

POWERING PROFITS

Leveraging energy efficiency programs to unlock the hidden value in your business



Powered by  **ieso**
Independent Electricity
System Operator

Presented by **Canadian**
MANUFACTURING

The Bottom Line on Conservation



In many respects, Ontario's businesses have led the way in creating a culture of conservation in the province. Companies, both large and small and across all sectors, are investing in energy saving and seeing the results in their bottom line. In 2014 alone, business conservation efforts through the IESO's saveONenergy programs resulted in almost 600 GWh of energy savings.

The business case for conservation is pretty clear – it cuts costs. But conservation also delivers broader benefits for all Ontarians – reducing the need to build new infrastructure and lowering the wholesale price of electricity. We are helping to make our province more competitive for business while also contributing to a cleaner environment.

That's why the province has moved to a new framework that puts conservation first before all other supply options. This opens up a myriad of opportunities for businesses that are able to shift or reduce their demand for electricity. Through the IESO's saveONenergy programs, there are numerous opportunities for businesses to reduce their overhead costs through retrofits, energy audits, lighting and equipment upgrades, and participating in demand response.

This success, however, is only possible by business, industry, associations and public agencies working together to use their collective strengths to increase our conservation and business competitiveness.

We need this collaboration to continue. Over the past four years, we have seen businesses step up their conservation efforts – not only to capture cost savings but also to capture the strategic value that conservation can offer their organizations.

Now we need to push further. The province has set new conservation targets – ones that are more ambitious than in previous years. Our research shows that there remain more than enough opportunities for us to work with businesses to achieve these results. We need to develop more comprehensive solutions – including embedding sound energy management practices within the very core of business decisions.

This publication aims to further this conversation. There are many dedicated individuals with great ideas about how to enhance our province's conservation capability.

To find out what conservation can do for your business, visit saveonenergy.ca/get-started.

Terry Young

Vice-President, Conservation and Corporate Relations
Independent Electricity System Operator

Building a Benchmark

In 2015, there are few business issues that carry more importance than managing energy costs. However, there is precious little data available on how companies manage energy use and promote energy efficiency.

To tackle this problem, Ontario's Independent Electricity System Operator (IESO) enlisted the expertise of CanadianManufacturing.com to develop a survey of more than 500 industrial companies that measured energy use across Ontario's business landscape. We also conducted a series of roundtable discussions to identify common barriers to adopting energy efficiency regimes, and to gather anecdotal evidence from the experiences of small and medium-sized business operators in their journey to improve efficiency and mitigate energy costs.

It's our hope that, over the next few years, this survey helps to build an energy efficiency benchmark against which small and medium-sized companies may compare themselves. The following report contains much of the research generated from that survey, and some of the bright ideas and easy opportunities contributed by our roundtable participants.



Mike Ouellette
Editor, CanadianManufacturing.com

The Participants



SEATED: (LEFT TO RIGHT)
Ernie Lynch, President and CEO of the **Lynch Group of Companies**
Mark Stathenas, National Distribution Sales Manager, **Megger Instruments Canada**
Chris Brohman, General Manager, **CompAir, Canada**

STANDING: (LEFT TO RIGHT)
Andrew Hejnar, Energy Manager for **3M Canada**
Scott McNeil-Smith, Director of Strategic Planning and Communications, **Excellence in Manufacturing Consortium**
Rino Arnone, CEO of **Marini Foods**
Chris Drygala, Senior Technical Specialist for **Kitchener-Wilmot Hydro**



THE ENERGY-EFFICIENT PLANT

Cost reduction strategies for small and medium-sized businesses



By Mary Del Ciano

Managing energy costs at Ontario industrial companies has been a hot-and-cold issue for many years. One school of thought has been to ignore it — you can't change it and you need to use it, so just accept it. But more business owners are trying to find ways to reduce their energy spend.

Indeed, this was the focus of an executive roundtable discussion that included industrial companies, technology vendors and a local power distribution company, all looking at ways to improve their energy regimes and unlock more value from their respective companies. The discussion, powered by Ontario's Independent Electricity System Operator (IESO), was informed by a benchmarking survey on how energy is used and conserved in companies across multiple market segments of Ontario's industrial sector.

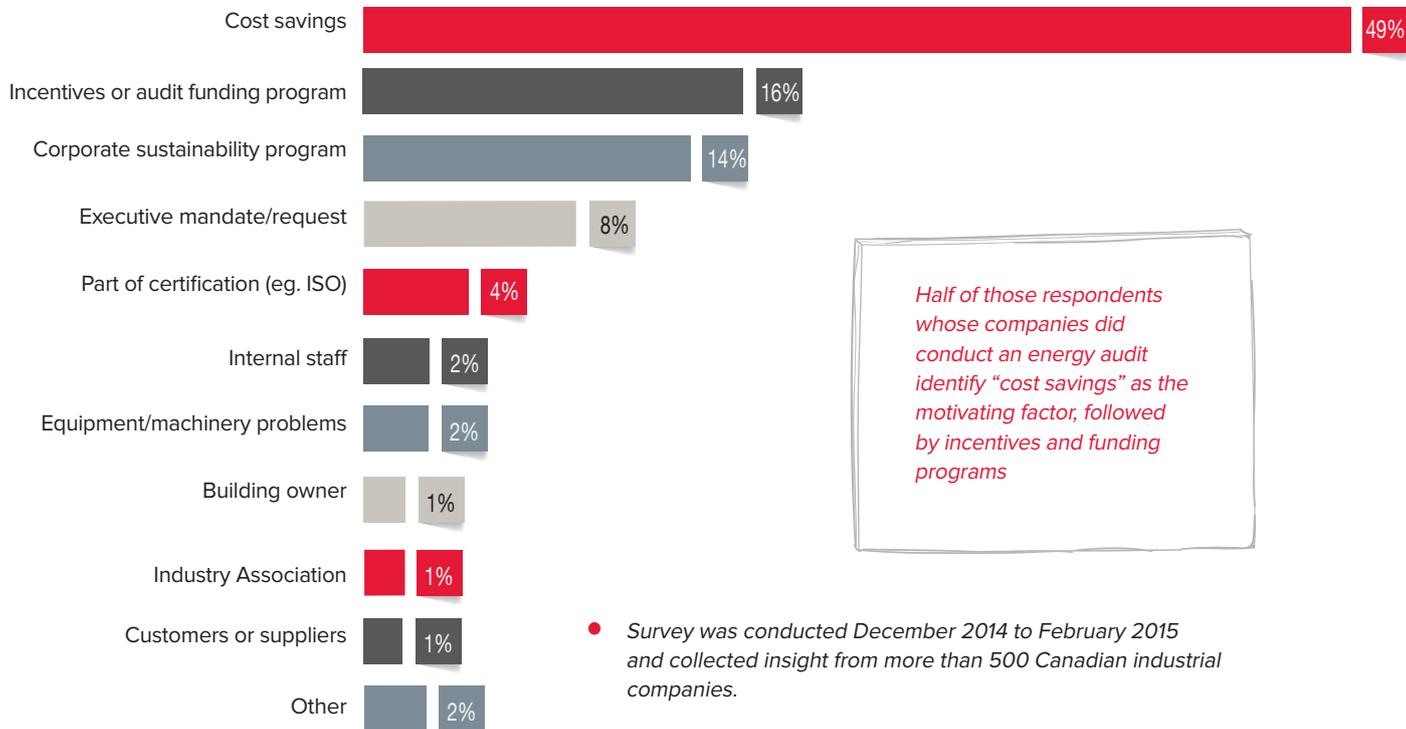
The survey explored whether these companies have executed energy audits in the past, or plan to do so in the future. The study also asked about the companies' efforts to increase energy efficiency.

