



East Harbour Industrial Energy Services

East Harbour is an energy-focused consulting firm that undertakes commercial and strategic projects for a wide range of businesses and organisations. We have strong technical and commercial capability and experience, based on over 10 years of assignments for a diverse range of industrial and commercial energy users.

Our specific expertise covers both the supply and demand sides: developing energy-related strategies, implementing energy projects, introducing new technologies, and assisting customers to effect utilisation improvements and reductions in energy use, carbon emissions and associated costs. We have particular capability in financial and commercial analysis and are familiar with many types of project structures, including BOOTs and BOOs, and in structuring agreements on a win-win basis.

East Harbour's focus areas with respect to industrial energy include:

- Energy-related commercial advice, strategy development, risk assessment, and business planning
- Feasibility studies: covering energy and electricity generation and use, and including alternative fuels and new technologies
- Energy and waste advice and auditing, including cost assessment, benchmarking and solution development, and provision of energy-management services
- Emission assessment, and mitigation and cost reduction strategy development
- Fuel and energy supply and contracting, and price and supply forecasting; including biomass, fuel crops, geothermal and all hydrocarbon fuels
- Commercialisation of energy projects, including financial assessment, business case development, consenting, and project management

East Harbour's industrial energy services group can assist you in gaining:

- Lower costs for energy, water, and waste
- Access to best practice and up-to-date technology expertise
- Reduced exposure to future cost escalation
- Reduced costs (and also marketing benefits) from carbon reduction and other environmental initiatives
- Independent assessment of alternative energy options, project viability and commercial business-case preparation
- Efficient and professional project investigation and implementation; without tying up in-house key personnel
- Off-balance sheet project finance options
- Increased profitability and competitive advantage

Our business and team experience includes:

- Technical investigation, commercial negotiation and development of biomass, waste, coal and gas fuelled heat and cogen plants
- Investigation and implementation of landfill gas developments
- Business case development and implementation of waste to energy projects

- Mobilisation of stand-by electricity generating plant throughout New Zealand
- Resource consent process management for a range of energy projects
- Geothermal feasibility studies: for both process heat and electricity generation
- Energy auditing for a range of organisations including analysis of usage, energy and line charges for both gas and electricity
- Energy and emissions strategy development
- Development of waste to energy strategies for timber processors and other energy users
- Development of biomass fuel strategies, including fuel-cropping and wood residues, for process heat and electricity production

East Harbour also has its own extensive reference library and databases and access to extensive information through the Energy Library www.energylibrary.org.nz (an associate company).

East Harbour’s industrial energy team:

Mike Suggate, director: Mike has more than 30 years’ engineering and management experience, predominantly in the energy sector. This experience includes senior management positions in electricity generation, distribution and retailing businesses, and for an oil company. Mike also has wide management experience in manufacturing. Prior to joining East Harbour, Mike was general manager of a start-up energy business “Energy for Industry” which focussed on the provision of heat and electricity services from ownership and operation of on-site energy plant utilising renewable and fossil fuels.

Siegfried Zoellner: Siegfried is an experienced commercial analyst and engineer in the energy sector, specialising in energy efficiency and renewable energy technologies and projects. He has worked in a range of roles such as development engineer, business analyst and technical solutions manager for a number of energy businesses, predominantly in New Zealand and in Germany. Siegfried is an energy auditor accredited by the Energy Management Association of New Zealand (EMANZ). He is based in Auckland.

Tim Armstrong: Tim is an experienced engineer and facilities manager and was EnergyWise Energy Manager of the Year in 2004 for his work with Victoria University energy services. He has 20 years’ experience in Process Engineering including as Chief Engineer at one of New Zealand’s largest breweries. He is available to advise on the establishment of energy management programmes or to assist with implementing such systems. Tim has worked internationally to raise awareness of incorporating sustainable measures in both commercial and industrial developments. Tim and was awarded a Winston Churchill Memorial Fellowship to conduct an international study of small scale renewable generation.

Other team members offer analytical, research, and planning support while East Harbour works closely with specialist engineering and technical consultants as required.

For further information or enquiries please contact:

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