



2018 Energy Efficiency Expo & Seminar



Government of
South Australia

Program

7.00am – 8.45am

Energy Efficiency Masterclass

Keith Jones, Department for Industry and Skills – Introduction

Kevin Jones, CAPS – Air compression systems

Craig Durrheim, Danfoss Drives – Electric Motor Controls

Vikram Kenjle, University of Adelaide – Cogeneration and Heat Exchange
and Micro-grids, Storage and Smart Technologies

8.00am

Exhibition opens

9.00am – 10.30am

Session 1

Bettina Venner, ICN, Department for Industry and Skills - MC

Welcome

David Swift, AEMO – Future energy trends and market projections

Vince Duffy, Department for Energy and Mining
– National energy market and energy policy

Michael Williams, author of Power Profits – A nine-step process for reducing electricity costs and boosting profits

Rachael Scott, AXA Investment Manager – Building Upgrade Finance through Eureka Environmental Upgrade Finance (EUF)

Peter Natrass, City of Adelaide – Building Upgrade Finance market development update

10.30am – 11.00am

Morning tea - exhibition hall

11.00am – 12.45pm

Session 2 - Energy Efficiency Case Studies

This session features case studies from a variety of businesses that have implemented measures to reduce their carbon footprint and energy bills

Rob Murray-Leach, Energy Efficiency Council – Session Chair

Stephen Cook, Pernod Ricard

Matthew Binns, Glynde, Robin Hood and Golden Fleece Hotels

Peter Cooper, St Andrews Hospital

Adam Rogers, Nobles

Jo Hugman, Redarc

Helen Beard/Quentin Roberts, Allwater

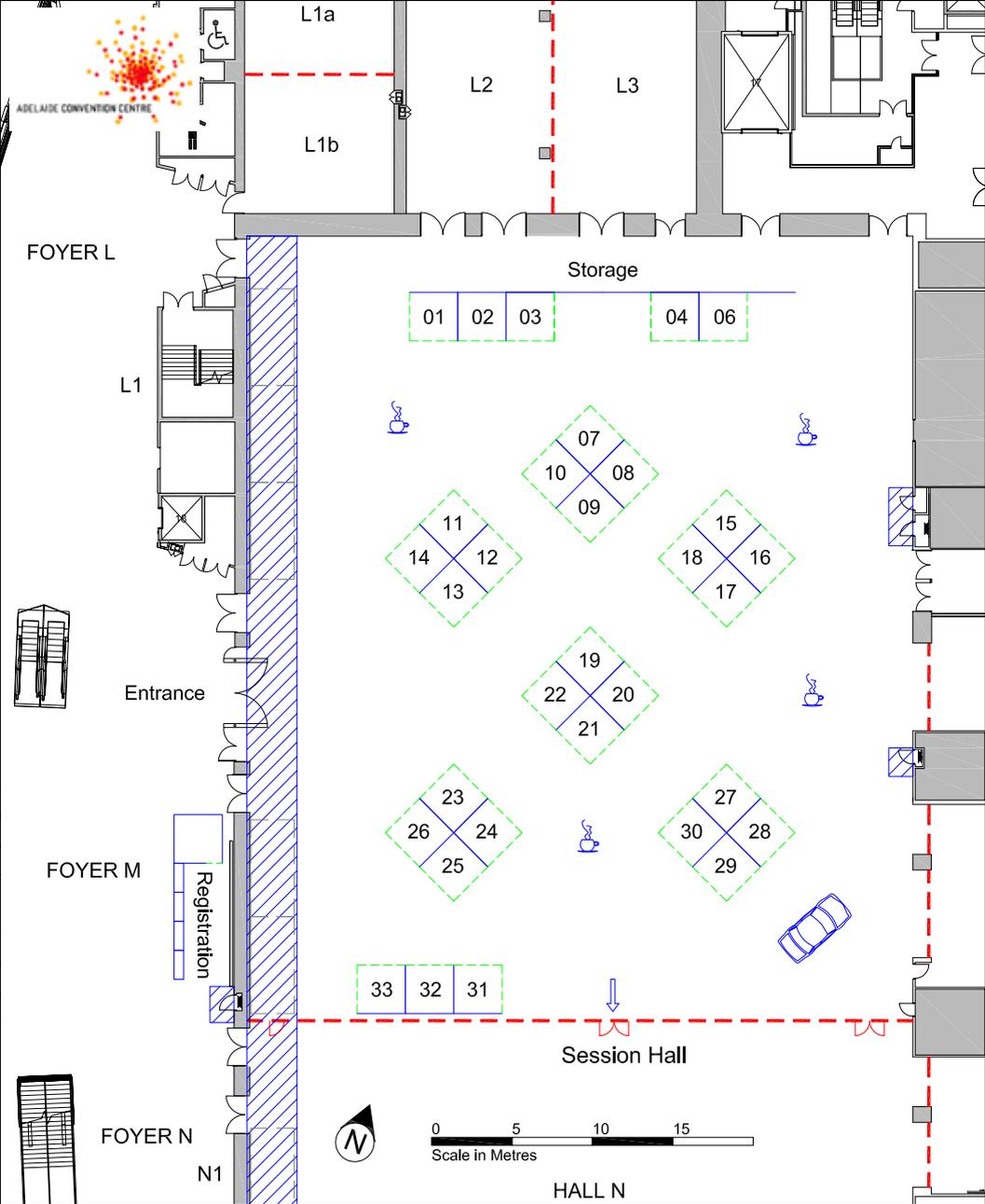
12.45pm – 2.00pm	Lunch - exhibition hall
2.00pm – 3.30pm	<p>Session 3 – WWF Renewable Energy Buyers Forum</p> <p>Ben Waters, Presync – Session chair</p> <p>Jackie McKeon, WWF – Renewable Energy Buyers Forum</p> <p>Jon Dee, SKY NEWS Business Channel 'Smart Money' Host</p> <p>Richard Turner, SIMEC ZEN Energy – SIMEC ZEN Energy's recent PPAs</p> <p>Anne Fitzsimmons, Inner West City Council - Southern Sydney Regional Organisation of Councils (SSROC): lessons from a Council's PPA aggregation project</p> <p>Jonathan Upson, Exco Pacific – Exco Pacific & Bluescope Steel PPA</p> <p>Ben Waters, Presync – Current Renewable PPA Models</p> <p>Catherine Way, DP Energy – Lessons from Port Augusta</p>
