

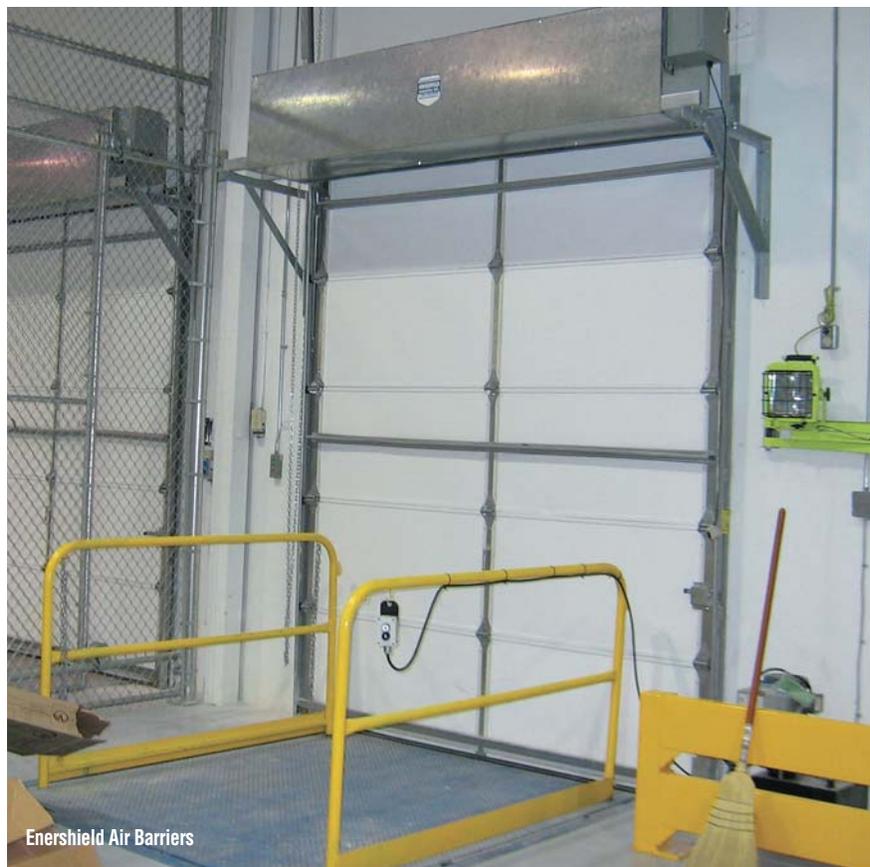
THE ENERGY SAVERS

THREE REPRESENTATIVES OF COMPANIES THAT SPECIALIZE IN ENERGY EFFICIENCY TALK ABOUT THEIR PERSPECTIVES ON SAVING ENERGY AND MONEY

 Mike Launer is president of Enershield Industries, based in Edmonton. His take on energy conservation starts with a simple premise: The greatest energy inefficiency is an open door. ¶ “The Enershield Air Barrier will seal a door 90 per cent, translating into a substantial energy saving while increasing comfort for employees and customers alike. The Air Barrier simply recirculates facility air across the doorway to create an energy-saving air barrier. It is designed to operate efficiently, quietly and with its smooth subtle air flow it is almost unnoticed by the customer to walk through.”

Enershield Air Barriers are manufactured right here in Canada to the most durable standards in the industry. Launer’s best example for the success of air barriers comes from a client in Fort McMurray, Alberta, whose workers, on installing the air barrier, went from wearing parkas and ski masks in the shop to wearing T-shirts, even when the outside temperature dropped below -35°C . Another client, facing -23°C weather outside the shop, watched the inside temperature drop by only one degree after leaving the shipping door open for over an hour.

“Our products are specifically designed for commercial uses such as the retail and food distribution/processing industry,” says Launer. “They provide a clear, unobstructed air seal to separate differing temperate zones and help to save on rising energy costs. In fact, many of our products pay for themselves in a short period of time. Clients can expect an average of a two-to-three-year



payback on Enershield technology.”