The results identified that there are significant opportunities to reduce costs by improving energy efficiency across the board. Overall, the majority of companies that responded to the survey had not taken any significant measures to increase energy efficiency.

With this study in mind, the roundtable addressed today's pressing energy issues, including common areas of waste, strategies to mitigate consumption, the

Motivations

THE SURVEY ASKED ABOUT TOP MOTIVATIONS FOR CONDUCTING AN ENERGY AUDIT



“Behaviour is not always the first thing that senior management tries to change, but it’s the free one.”

Scott McNeil-Smith, Excellence in Manufacturing Consortium

importance of employee culture and the benefits that can be realized — benefits that go far beyond simple cost savings.

Develop energy awareness

The first step towards creating an energy-efficient plant is awareness — understanding how energy is being used, and which equipment and processes are using the most energy. Armed with this knowledge, companies can target inefficiencies, find opportunities for improvement and establish a business case for energy projects that will reduce operating costs and improve performance.

“Most of our membership recognize that if you don’t measure it, you can’t improve it,” says Scott McNeil-Smith, director of strategic planning and communications for the Excellence

in Manufacturing Consortium, and president of the Canadian Manufacturing Network. “But in many cases, and I would say half of the companies we’ve spoken to in the last three years, their measurement stick is their bill from the utility.”

McNeil-Smith says it’s not just about the amount of energy being used. Companies must dig a little deeper to see the whole picture.

Andrew Hejnar, 3M Canada’s energy manager, agrees.

“If your production goes up, your consumption goes up,” he says. “Consider the ratio or relationship of how much energy you consume versus how much you produce versus what your process changes are, versus how cold it is outside. There are many factors which

COMPETITIVE ADVANTAGE:
THE SURVEY SHOWED 53% OF RESPONDENTS AGREE “THE ENERGY MANAGEMENT STRATEGY AT MY COMPANY PROVIDES A COMPETITIVE ADVANTAGE”



● Agree: 53%
● Disagree: 47%

TOP PRIORITY: 51% AGREE ENERGY EFFICIENCY IS A TOP PRIORITY AT THEIR COMPANY



● Agree: 51%
● Disagree: 49%

RUNNING ENERGY EFFICIENTLY:
JUST UNDER HALF OF RESPONDENTS (44%) AGREE THEIR COMPANY IS RUNNING AS EFFICIENTLY AS POSSIBLE



● Agree: 44%
● Disagree: 56%

affect your energy consumption ...

Focusing on energy consumption alone will not really tell you the whole picture behind your energy use.”

“If a company is just looking at their bill as the yardstick for whether they’re doing good or not, they’re missing a lot of opportunity,” adds McNeil-Smith.

Though a utility bill may not tell the whole story, it’s still a good place to start.

Chris Drygala, senior technical specialist for Kitchener-Wilmot Hydro who conducts initial energy reviews for the utility, says he always starts with a review of a company’s bill.

“From there I will go do a site visit. [I’ll] do a quick walk around [and] give them some basic ideas of how they can improve their electrical efficiencies,”

he explains. “If they want to look more in depth in their chiller systems or compressed air systems, we’ll get third parties to come in and do the actual audits.”

An audit will help business leaders understand how energy is being used in their facility, and the results will help justify the costs associated with implementing energy-efficient equipment and processes.

And while this was recognized in the Energy Efficiency Survey, it found that less than half of respondents have conducted an energy audit, and 60 per cent of those companies that have not embarked on an audit have no intention of doing so in the future.

Though an energy audit is key to

pinpointing problems, lack of time and resources can be a challenge for some companies. It can be a time-intensive process that can take at least a couple of months to complete, depending on the size of the facility. However, firms don’t have to go it alone. A third-party typically conducts the audit, and there is funding available to help pay for some of the costs.