3.30pm	Afternoon tea – exhibition hall
4.00pm – 5.00pm	<p>Session 4 - Taking charge of your power usage: energy storage and demand response</p> <p>Jessica Hunt, AEMO – Session Chair</p> <p>Mark Vincent, SA Power Networks</p> <p>Stephen Au, Flow Power</p> <p>Mark Twiddell, Tesla</p>
5.00pm	Exhibition closes

*Correct at the time of printing

Exhibitor listing

	Booth
AMETALIN	10
APS Industrial	15 & 16
Aqualuma Led Lighting	25
Department for Environment and Water – Building Upgrade Finance	1
CAPS Australia	12
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Conservia	22
Diamond Technologies powered by enLighten Australia	3
EfficientSee	20
ELWA Energy Savers	32
Energy Action	21
Energy Efficiency Council	11
ENRAMS Australia	8
Enzen Australia	26
Esena Energy	28
Gerard Lighting	6
Government of South Australia	13 & 14
Haneco Lighting & The Solar Project	30
IXL Solar	31
Leartek	27
Maximum Energy	18
Middys Data & Electrical Tech Energy	9
NHP Electrical Engineering Products	29
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SUHO	24
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Your Energy Saving Solutions	2

Floorplan



Ametalin

www.ametalin.com

Ametalin is a leading Australian manufacturer of building membranes and reflective insulation products for residential, commercial and industrial applications. Ametalin is a division of Amalgamated Metal Industries Pty Ltd, founded in 1999, and is now based in Salisbury North, with its products featured in the newly renovated Adelaide Oval, Royal Adelaide Hospital and Adelaide Festival Centre. Designed for Australian climate zones, Ametalin products provide increased thermal comfort year-round, with a particular focus on superior quality, energy savings and system performance. Ametalin is a proud partner of the CRC for Low Carbon Living and a foundation member of Carbon Neutral Adelaide.

