

# Key Actors

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**tesla**  Transferring  
Energy Save  
Laid on Agroindustry

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## ○ 4 cooperative federations

- *In Spain : Spanish Coops*
- *In France : Coop de France*
- *In Portugal : CONFAGRI*
- *In Italy : Legacoop Agri*

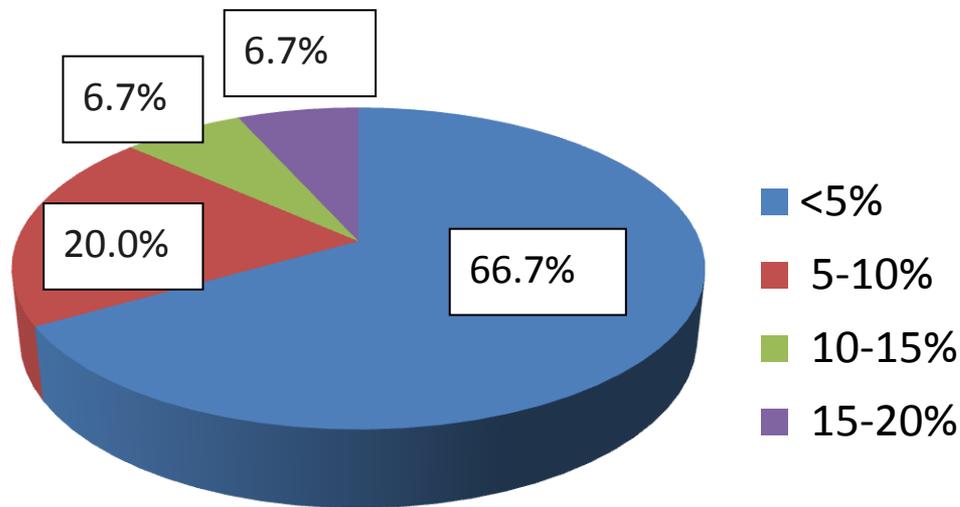
- Represent **7300** companies
- **3700 targeted in the 4 sub sectors**
  - *1458 wineries*
  - *1147 F&V processing plants*
  - *160 Animal feed factories*
  - *935 Olive oil mills*
- Mainly SMEs

## 110 Audits



### ○ Lessons learnt of the previous european projects

- **Main conclusions :** Audits and energy efficiency recommendations are not followed by important changes and investments
  - Only the less expensive are realized (light, ...)
  - Only reduced energy savings effectively achieved



Estimation of energy savings achieved  
(Einstein 2, CO2OP)

### Previous Projects

AMETHYST  
BESS  
EXBESS  
EINSTEIN  
EINSTEIN II  
ENGINE  
M.O.R.E  
CO2OP  
ComptiAA Energie  
...

### ○ Lessons learnt of the previous european projects

- Reasons to non-implementing measures :
  - *Financial risk*
  - *Too-long pay back*
  - *Too high initial costs*
- Reasons to implement measures
  - *High expected Energy savings*
  - *Corresponding monetary savings*

### ○ Problems

- Lack of staff
- SMEs often rent their premises : No investment on the building fabric, even with great potential to improve energy efficiency
- Lack of knowledge about energy efficient solutions
- Investments in energy compete with investments in the improvement of production (lack of money)
- Accessibility to technologies and equipments in companies due to their remote location

### ○ Lessons learnt - solutions

- Convince the top management of the benefits to deal with energy issues
- Experts Networks / Programme at National/european level
- Product labels help to identify efficient equipments
- A Responsible for energy use / energy Management in every companies : establish a system for measuring energy
- Identify the available subsidies / suppliers
  
- Difficult to convince SMEs to participate to these projects
  - **To achieve better rates of energy savings (>5 - 15 %)**
    - Necessary to make investments and changes in the core process
    - Post-audits accompanying
    - Involvement of key actors / suppliers...

### ➤ Goals of TESLA



## WP 5 : Benchmarking and key Actors involvement

**What is the best way to involve the Key actors in the second stage of the project?  
→ Investments about energy efficiency in the audited coops.**

- Fostering the implementation of proposed measures on Energy Efficiency
  - Key points that determine the decision making process to invest :
    - *ROI (< 5 years) : What is the limit for each solutions ?*
      - First actions : leaks repaired , installations of sensors ... < 2 years
      - Energy efficiency : < 3 years
      - Investment in new equipment : < 5 years
      - Solutions to increase the energy mix : biomass, solar panels ... < 10 years
    - *Trust in the industrial solution : necessity to have **success examples***
- The post-audit stage
  - Identify the most interesting measures
  - Organize meetings between Cooperatives and Providers
  - Availability of access to equipment and techniques : handbooks and best practices

Today : 62 key actors

- For one or more sub-sectors !