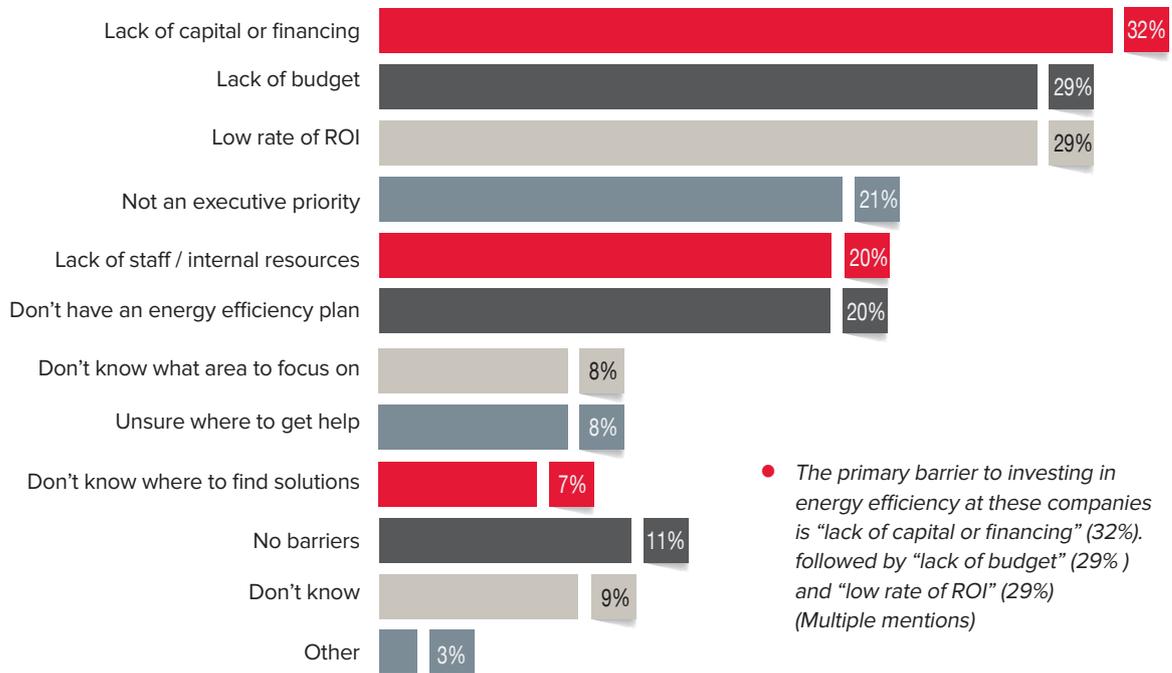
The IESO’s saveONenergy program, for example, has an incentive that covers some of the cost of an energy audit.

As businesses put more focus on saving energy, they are looking to companies like CompAir Canada to conduct these audits.

“Certainly over the last few years the energy audit portion of our busi-

Barriers to Investments

THE SURVEY ASKED ABOUT TOP BARRIERS TO INVESTING IN ENERGY EFFICIENCY:



ness has grown in leaps and bounds,” says Chris Brohman, CompAir Canada’s general manager.

When a company like CompAir Canada conducts the energy audit, it can help present the business case for certain pieces of equipment, and even help the company apply for incentives that will pay a portion of the costs associated with implementing energy-efficient equipment and processes.

“We do work with the saveONenergy program, currently doing audits for various factories, upgrading systems and helping them take advantage of rebates that are available,” says Brohman.

He says the majority of new compressor sales at CompAir Canada are

tied to companies taking advantage of incentives to help pay for it.

There are, in fact, many incentives available to companies who want to conduct an energy audit, upgrade old or inefficient equipment, purchase new energy-efficient equipment, and purchase energy-efficient lighting.

Drygala recommends contacting your local distribution company (LDC) for guidance right from the start.

“We can help out with the incentives or help out with the paperwork,” he says. “We can bring in auditors. We’ll work with the relationships that you have involved already — your compressed air guy, your lighting guy, your HVAC guys. We’ll work with

them to help get you the best incentives available.”

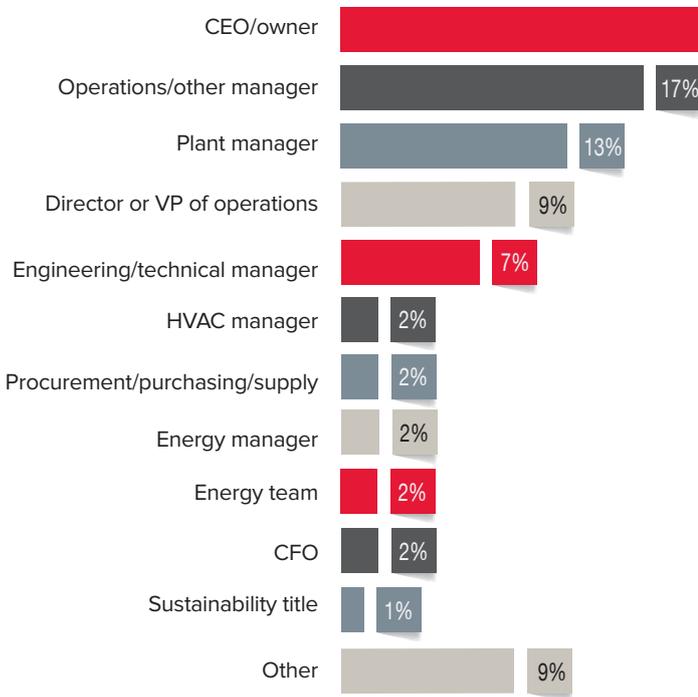
Target the low-hanging fruit

It’s the general consensus in any conversation about energy management — start with the low-hanging fruit. Lighting is a good place to begin because the results are easy to see. The Energy Efficiency Survey reiterated this fact, with lighting being one of the main targets of a company’s energy tracking efforts.

3M’s Hejnar suggests installing energy-efficient lights, like LEDs. 3M converted a couple of its plants entirely to LEDs and cut its power consumption on lights by almost 50 per cent.

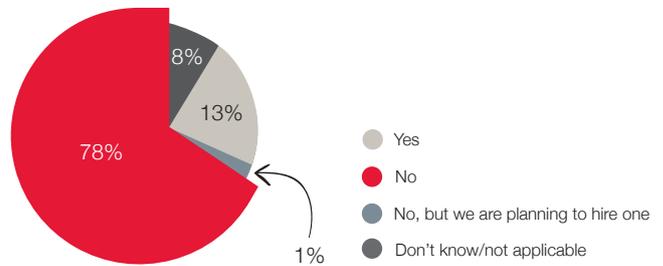
Energy Management

THE SURVEY ASKED “WHO IS RESPONSIBLE FOR ENERGY MANAGEMENT?”



• (32%) of respondents report that their CEO/owner is responsible for their companies' energy spend/usage.

ENERGY MANAGER: THE VAST MAJORITY (78%) OF COMPANIES DO NOT HAVE AN ENERGY MANAGER ON STAFF, INDICATING ROOM FOR GROWTH IN THIS AREA.



Beyond lighting, air compressors — one of the heaviest users of electricity in just about any plant — are another easy area to target because they're often not used efficiently.

According to McNeil-Smith, an air leak — that “sss...” noise — is the worst sound you can hear in a plant. It's the sound of money being wasted.

“It's not just the cost of running that compressor at its peak efficiency so that it's maintaining the level of pressure they need within their system,” says McNeil-Smith. “It's those leaks causing them to use additional energy. They really have to create an overpressure just to keep a consistent pressure, and then that creates additional waste.”

CompAir Canada's Brohman says

the numbers can add up quickly.