Launer explains that Enershield technology is easily retrofitted into existing stores/facilities and is easily implemented with little impact on an operating business. The average unit can be installed in less than two to three hours.

Happy customers are the bottom line for Enershield. “We have several applications within retail, distribution and food processing,” says Launer. “These include Canada Safeway, Federated Co-op, Sobeys, Maple Leaf Foods and Lilydale, to name a few. From small operations to huge warehouse distribution centres, the Enershield technology works equally well on store entrances, shipping/receiving doors and large cooler doors.”

WESTCO is a Canadian-owned and operated family business that has been providing multi-temperature warehousing and distribution services

since 1959. Public warehouses are located in Winnipeg, Manitoba; Saskatoon, Saskatchewan; and Calgary, Alberta. A dedicated facility exists in Carberry, Manitoba.

Westco offers customized distribution and logistics solutions throughout North America. Clients include producers, manufacturers, distributors and brokers of food and other consumer products.

Superior service, attention to product integrity, partnerships based on family values and cost-effective rates combine to set Westco apart from the competition.

“Some of the energy-efficiency measures that we take in a large warehouse are applicable to back of store stockrooms, walk-in dairy coolers and walk-in freezers,” says Brent Glesby, Westco’s manager, special projects. “These could include: ensuring that the coils and fins on the evaporator are kept clean; ensuring that all doors have good seals; utilizing motion-detection switches for lights; lowering head pressure of the



Westco – energy-efficient refrigeration system



Westco – energy-efficient refrigeration compressors, Saskatoon plant

refrigeration system; and utilizing variable frequency drives on medium to large motors.”

Costs of making these adaptations vary and it is important to consider that they can be accomplished in stages. “For large industrial projects,” says Glesby, “we take a long-term view and deem a payback of three to five years as acceptable. Moreover, the price of energy is only going up, shortening payback periods. The federal

government offers rebates and incentive programs to reduce greenhouse emissions through Natural Resources Canada. Examples of programs are the CBIP [Commercial Building Incentive Program] and the ERA [Energy Retrofit Assistance].”

The first step is to identify your needs. “Once we have detailed information such as volume throughput, inventory levels, number of items, order lead time and delivery

schedule,” says Glesby, “we will determine the most efficient way to store, handle and transport their goods. We offer a full range of services from full distribution (including order selection, labelling and transportation) to overflow/seasonal storage.

“We pride ourselves on being agile and flexible, working with clients to meet their specific needs. We have just expanded our business with General Mills, necessitating



Customer Entrance

ENERSHIELD ENERGY SAVING AIR BARRIERS



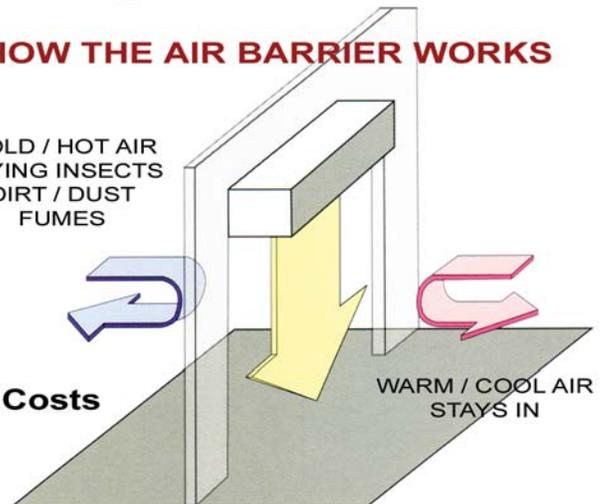
Cooler Application



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HOW THE AIR BARRIER WORKS

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DIRT / DUST
FUMES



- Benefits:**
- Save Energy
 - Enhance Comfort
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