Contact Kabir Bostrom, 08 8285 6955, support@ametalin.com

APS Industrial

www.apsindustrial.com.au

At APS Industrial, we're the gateway that connects the world's leading industrial manufacturers to the local industry. With exclusive local access to the market's broadest portfolio of industrial low and medium voltage electrical and automation products, we offer a true one stop shop that promises simplicity, security and connectivity.

As the master distributor of the Siemens range of industrial low voltage electrical and automation products in Australia, APS Industrial also have national distribution partnerships with other leading global manufacturers led by Weidmüller, Rittal, EPCOS (a TDK Group company) and Katko.

In an industry landscape rapidly transforming through digitalisation, quality and a competitive edge matter. APS Industrial is the new choice that gives you both.

Contact Ezio Marino, 0413 224 465, ezio.marino@apsindustrial.com.au

Aqualuma Led Lighting

www.aqualuma.com

Established in 2004, Aqualuma LED lighting specialize in energy efficient LED Lighting Solutions for the Commercial & Industrial sector.

Designed and manufactured in Australia, Aqualuma guarantees a long maintenance-free life span on all of its high-quality products. By harnessing the latest LED technology, it is now possible to manufacture industrial and commercial light fixtures that save money in both power consumption and maintenance costs.

Aqualuma has sales and service centres in Europe, Asia, Oceania, UAE and the USA. Aqualuma products are distributed to more than 52 countries.

Contact Peter Simons, 0452 283 662, 07 5519 4555, peters@aqualuma.com

CAPS Australia

www.caps.com.au

Nearly 40 years of operation and experience allows CAPS to offer unparalleled turnkey solutions to Australian and international businesses of all sizes; from supply and installation, to more comprehensive projects requiring design consultation and manufacturing.

You will have access to premium, reliable equipment, such as rotary screw air compressors, portable air compressors, blowers, power generators, gas generators and air treatment from world-renowned brands.

Whatever business you are in, we understand that you need reliable, energy efficient systems. CAPS deliver energy efficiency advice, services and products through our data measurement tools, allowing you to make intelligent business decisions based on facts.

Contact Kevin Jones, 08 8262 6666, kjones@capsaust.com.au

Cold Logic

www.coldlogic.com.au

Cold Logic is Australia's most awarded industrial refrigeration specialist. Even though the company has evolved over our 34 years of business, our core drivers remain the same – providing supreme customer service and supreme refrigeration solutions.

Cold Logic operates predominantly in the food & beverage, cold storage, pharmaceutical and defence sector with loyal clients such as Thomas Foods International, Coopers Brewery, Haighs Chocolates, Peter Lehman Wines and Australian Pharmaceutical Industries.

We are recognised as one the leading OEMs and integrators in our field providing custom energy efficient solutions which include ammonia and f-gas refrigeration systems, Gas-driven Yanmar glycol chillers and others.

Contact Eddie Lane, 08 8240 3333, eddie.lane@coldlogic.com.au

Conservia

www.conservia.com

Conservia delivers energy efficiency solutions for commercial buildings, retail, healthcare, education & industry. We take time to understand our client's operations and develop solutions to help them achieve their energy, sustainability and environmental goals. Conservia will audit and analyse exactly where energy is being consumed in your business then our in-house engineering team will recommend and deliver solutions tailored to suit. The energy efficiency outcomes are financially guaranteed. From simple LED lighting and solar PV to complex HVAC and BMS fully integrated solutions, Conservia delivers.

Contact Kevin Moore, 0428 783 278, (03) 9918 7766, k.moore@conservia.com

Department for Environment and Water

www.environment.sa.gov.au

Building Upgrade Finance

Building Upgrade Finance is an innovative way to finance a building upgrade. It's a tool for commercial building owners and tenants to work together to improve the performance of their buildings, realise financial savings, and achieve win-win outcomes. It allows building owners to access longer-term fixed-interest finance, as well as share the costs and benefits of the upgrade with their tenants.