“If you drilled a half-inch hole in an air receiver designed to store compressed air, and you flowed the air freely through that half-inch hole, it would be 400 CFM, roughly, which is about a 100-horsepower compressor.”

A 100-horsepower compressor running all day and night costs about \$50,000 a year in hydro. Indeed, if plugging leaks means turning off a 100-horsepower compressor, you'd add roughly \$50,000 right to the bottom line. “It's a lot of money,” says Brohman.

Dig a little deeper

There are a variety of tools available to help organizations shine a light on

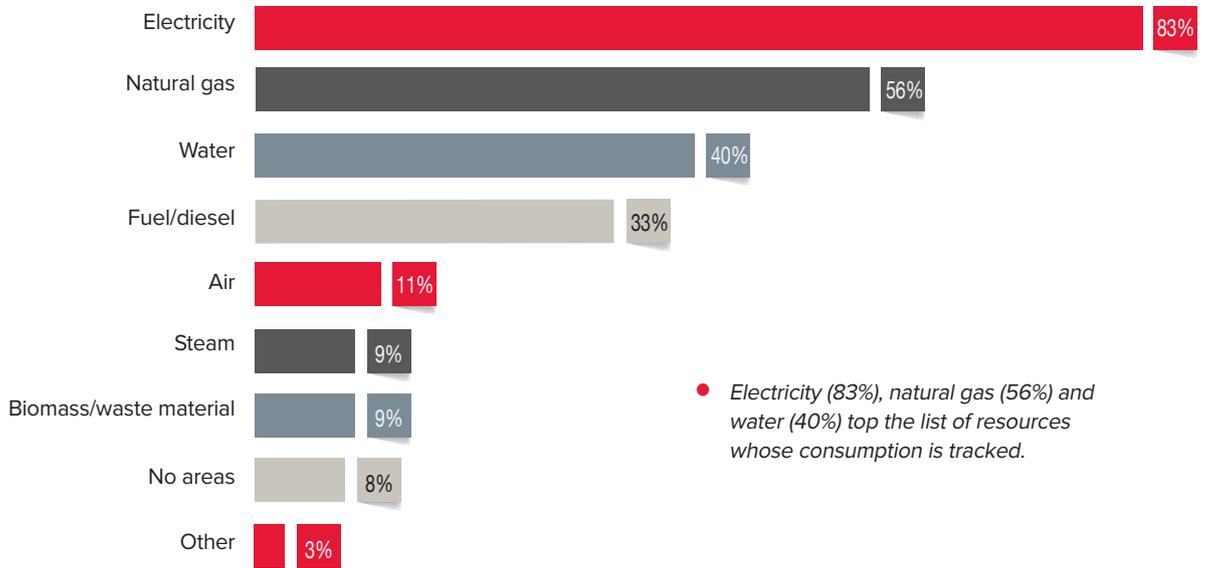


“We can help out with the incentives or help out with the paperwork

Chris Drygala,
Kitchener-Wilmot Hydro

Energy Tracking

RESPONDENTS REPORTED THAT THEY TRACK CONSUMPTION OF THE FOLLOWING RESOURCES:



“The energy audit portion of our business has grown in leaps and bounds.”

Chris Brohman, CompAir Canada

inefficient energy use.

“Aging infrastructure, motors, different machinery, transformers, they start to leak energy. Insulation starts to break down over time,” explains Mark Stathenas, national distribution and marketing manager, Megger Instruments.

As a provider of electric test equipment and measuring instruments for electrical power applications, Megger Instruments helps its customers pinpoint problems.

“We can test your overall systems, your grounding systems,” says Stathenas. “We can measure the leakage to ground so you can have an overall sense of how much energy is being lost in your system.”

Ground testing, he says, is often

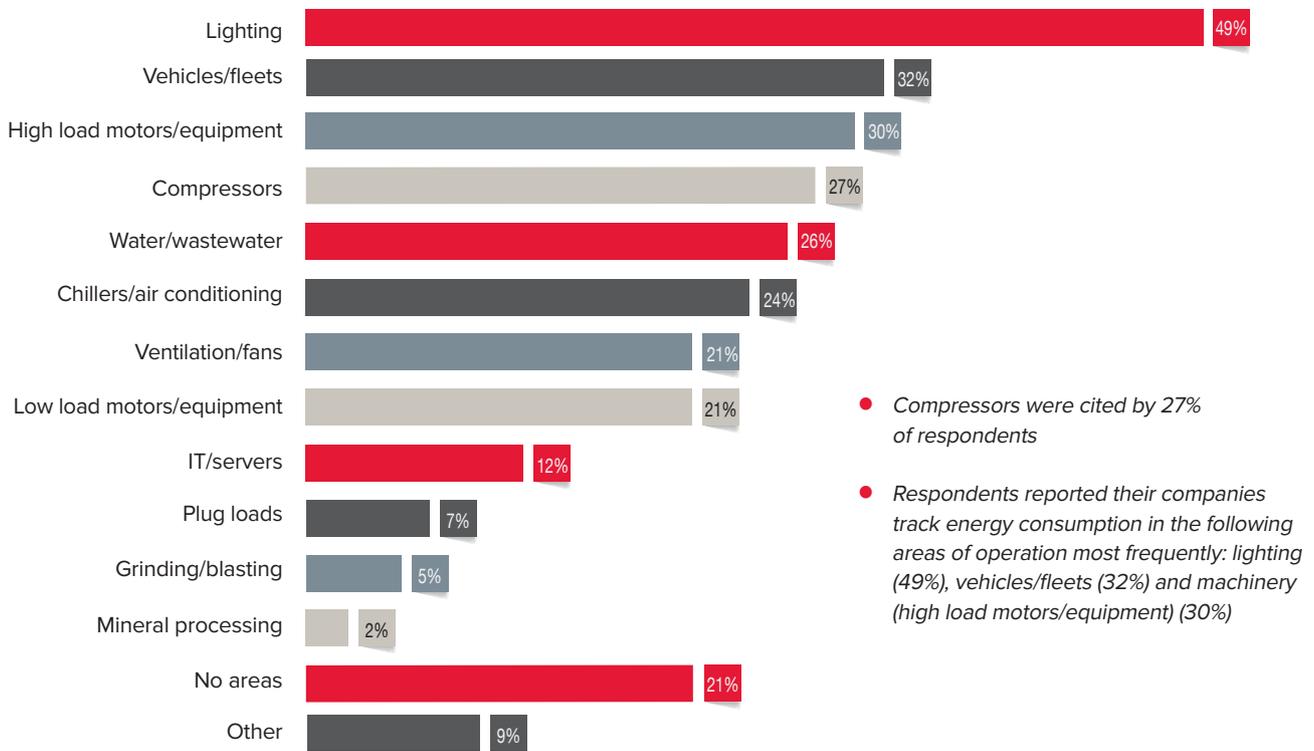
neglected in North America, but it is a recommended and valuable test because the soil is where all the energy goes if there’s a fault or current leakage — even small amounts.