Sub-sectors	Number of Providers
All	20
F&V	5
Feed	8
Olive Oil Mills	13
Wineries	17

**WP 5 : Benchmarking and key Actors involvement**

- Current KA list by process / technologies :

<b>COMPANY</b>	<b>MAIN EXPERTISE</b>
ABB	<b>ELECTRICAL ENGINES</b>
CHAVIN ARNOUX	<b>METERING DEVICES</b>
OMROM	<b>AUTOMATIZATIONS</b>
PHILIPS	<b>LIGHT</b>
SCHNEIDER ELECTRIC	<b>ELECTRICAL SUPPLIES</b>
CIRCUITOR	<b>EMS</b>
GEA WESTFALIA	<b>SEPARATORS</b>
PIERALISI	<b>OLIVE OIL EQUIPMENTS</b>
LASIAN	<b>BOILERS</b>
YGNIS	<b>BOILERS</b>
COGEBIO	<b>BIOMASS BOILERS</b>
COPELAND (EMERSON GROUP)	<b>CLIMATE TECHNOLOGIES (COMPRESSORS Copeland)</b>
FRANCESCA POMPE ENOLOGICHE	<b>PUMPS</b>
CIATESA	<b>AUTOMATIZATIONS/REFRIGERATION</b>
CPC SOLAR	<b>SOLAR THERMAL</b>
APIPNA	<b>INSOLATION</b>
SNC Lavalin	<b>Engineering studies (cooling, electricity, ...)</b>
WEG	<b>ELECTRICAL MOTORS</b>
LUCIBEL	<b>LIGHTING SOLUTIONS</b>
DALKIA	<b>THERMAL SOLUTION - REGULATION</b>
BUHLER	<b>DRYING / CLEANING / MIXING / PELLETING ...</b>

## Some Key Actors ...

Key Actors



**EMERSON**  
Climate Technologies



**SIEMENS**



**OMRON**



**SNC • LAVALIN**



**Copeland**



**CIATESA**

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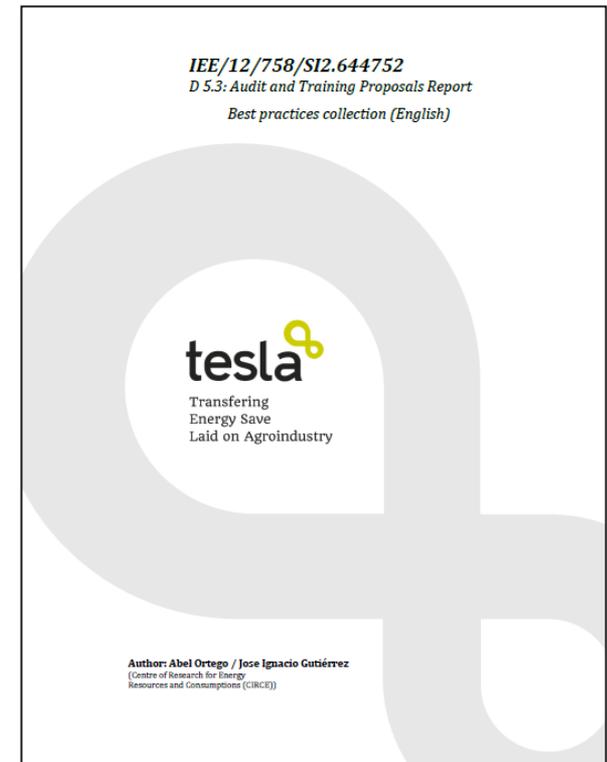


### Signing a Letter of interest into an overall support for the project

1. Providing technical information for **best practices collection**
2. Identifying **successful cases** through Europea Agro food Industries
3. Working with auditors to update and precise **their savings energy measures**
4. Meeting with food SMEs during **20 brokerage events**

## 1. Providing technical information for best practices collection

- **The « Best Practices » document**  
D.5.3 Best practices collection
- Help auditors for proposing energy savings solutions after the audit
- **Content :**
  - **A list of 22 energy efficiency technologies and equipments in the TESLA sub-sectors**
  - How they can be used
  - Contact adresses of suppliers



### 2. Identifying successful cases through European Agro food Industries

- Identify and analyze successful cases on implemented energy efficiency measures in agro-food industry
  - *Facilities, energy and costs savings, suppliers, return of investment...*
  - *SMEs will understand the benefit of this audit methodology*
    - Measures already implemented
    - Situations similar to theirs
- Results will be included in D5.5 “Success examples description report”
  - *Will be used in task 7.2 “Communication to targeted SMEs – local brokerage events”.*

- 3. Working with auditors to update and precise the saving energy measures**
- In the last part of the audit, work with the auditor to examine the audit reports
    - Identify best available technologies
    - Elaborate tailored propositions of investment,
    - Estimate energy savings and payback time
  
  - Meetings K.A /cooperative / Auditor
    - Discuss concrete proposals for investment and efficiency improvements

### 4. Key events

#### ○ Dissemination meetings !

- Transmit the objectives of TESLA project and its results
  - Handbooks, Guide of BAT, Dissemination materials (Brochures, flyers ... )
- Presentation of Success cases
- Presentation of the participating Key Actors and their solutions

#### ○ 5 Brokerage Events in each country

- Dates to be specified (2014-2015)
- In different regions
- **Face to face meetings with the companies to facilitate their investment**
- **And everything other that can improve TESLA**

**Many thanks to all the Key Actors that have already  
collaborated with TESLA !!!**

**All the actors are welcome to participate ...**

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