



East Harbour Management Services

can assist you with your

Data Analysis and Interpretation

East Harbour undertakes evaluations and provides advice on commercial and strategic fuel, and energy resource availability and cost to a range of government and energy companies. It can help you with data collection and interpretation of that data.

East Harbour's staff have technical and commercial fuel and energy resource experience that they can bring to your projects.

East Harbour is a provider of predominantly management services such as general management, project specific co-ordination, and technical representation.

East Harbour's staff have had strong involvement in the commercial and industrial sector with experience including commercial strategy and investment planning, project evaluation, due diligence, industrial projects, and business management. With this highly flexible skill base, effective services are provided to a variety of organisations including government agencies, local authorities, and manufacturers and suppliers.

East Harbour takes a professional structured approach to each assignment and adapts this to meet specific customer requirements. This is achieved utilising the unique mix of technical and commercial skills, and know-how to the benefit of all parties. It has specific passions in the fields of energy, water and wastewater processing, and residue streams with an aim and desire to promote sustainable business practices.

More specifically, East Harbour has investigated and developed new capital investments. It contracts to manage assets and investments on behalf of others and its experienced staff can secure contractual arrangements, develop and gain agreement on management programmes, and engage operators, maintainers and contractors as appropriate, together with undertaking routine administrative and accounting duties.

A particular strength of East Harbour is relationship management. It has a strong philosophy of engendering a sense of partnership between all parties and at the same time recognises the need for commercial disciplines.

Previous experience of relevance includes:

- Technical investigation, commercial negotiation, development of biomass fuelled cogeneration facility
- Investigation of landfill gas opportunities and waste to energy facilities
- Water utilisation, irrigation, wind, hydro, and geothermal development
- Mobilisation of stand-by electricity generating plant throughout New Zealand

- Resource consents and liaison with publics affected by development

East Harbour's project advisors and consultants can assist you with:

- Strategic advisory and support
- Advice on energy markets
- Management of the investigation of fuels for energy projects
- Fuel scheduling
- Commercial fuel negotiations
- Energy resource monitoring
- Commercialisation of projects

Staff skills can be applied to many different disciplines and industries. The collective experience includes:

- Commercial strategy and investment planning
- Energy market analysis and forecasting
- Energy pricing and inter-fuel competition
- Fuel technology and application, e.g. oil, gas, coal, and renewables
- Contract analysis, e.g. sale and purchase, production sharing, etc.
- Analysis of fuel and energy supply chains and costs
- Energy advice and auditing
- Renewable energy project development, e.g. wind, biomass, geothermal, and solar
- New and evolving energy technologies
- Project evaluation (technical, environmental, and commercial)
- Gas and coal market evaluations
- Database and information systems for fuel management
- Commercial project development
- Policy, and strategic advice and implementation (corporate, and local and national government)
- Executive and project manager leasing
- Project financial and economic analysis
- Technology transfer and training

Staff have been involved in domestic and international studies of:

- Natural gas market development and diversification
- Transport energy markets
- Oil product supply and utilisation in transport and industry
- Market implementation of new fuel technologies, e.g. production, distribution, and application
- Alternative transport fuels: gases and alcohols
- Electricity generation
- Mature and emerging markets, including non-commercial energy
- Emissions and greenhouse gas determinations

East Harbour has access to an extensive source of information through the Energy Library www.energylibrary.org.nz (an associate company). It is able to efficiently collate technical and other information to meet customer requirements.

Some Recent Projects

East Harbour analysed renewable energy use in New Zealand in writing the report **Renewable Energy - Industry Status Report (year ending March 2006) (REISR)** for EECA. This followed a similar report for the previous year.

East Harbour assisted the Bioenergy Association of New Zealand and EECA prepare the **Heat Plant in New Zealand** database updated in August 2004.

East Harbour prepared a recently published report for the Parliamentary Commission for the Environment **Microgeneration Potential in New Zealand. A Study of Small-scale Energy Generation Potential**, May 2006.

East Harbour has prepared a report on the “**Availability and Costs of Renewable Sources of Energy: 2005 Edition**” for the Ministry of Economic Development. This is an update of a previous report which was published in July 2002.

East Harbour prepared a published report for the Ministry of Economic Development on the “**Costs of Electricity From Fossil Fuel Fired Generating Plant**”.

A report for the Ministry of Economic Development on an aspect of the **gas industry**.

Contributed to reports detailing **gas and coal quantities and delivered energy costs**.

East Harbour worked with a major retail company to identify additional distributed on-site electricity generation sources, **negotiate contracts** with the owners, and coordinate the generation during the 2001 water shortage.

East Harbour were joint authors of the Energy Efficiency and Conservation Authority Commissioned reports “**Bioenergy** from Woody Biomass in NZ” (with *ForestResearch* and Massey University) and “Review of NZ **Wind Energy** Potential to 2015” (with Montgomery Watson and PB Power).

Staff

Key staff with an industrial energy focus include Barrie Wilkinson, John Rutherford, Brian Cox, Brian White, Stephen Ward, and Tim Armstrong.

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