Drygala suggests air leak detection guns are another valuable tool, because they help pinpoint where leaks are and quantify how much that leak is costing the organization.

Sub-metering is an option if a manufacturer wants to determine the energy consumption or intensity of a specific piece of equipment.

3M installed sub-metering on its processes that use electricity, natural gas and steam to examine its energy intensity. He suggests portable meters can be used as well.

ENERGY CONSUMPTION TRACKING BY APPLICATION: THE SURVEY ASKED RESPONDENTS WHAT APPLICATIONS THEY TRACK FOR ENERGY CONSUMPTION



“Those meters are not very expensive,” he says. “You can connect them to your energy users for a week or so and collect data. And that will tell you how much energy that particular area is using, instead of going after fully blown sub-metering, which is very costly.”

Implement a strategy

Once manufacturers have exposed the areas of their plant that consume the most energy, a strategy can be developed to help improve efficiency.

3M Canada has a three-pillar approach to energy management. First, the company measures its energy consumption to identify where its energy is going. Next, it looks at technologies that will help them achieve

their goals (i.e., converting lights to LEDs and implementing more efficient compressors). Lastly, 3M has awareness campaigns where top management communicates to every employee that energy conservation is important.

The company also formalized its approach to energy management by applying for the ISO 50001 standard, which outlines a systematic approach to establishing, implementing, maintaining and improving an energy management system. It currently has two plants certified through ISO 50001, and is in the process of certifying two additional plants. The plan is to have all of its manufacturing locations certified to ISO 50001 by the end of 2016.

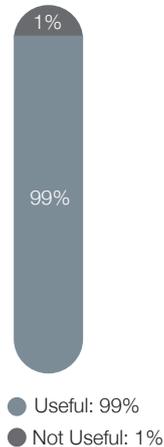
“We found the standard to be a very good vehicle for helping us with energy management,” Hejnar explains. “We have energy planning sessions. We have energy reviews. We have management reviews. We have complete support from our top management, which is very important.”

Part of 3M Canada’s strategy is to have a dedicated energy manager — Hejnar’s role. He focuses on implementing energy management systems and monitors the company’s consumption. He also works with 3M’s sourcing group on natural gas purchasing, and works to promote energy awareness and energy training.

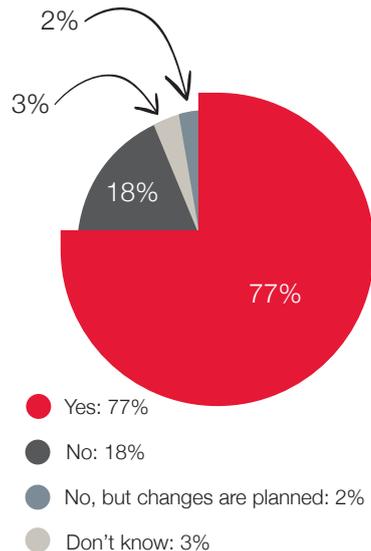
Large companies are eligible for funding for an energy manager, where they

Audit impacts

THOSE WHO HAVE CONDUCTED AN ENERGY AUDIT WERE ASKED IF IT WAS USEFUL. 99% SAID “YES.”



COMPANIES WHO CONDUCTED AUDITS WERE ASKED IF CHANGES WERE IMPLEMENTED AS A RESULT. 77% SAID “YES.”



99 Aging infrastructure, motors, different machinery, transformers, they start to leak energy.
Mark Stathenas, Megger Instruments Canada

can receive a portion of the training costs, salary and/or travel costs up to a certain amount. Other organizations that aren't large enough for a dedicated energy manager have partnered to share one. McNeil-Smith says he knows of a hydro company that has partnered with other small utilities to have an energy manager that travels around to multiple plants.

If that's not an option, there should be someone from the organization who wears that hat — an energy champion.

At Marini Foods, a Toronto-based Italian meat processor, that person is Rino Arnone, the CEO. Arnone tracks energy usage for the company, which operates out of an 18,000-square-foot plant with 25 employees. As a small

manufacturer, his approach to tracking isn't very high-tech, but it does give him some insight into the company's energy use.

“How do we track it? It's me with an Excel spreadsheet looking at it, year over year,” Arnone explains. “I'm looking year-to-year just for little improvements here and there.”

At The Lynch Group of Companies, Ernie Lynch, CEO, is one of the company's energy champions. Part of his strategy is to look at energy-efficient options when it's time to implement new equipment.

“We're looking at ways of saving electricity through the types of machinery that we buy,” says Lynch.

Preventative maintenance also has a

RESPONDENTS WERE ASKED IF THE ENERGY AUDIT RESULTED IN SAVINGS. MOST (85%) SAID “YES.”



- Nearly all (85%) of respondents indicated that the energy audit led to savings at their company

place in a company's energy strategy. If equipment is maintained, it's going to run at peak efficiency.

"We try to educate our customers with regards to maintenance," says Stathenas. "We view it as an investment rather than a cost."

3M, for example, has a blitz for air compressor leak detection every quarter. The company's preventive maintenance program also includes hiring consultants and contractors to do some of its maintenance activities on larger equipment like chillers and make-up air systems.

3M also uses a lifecycle analysis tool that estimates how long a piece of equipment will last, and how much it will cost the company over that period

of time. The tool can help the company determine whether the cost of running that piece of equipment over the next 10 years is greater than if a new piece of equipment was in place.

Look at shut-down and startup routines

Does your equipment need to run continuously? If you shut down your equipment, do you have to turn it back on all at once, or can startup be staggered? Answering these questions and taking a look at shut-down and startup routines can result in increased efficiencies and savings.

McNeil-Smith offers an example from an EMC member, a furniture manufacturer.



“Focusing on energy consumption alone will not really tell you the whole picture.”

