



## Strategic News for Energy Management



### **THE ONE BIGGEST THREAT TO YOUR ENERGY FUTURE AND HOW TO MEET IT**

When a major piece of equipment fails at a facility and production stops, you can bet everyone's running around like their hair is on fire. And rightfully so! It's not your fault, but a production interruption can eat up a year's worth of energy cost savings pretty quickly.

What IS your problem (or will sooner or later become your problem) is that most often in these kinds of situations, the first response is to call the vendor and get the nearest thing they've got to the thing that failed. Zoots! You instantly end up with a near-obsolete, energy-sucking slug of a machine that will now be around for another twenty years. It is the single biggest threat to your energy future.

It doesn't have to be this way.

A fine addition to your Strategic Energy Management System is a Major Equipment Succession Plan (MESP). Make a short inventory of the major pieces of equipment you currently have in place along with relevant characteristics -

efficiency rating, power rating, footprint, etc. You can limit your inventory to those 'most likely to fail' if you wish. It will still be helpful.

Take this inventory and - one by one - research the best available technology to replace it. Dream a little bit! Record the specs, vendor contact information, and other relevant characteristics. Act as if you are going to do the replacement right now. Do this for each piece of equipment on your inventory.

Now you've got a 'go to' list to refer to in case something really DOES break down tomorrow.

To take this a step further, send the specs to the procurement people and let them know that, based on current technology, this is the equipment you would like to buy when it comes time to replace that simpering, knuckle-dragger of a machine in the back corner. Ask them to make sure nothing in the current procurement specs precludes that purchase, and, if something does, to modify it.

Update your list on some periodic basis so you never fall too far behind the technological curve. If you have it handy and updated when that failure happens, you can end up making lemonade energy savings out of a truly sour lemon situation.

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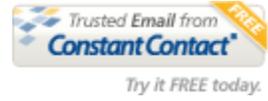
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