
- Staff Awareness and Motivation
- Energy Intensive Business Programme
- Energy Audits

Energy Achiever



Focuses on business management issues:

- not technical
- Energy management rating in 15 specific areas
- Short term action plan - 5 highest priority items
- Link actions to EECA services
- Agreement on 3 of 5 actions
- Documents time-lines & staff responsible



Energy Challenger

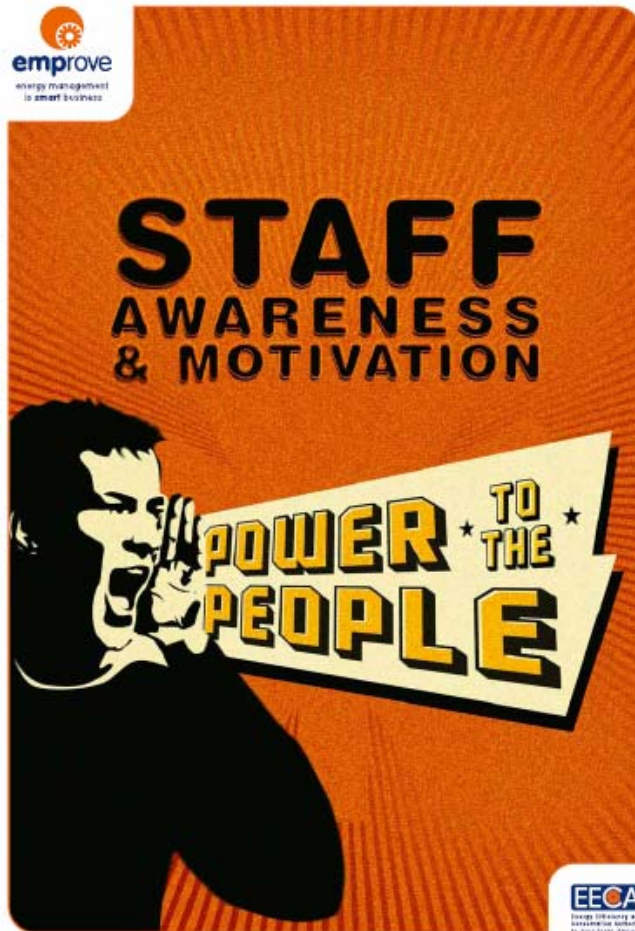
ENERGY CHALLENGER

Are you up for an
Energy Challenge?

- Energy Challenger offers a quick way for businesses to assess their energy management.
- The tool produces a rating and, based on that score, identifies opportunities to improve energy use.
- It aims to help users understand business risk issues related to energy management and identify opportunities to reduce waste and associated costs.



Staff awareness and motivation



- Assistance pack developed from world wide best practices
- Case Studies across a wide range of industries
- CD with material to use and brand as your own

Energy intensive businesses

Grants available for implementing energy efficient technologies

40% of the capital cost of project, maximum of \$100,000

Demonstration projects

Case studies shared with industry



Four companies

- Northern Trawling Co Ltd
- RMD Marine Ltd
- Rycari Fishing Ltd
- Sealord Group Ltd



- Trialing new light weight trawl gear, using synthetic towing cables
- Looking for grant applications for other types of energy efficient technology

Energy audit grants

- Up to \$50,000 / organisation
- Up to 50% of cost of audit
- Maximum of 3% of annual energy bill

Types of Audits

Design Audits

Level 2 site audits

Level 3 plant or process audits

Cogeneration feasibility studies

Scoping Studies; inc. DM & Cogeneration
feasibility

No implementation requirements



Two companies

Sanford Limited

- Two sites Tauranga and Auckland. Approx \$160,000 in annual savings found

Sealord

- Two sites in Nelson, approx \$100,000 in annual savings found

Coming soon....

Energy audits for fishing boats



What can EECA provide, to assist you?

A team of trusted advisors with a wide range of business, technical and industry advice to help you, anytime anywhere.



Energy management is good for business

There are a wide range of case histories and achievement stories available from people just like you - who are willing to share their successes.

We'd like you to become one of these success stories



Contact details

Website

www.eecabusiness.govt.nz/emprove

My contact details are:

Mike Bourke

Mike.bourke@eeca.govt.nz

04 470 2227



Improving energy choices

www.eeca.govt.nz