Andrew Hejnar, 3M Canada

Spending & Costs

HOW HAS RESPONDENTS' ENERGY SPENDING CHANGED OVER THE PAST 12 MONTHS?



- Increased: 23%
- Stayed the same: 40%
- Decreased: 32%
- Don't know: 5%

HOW ARE ENERGY RELATED OPERATING COSTS EXPECTED TO CHANGE OVER THE NEXT 12 MONTHS?



- Increase: 26%
- Stay the same: 32%
- Decrease: 37%
- Don't know: 5%

● Energy spend increases in the past 12 months were reported by nearly a quarter (23%) of respondents, while 26% foresee increases in operating costs related to energy over the next 12 months



“I’m looking year-to-year just for little improvements here and there.”

Rino Arnone, Marini Foods

“They’d all head out onto the shop floor at 7:00 a.m. and they were all throwing their equipment on at the same time. And they were wondering why their power factor was so bad on their bill,” he explains.

Just by changing their behaviour and staggering the startup process, as well as looking at whether everything needed to be turned on right away, the company found savings, and it didn’t cost a thing, other than an investment of time.

“Before you do that startup, you have to shut down,” adds Hejnar. “We found that during non-production periods, weekends, Christmas, breaks, things like that, in the past we didn’t do a very good job shutting down equipment completely...so we

investigated.”

Hejnar says they created an energy team that walked through the plant on non-production days to identify every piece of equipment that was left on, from PC monitors to lights in the washroom. The list, he says, was “really, really huge,” including compressors and chillers running during non-production periods. The energy team met with the maintenance, engineering and production departments, presented the list and asked them what they could shut down safely.

Once they determined what they could safely shut down during non-production times, “the savings were incredible,” says Hejnar. “We went from about 30 per cent of energy consump-

EMPOWERMENT: 48% SAID EMPLOYEES ARE NOT ENGAGED IN ENERGY EFFICIENCY



- Engaged: 52%
- Not Engaged: 48%

LEADERSHIP: 55% SAID SENIOR LEADERSHIP IS ENABLING ENERGY EFFICIENCY



- Enabling: 55%
- Not Enabling: 35%
- Don't Know: 10%

tion during non-production days down to five per cent.” And those savings took very little investment to achieve, other than \$800 for a five-horsepower compressor to keep essential pieces of equipment pressurized on the weekend (instead of running its 300-horsepower compressor).

Another way to help increase energy efficiency is through automation. For example, one of Lynch’s plants has tied its bay doors and other main doors to its air conditioning system. The air conditioning automatically turns off after 60 seconds if the doors are open.

In addition, Lynch has sensors wherever possible, so lights don’t stay on in washrooms, kitchens or common areas when they are empty.

Arnone has also saved energy, and money, through automation. Recognizing how much energy was being used to defrost an evaporation coil regularly, he retrofitted one room with an advanced control system that detects when defrosting is required, rather than twice a day, every day, no matter what, which is how it was done before. That, he says, is estimated to have saved the company at least 10 to 20 per cent.

Make energy awareness part of the culture

A big part of an energy strategy is developing a culture of energy efficiency. The best part is, creating a culture doesn’t have to cost anything — it’s

free, McNeil-Smith points out.

“Behaviour is not always the first thing that senior management tries to change, but it’s the free one,” he says.

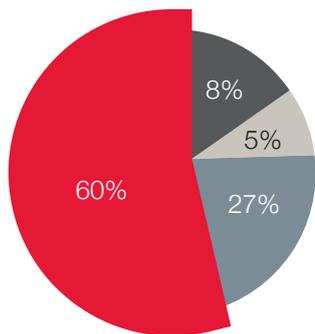
McNeil-Smith says he’s heard of employees purposely puncturing hoses in hot environments just to get air blown on them. If an organization had a culture where every employee understood energy consumption and the role they play, this wouldn’t happen.

Both The Lynch Group and Marini Foods try to educate employees on energy-saving measures.

“[We] tell our employees to decrease their use of energy. They shut off when they can shut off,” Lynch says.

No Energy Audit

THOSE WHO HAVEN'T CONDUCTED AN ENERGY AUDIT WERE ASKED IF THEY'RE PLANNING ONE. 40% SAID "YES."



- Yes, within the next 12 months: 5%
- Yes, within the next 2-5 years: 8%
- Yes, but not sure of timing: 27%
- No: 60%

● Among those whose companies have not conducted an energy audit, the majority (60%) of respondents report that their companies are not planning to do so in the future.



POWERFUL HELP

: Incentives to bring ideas to reality

THE IESO'S SAVEONENERGY PROGRAM FOR BUSINESS OFFERS MANY INCENTIVES TO HELP COVER THE COSTS OF FINDING AND DEALING WITH INEFFICIENT PROCESSES WITHIN A COMPANY.



ENERGY AUDITS AND ENGINEERING STUDIES

Expert auditors identify opportunities for improvements and provide business cases for efficiency initiatives, including:

- Classify energy savings by project
- Identify non-energy related improvements
- Estimate the cost of improvements
- Summarize the return on your investment for each project and prioritize the work based on cost, lifecycle cost savings and non-energy related financial benefits.

SaveONenergy will help cover the cost of a basic energy audit and post-audit engineering studies to define project requirements, estimated cost and return on investment.

RETROFITS

saveONenergy will fund a portion of the costs to upgrade lighting, HVAC systems, pumps, motors, fans or other equipment.

ENERGY MANAGERS

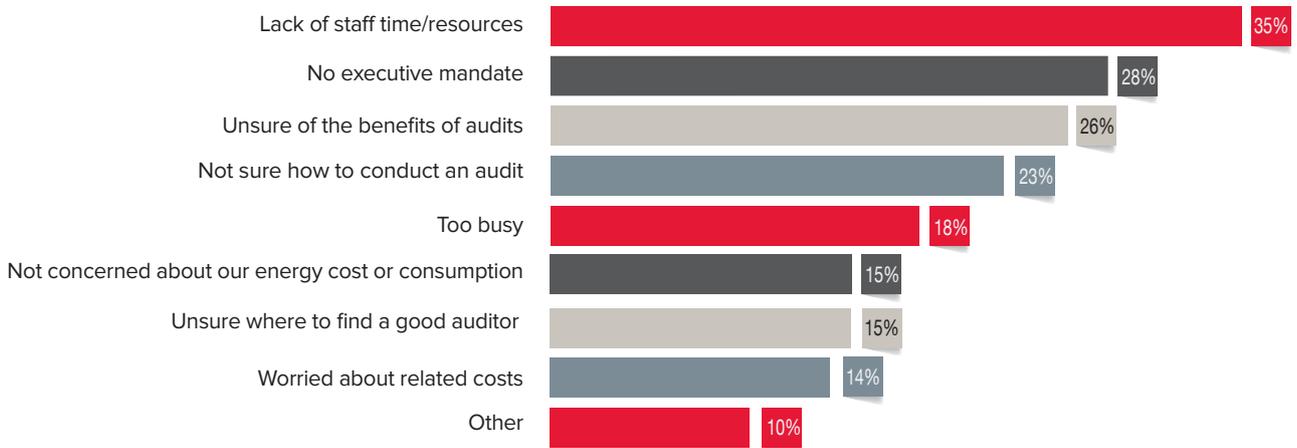
The saveONenergy program will help cover the salary of a full time energy manager. Energy manager resources may be available through local utilities' Energy Manager Programs as well.

