

Power Smart Alliance Industrial Energy Manager

**Demand Side Energy
Consultants Inc.**
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Company overview

Demand Side Energy (DSE) has been conducting industrial energy audits and providing energy action plans since its inception in 1990. Over the years and hundreds of facilities later, DSE concluded that the energy cost savings opportunities must be developed and presented in a way that reinforces existing plant priorities.

Overall industrial experience

Demand Side Energy brings a focus on electric motors and driven equipment in equal balance with energy management expertise and techniques. Energy management planning is geared toward successful outcomes by building on existing plant initiatives such as, Corrective Action Teams, Total Quality Management and Total Ownership Cost initiatives whenever possible. Our engineering and management focuses are on loss reduction and the key elements of successful loss reduction programs.

Energy management experience

The focus of DSE’s work over the past several years has been energy efficiency in industrial and commercial buildings. DSE staff have successfully managed over 200 energy efficiency projects in Manitoba, Saskatchewan, Ontario and British Columbia. In addition DSE has completed two dozen overseas projects in the mining, manufacturing, metal and wood processing sectors. Areas of specialty include: Energy Audits – Industrial and Commercial; Energy/Utility Measurement and Verification; Utility performance/tracking; Energy action plans; Greenhouse gas plans; Green procurement policy planning; Client Liaison for NRCan funded projects. In 2003, DSE authored two award winning “Energy Action Plans” one of which was for Winnipeg Health Sciences Centre that achieved “Gold level status reporting” with the Voluntary Challenge Registry (VCR) with a perfect score of 100.

Marketing and communication skills

Demands Side Energy staff is regularly sourced for national and international presentations on energy management in the industrial and commercial sectors. For more than seven years DSE provided the marketing and communication plan for Canada’s High Efficiency Motors Programs from BC to Nova Scotia. Project presentations to non-technical staff are a specialty of DSE.

Energy management related issues

Over the past 15 years Demand Side Energy has developed ten Canadian electricity and gas utility efficiency programs. We developed and delivered (1990-1996) the BC Hydro Power Smart High Efficiency Motors Program, which is recognized as the most impact industrial motor-based demand side management initiatives in North America.

Experience with financial analysis and business plan development

Demand Side Energy employs excellent financial analysis techniques and has worked with the World Bank, Asian Development Bank and the European Bank of Reconstruction and Development on several business cases for energy project financing abroad.

Additional activities

Bridging consulting; third party engineering reviews, customized training and awareness; DSM program planning

Affiliations

APEG BC; APEG M; ASHRE

Business criteria

Staff in BC: 2	Hourly rate:	
Staff in Manitoba: 5	Alex Fleming, P.Eng., President	\$105
	George Andrich, BSc. ME., Vice-President Energy Services	\$85
	Arash Ghorayshi, BSc. EE., Electrical Technician	\$55

In summary

DSE is an energy management firm specializing in large scale commercial and industrial energy management. For more than 15 years DSE has offered unique and successful approach to technology transfer and energy management work that has been widely recognized in BC and across Canada.

At a glance

		Knowledge		Experience	
Ratings					
Excellent	6				
Very good	5				
Good	4				
Acceptable	3				
Some	2				
Limited	1				
		Energy audits	6	6	
		Plant Wide Audits	6	6	
		Energy use analysis	6	6	
		Energy accounting	6	6	
		Energy codes and standards	6	6	
		Electricity rate structures	6	6	
		Experience with Power Smart programs and other government grant programs for energy efficiency	6	6	
		Developing a budget, business case, and funding strategy for projects	6	6	
		Life-cycle costing	5	5	
		Project Management	5	5	
		Report writing and presentation skills	6	6	
		Electrical Energy Management			
		Peak load reduction	5	5	
		Load management	5	5	
		Power factor improvement techniques	5	4	
		Harmonic distortion reduction	4	3	
		High-efficiency lighting design	5	5	
		Energy efficient motors	6	6	
		Adjustable speed drives	5	5	
		Voltage optimization	3	3	
		Creating an load inventory	6	6	
		Creating energy use baselines and benchmarks	6	6	
		Energy management control systems	5	5	
		Process Control Optimization	5	4	
		HVAC	5	5	
		On site power generation	4	1	
		Boilers and steam generation	4	3	
		Cogeneration	4	2	
		Waste heat recovery	4	2	
		Alternative fuel choices	5	5	
		Best maintenance practices	4	4	
		Specific Industry Experience			
		Pulp & Paper	4	4	
		Sawmills, Wood Products	5	5	
		Mining & Mineral Processing	5	5	
		Chemical Plants	4	4	
		Oil & Gas	3	3	
		Food Products	3	3	
		Cement & allied Products	3	3	
		Bulk Material Handling, Storage, Terminals	5	5	
		Fabricated Metal Products	4	4	
		Transportation	3	3	
		Water & Waste Treatment	3	2	
		Plastics & Rubber Products	4	4	
		Printing & Publishing	4	4	
		Pumping Systems	5	3	
		Fan Systems	5	3	
		Electrical Design	3	1	
		Compressed Air Systems	4	3	

Qualification Note: Ratings above are provided by the applicant. BC Hydro does not take responsibility for the accuracy of this information.