

To save 6.5% on their energy bill,
Sealord started by changing the
hardest thing of all.



Ross Alexander, Energy Co-ordinator

Their thinking.

Sealord's fresh look at energy

Most businesses have a mindset that puts energy costs firmly in the overheads file, a 'given' that fluctuates with production.

Sealord, New Zealand's largest seafood company, decided it was time to challenge the accepted wisdom. So, they appointed an energy co-ordinator and assembled an energy management team including plant managers, finance managers, and processing supervisors from their plants in both Nelson and Dunedin. They also enlisted the help of our experts here at EECA to help them refine their search and pin down specific energy saving initiatives.

Energy use 6.5% down. Production 7.5% up.

An exciting opportunity was soon identified, which involved enhancements to two heat recovery systems that produced steam and electricity for cleaning and heating. It delivered major savings in the costs of both electricity and light fuel oil. In fact, Sealord saved 6.5% on its energy bill in 2000 –

right against the flow of production
which actually increased by 7.5%.

Sometimes, profit is all in how you look at things

While technology and expertise played their part, the first key to success was inside management's head – the change to seeing energy as an input that can be controlled, rather than a resource outside their control.

Maybe it's time your team started reviewing how you think about energy. When you do, we're here with Emprove to help make things happen for your business. For more information, contact the business team, business@eeca.govt.nz, phone 0800 358 676 or visit www.emprove.org.nz