ENERGY MANAGEMENT TRAINING

Businesses can receive rebates towards training for a certified Energy Manager, Commissioning Agent and Measurement & Verification training.

Find out more at saveONenergy.ca/business or get your local electric utility to contact you at saveONenergy.ca/get-started

THOSE WHO HAVE NOT CONDUCTED AN ENERGY AUDIT WERE ASKED WHY.



- Among those companies that have not conducted an energy audit, 35% cite a “lack of staff time/resources” as the reason for not doing so.

- “No executive mandate” and “Unsure of the benefits” fell into a near second and third place at 28% and 26%, respectively.

Arnone tries to educate his employees on the high cost of energy by reminding them to close refrigerator doors behind them when they’re moving carts of meat in and out.

It’s also important to keep energy top of mind when mapping out the production process and looking for continuous improvement.

“If you’re...looking at improving productivity in an area, do you look at the impact of energy? Or the impact of what your productivity improvement will have on energy?,” asks McNeil-Smith. “Is energy one of those value streams that’s being considered?”

McNeil-Smith also points to the importance of making energy efficiency a goal all employees can be part of. Man-

agement of energy consumption varies from company to company—with the function handled in maintenance, finance, engineering, even human resources.

“You’ve got staff doing maintenance, you’ve got staff doing productivity improvement, you’ve got staff doing general production,” he says. “If energy is part of that thinking, that value stream...they keep energy top of mind, then [conservation] is going to happen organically eventually, once the culture gets there.”

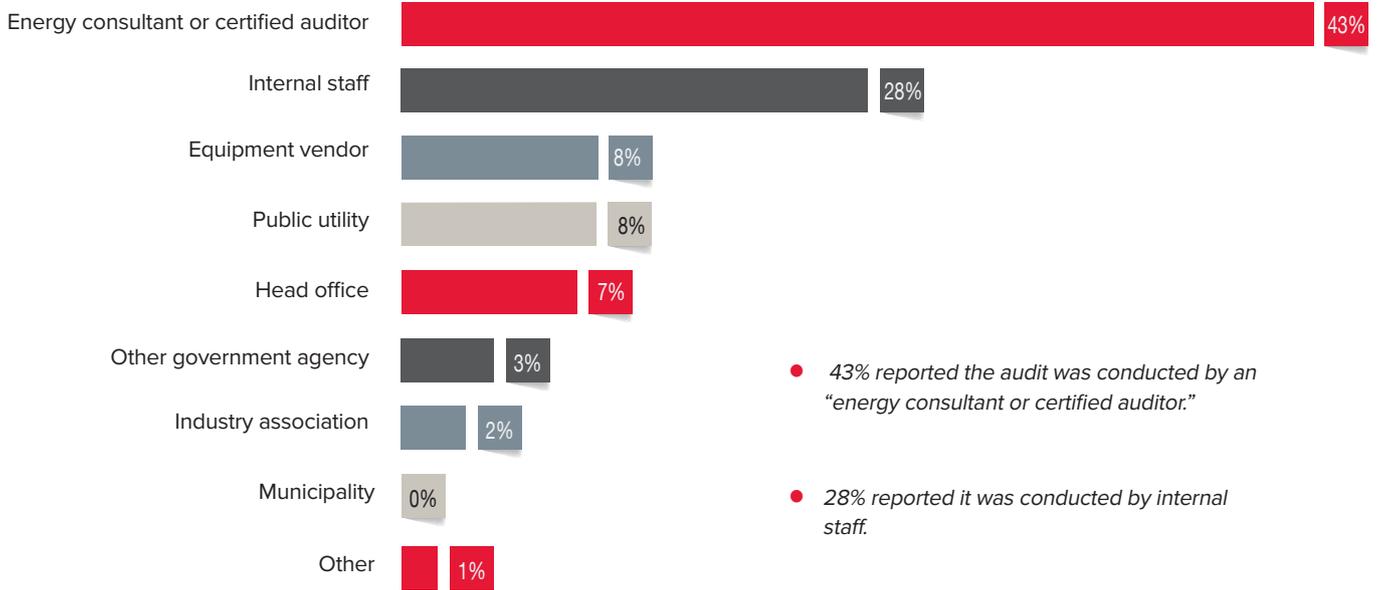
That kind of culture change doesn’t happen on its own, he adds. Energy management is most effective and pervasive in businesses when it has support from the executive team, he adds.



“We’re looking at ways of saving electricity through the types of machinery that we buy.”
Ernie Lynch, Lynch Group of Companies

