



Total Packaging Solutions

Energy Management at Winpak Efficiency Manitoba Hearings

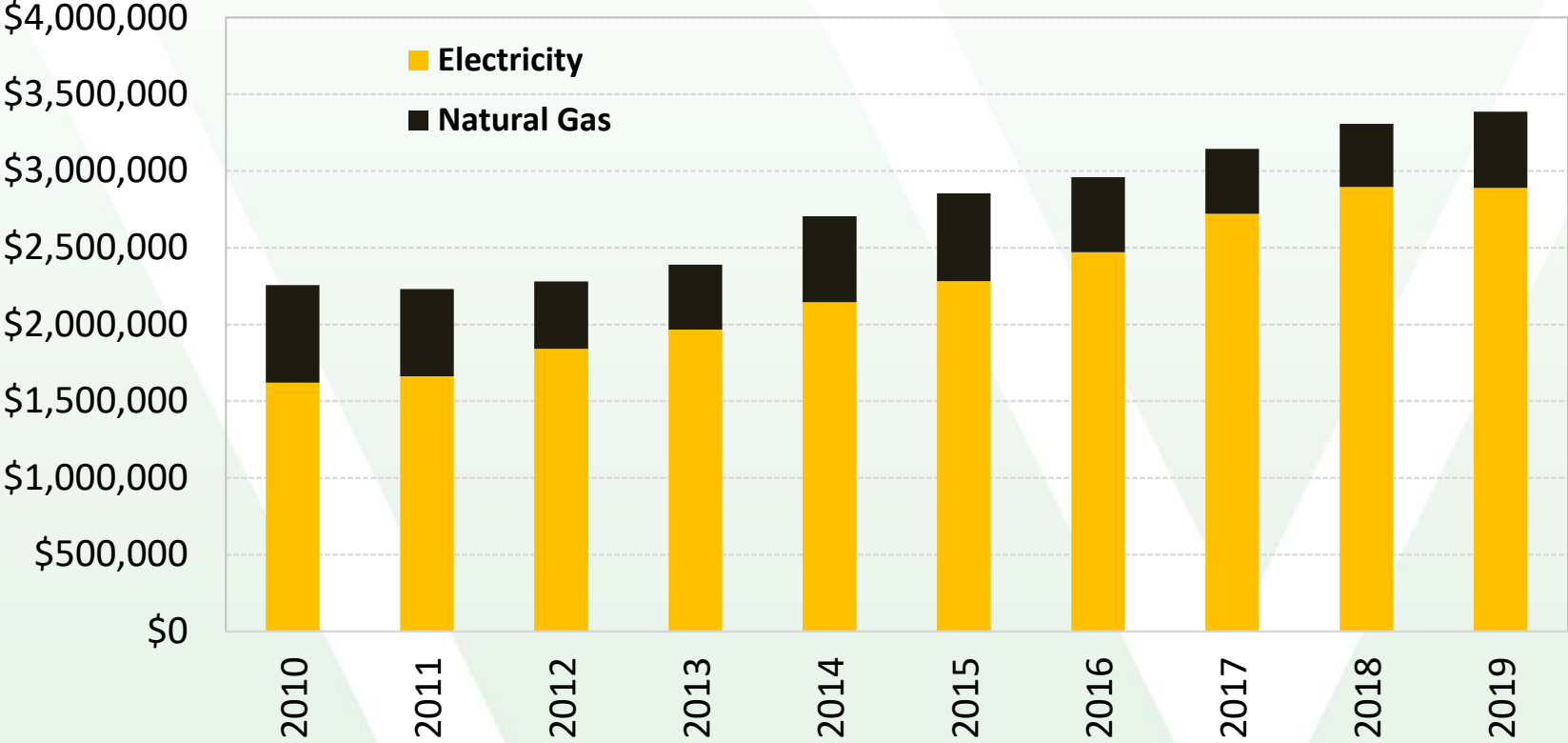
Winpak Division
Chris M. Parker, P.Eng.
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INTRODUCTION

- WINPAK is a publicly traded company (TSE WPK). Majority shareholder is WIHURI Oy.
- 12 production facilities in Canada, United States and Mexico. Started in Winnipeg over 40 years ago. Headquartered in Winnipeg.
- At the end of 2018, annual sales of \$889 million U.S.\$ and over 2,400 employees, of which 775 are employed with Winpak Division, Winnipeg.
- Winpak Division in Winnipeg produces flexible packaging to protect perishable foods, beverages, health care and industrial products.
- Winpak Division is a significant user of electricity (52 GWhr) and natural gas (2.6 million cubic meters).

