



Energy Management Association
OF NEW ZEALAND

Energy Managers on NZ Gas Sector

Ewan Gebbie
Gas Conference 2011

John Key! Fix that oil slick!



Do I have to fu**in do EVERYTHING around here?!

Outline of Presentation

- > Who is EMANZ and who do we represent?
- > The Good News
- > The Bad News
- > What Needs to Happen?

Who Is EMANZ?

- > Represents the Energy Services Sector of New Zealand
- > Around 300 Members, Individual and Corporate
- > Run Training Programmes
- > Accredite Energy Service Professionals

Who Is EMANZ?



Individual Members Include:

- > Local Government Energy Managers
- > Industrial sector Energy Managers (Fonterra, CHH, NZ Sugar, NZ Refining, Anzco Foods Co, Gull etc)
- > Accredited Energy Auditors
- > Tariff Consultants

Some Gas Positives

- > Active ICP's on the increase
- > More transparency on sector performance –
Registry working well, coping with increased
switching, switching times down
- > UFG long term trending **towards**, not **away** from
zero

WELL DONE!

A Few Signs of Weakness

- > Transmission capacity rights separation from energy contracts causing customer frustration
- > Prices going up despite competition from alternate energy sources
- > Service levels to allow customers to monitor their gas usage is very poor

Market Opportunities Include

- > Boilers – need for improved maintenance, and replacement of old heat plant
- > Commercial buildings – replacing the poor service installations of the 1980's i.e. HVAC, boilers, chillers etc

SERVICE?

“Try getting basic monitoring equipment on a gas revenue meter, last time it took 12 months!”

“Where gas TOU meters are installed, the best they seem to provide is a 5 week old printed graph with the invoice”

EXAMPLE – The Reserve Bank Building 2010

Completed an energy audit with one capex recommendation in 2008-9

> Spend \$5,000 on a TOU gas meter

Monitoring gas use (plus a few other opex recommendations) resulted in annual gas savings of 35% (\$65,000 a year) - making gas **MUCH** more competitive

SERVICE – What Do We Want?

1. “A simple, quick and affordable service that provides timely TOU (hourly) data from gas revenue meters”
1. “Transfer of pipeline capacity with the customer, and not have it used as an anti competitive device”

SERVICE – Why Should You Provide It?

- > Gas competes with alternative energy sources
- > Gas has a high control factor, that aligns with efficient use
- > Efficient use makes it more cost effective than its alternatives

Conclusion

- > Improving customer service is key to the growth of the sector and a business opportunity for smart gas retailers
- > Opportunities particularly exist in the commercial sector (560 buildings above 9000 m²)

EMANZ Events 2012

- > EMANZ Conference 22-23 March, Christchurch
- > Facilities Managers Energy Management training – Wgtn in Feb, Auckland in April, Chch in June
- > Commercial Building Energy Specialists Training – Auckland in March, Wellington in May