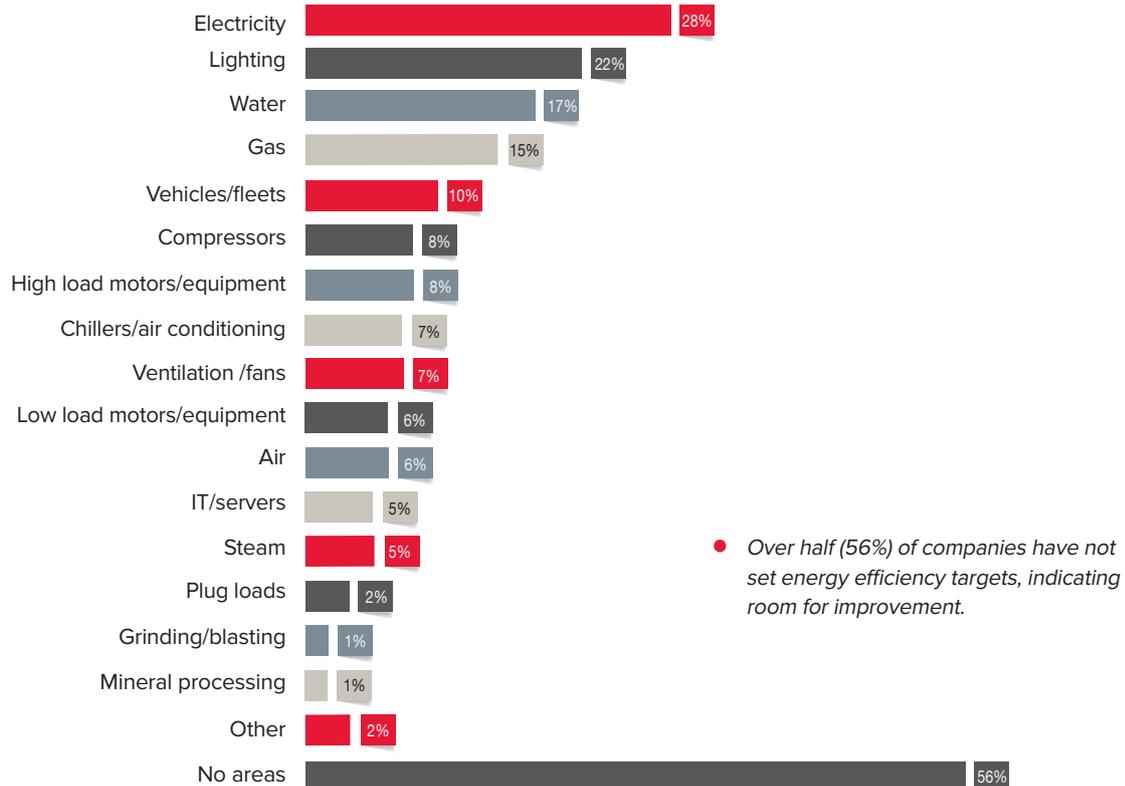
Auditors & Incentives

RESPONDENTS WERE ASKED WHO CONDUCTED THEIR ENERGY AUDIT.



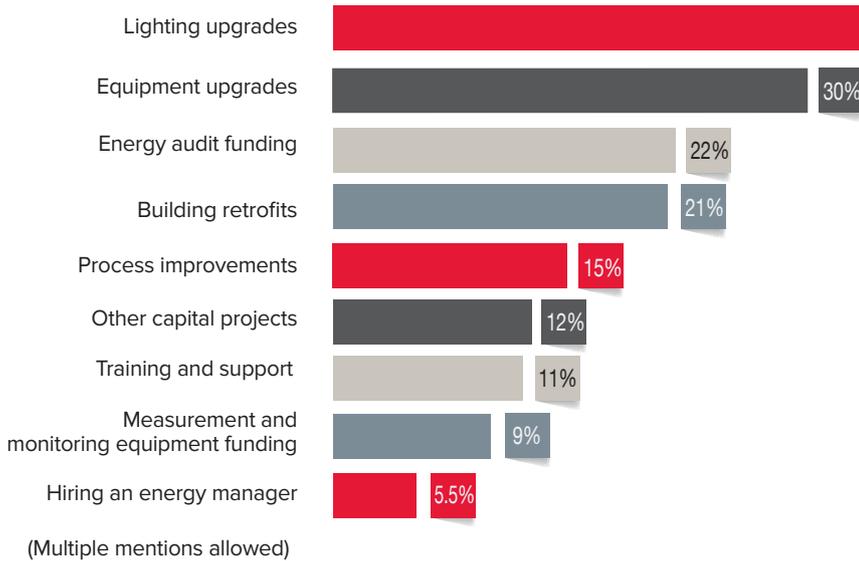
Energy Efficiency Targets

THE SURVEY ASKED ABOUT TARGET AREAS FOR CONSERVATION. THE MOST COMMON AREA IS ELECTRICITY AT 28%.

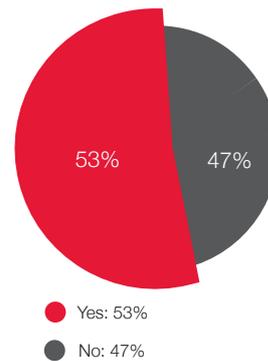


Government/Utility incentives

AWARENESS: THE SURVEY ASKED IN WHAT AREAS RESPONDENTS ARE AWARE OF INCENTIVES. LIGHTING TOPPED THE LIST



RESPONDENTS WERE ASKED IF THEY ACCESSED GOVERNMENT/UTILITY INCENTIVES FOR THEIR ENERGY AUDIT. 53% SAID "YES."



“It’s absolutely vital and has to be driven top-down. There are [often] employees with a continuous improvement mindset that will come up with ideas...especially if you established teams to tackle problems... If you put in place the right incentives...the ideas start to percolate. If you get enough of them, you can prioritize which ones you want to tackle and pick off the low hanging fruit.”

For 3M’s part, it has a very structured employee awareness and engagement program, which is mandated by ISO 50001. The company encourages employees to suggest energy conservation ideas and, in some locations, they are rewarded for good ideas.

For Lynch, it’s about more than just

saving money. It’s also about what his company can do to help the environment. His approach is to show his employees that it’s important through incentives. He offers a cash incentive to anyone who buys a plug-in-vehicle. The company will also pay a stipend for employees who move closer to work and decrease their commute time (and hence, their fuel consumption).

The road ahead

While Ontario’s energy costs may be increasing, the strategies and ideas that

the panelists put forward during the roundtable showcase the opportunities that are available to manufacturers, big and small.

“If you use your energy in a smart way,” says Hejnar, “then you can actually affect your bottom line.”

More than that, you can impact the footprint you’re creating, and help your plant contribute to a better, cleaner world.

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For more information on this survey, or any of CanadianManufacturing.com’s other research or events, email us at info@canadianmanufacturing.com.

Once he reduced his energy costs by 55% after installing a VFD, savings in other parts of his business went into overdrive.

Once you start seeing the benefits from our incentives for installing premium efficiency motors and VFDs, you'll want to look into making other parts of your business like lighting, HVAC and compressed air systems more efficient too. When you do, you'll be joining thousands of organizations across Ontario who are already enjoying the savings that our programs deliver.

Take a look at their stories and our incentives at saveonenergy.ca/business