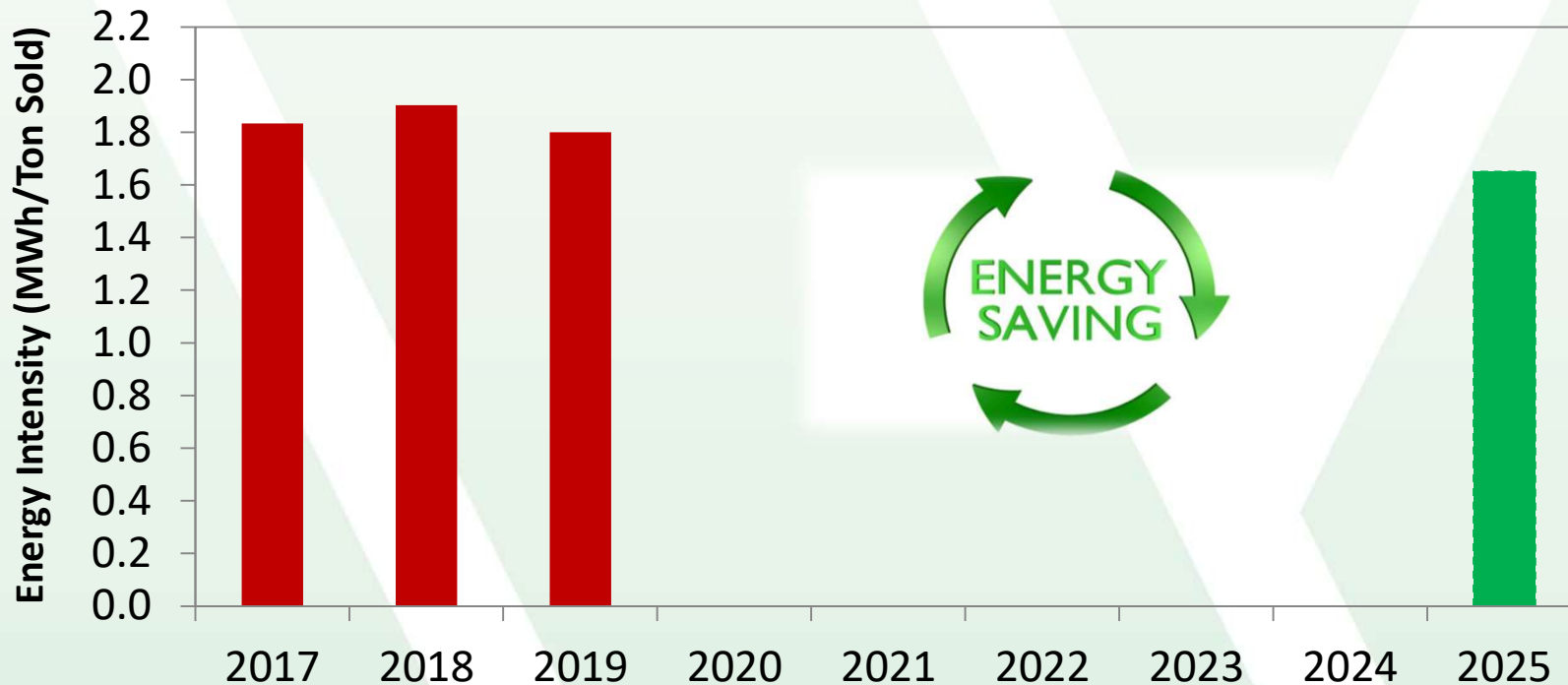


ENERGY COST AT WINPAK DIVISION



WINPAK DIVISION ENERGY REDUCTION TARGET

- Winpak is committed to sustainability, including energy reduction.
- We have a full time engineer, with CEM training, focused on energy usage.
- Short term: 2,000 MWh energy saving annually
- Mid term: 10% reduction in Specific Energy Consumption (SEC) by end of 2025



ENERGY CONSERVATION MEASURES

Year	Cost (\$)	Energy Saving (eMWh)	Hydro Rebate (\$)	Payback (years)*
2018	\$109,400	659	\$37,942	2
2019	\$647,499	1,996	\$196,549	6
2020/2021	\$1,110,494	1,672	\$341,746	6

Winpak participates in the Energy Manager Program, and the various Optimization Programs previously offered by MB Hydro to support these conservation projects. Ongoing support is important to our efforts.



**Includes all MB Hydro rebates*

COMPRESSED AIR PROJECT

- Replaced an aging 180 kW VSD compressor with a new 160 kW oil free VSD compressor including a central control system
- Conducted an end use study to identify significant end use compressed air and leakage reduction potential
- Installing a new low pressure compressor to replace an existing load/unload compressor.
- Implemented Compressed air leak management program and optimize demand side



Electricity saving: 1269 eMWh/year

Incremental Cost: \$514,297

Simple Payback (with incentives): 4 years

Simple Payback (without incentives): 6.2 years



Energy is an important resource

- Winpak is committed to energy reduction and will continue to partner with Efficiency Manitoba to reach our mutual goals.
- Winpak is also concerned about energy costs, and Efficiency Manitoba must make prudent investment in all of its projects.
- Efficiency Manitoba and Winpak must balance energy reduction and careful spending.