The mechanism can help building owners to improve the environmental performance of their property assets without the risks and negative cash flow implications of traditional finance, as well as reduce operating costs, increase yields, help attract and retain tenants, and increase asset value. Find out more at www.environment.sa.gov.au/climatechange-buf

Contact Tania Panfilo, 08 8463 4434, tania.panfilo@sa.gov.au

Diamond Technologies

www.diamondtechnologies.com.au

Diamond Technologies is an Adelaide based distribution company that offers quality solutions in energy efficient lighting with enlighten products.

enLighten Australia is a privately-owned Australian LED innovations company formed in 2009 to design, manufacture and supply highly efficient, intelligent lighting using LED technology. With enLighten we don't just sell an LED fitting, we deliver a total cost of life solution - energy efficiency and better lighting outcomes with significantly lower maintenance costs.

By 2014 the company had achieved the following milestones:

- 1200 project installations
- 100,000 product sales
- \$6 million in annual energy savings for customers

Contact Greg Bryant, 0435 889 155, info@diamondtechnologies.com.au

EfficientSee Pty Ltd

www.efficientsee.com.au

EfficientSee Pty Ltd is a company dedicated to customer success by making savings happen™ through engineered energy services and solutions.

We are passionate about making a difference in the world around us. To that end we aim to utilise our talents to the betterment of people and the planet through our unique offering of services and solutions.

We are passionate about Australian manufacturing and business innovation, which is why we endeavour to put Australian business at the forefront through enhanced sustainability and efficiency.

Contact Quentin Roberts, 0437 170 999, info@efficientsee.com.au

Elwa EnergySavers Pty Ltd

www.elwa.com.au

Elwa is a wholly family owned South Australian company specialising in the design, manufacture, supply and installation of contemporary and innovative energy efficient LED lighting and Instant Electric Hot Water systems. As an early adopter of energy efficiency technologies, Elwa have implemented hundreds of energy and cost saving upgrades for the public, industrial, retail and residential sectors including schools, hotels, factories, high-rise apartments, car parks, public buildings and warehouses. Elwa remain at the forefront of rapidly changing energy technologies through our continuing attendance at international industry trade fairs. Elwa maintain a passion and commitment for designing and delivering energy and cost efficient solutions for our clients. For our full product range visit us at www.elwa.com.au

Contact Richard Mills, 08 8377 6666, richard@elwa.com.au

Energy Action

www.energyaction.com.au

Energy Action is Australia's leading independent energy management company, offering comprehensive buying and management services aimed at reducing energy usage and saving businesses money.

At Energy Action we help you understand and take control of your energy needs by:

- Helping you procure the best deal for your energy needs. For example, our reverse auction platform, the Australian Energy Exchange (AEX), achieves an average of 6.8% savings from first to last bid;
- Managing your energy contracts, including validating bills and ensuring that you are on the best tariff for your business as well as giving you 24/7 access to your electricity data through our client portal and mobile app;
- Working with you to substantially reduce your energy usage – this usually starts with an energy audit and is the only real way to reduce your energy spend and at the same time help the environment; and
- Helping you become more self-sufficient with onsite generation. In many cases our onsite solar solutions are delivering a 6 year payback.

Contact Jonathan Chee, 0437 152 645, 1300 553 551, jonathan.chee@energyaction.com.au

Energy Efficiency Council

www.eec.org.au

The Energy Efficiency Council is Australia's peak body for energy efficiency, cogeneration and demand management.

The Council is a not-for-profit membership association which exists to make sensible, cost effective energy efficiency measures standard practice across the Australian economy. We work on behalf of our members to promote stable government policy, provide clear information to energy users and drive the quality of energy efficiency products and services.

Contact Rob Murray-Leach, 03 8327 8422, info@eec.org.au

ENRAMS Australia

www.enrams.com.au

We are a rapidly expanding Australian company with experience, talented and motivated individuals. Our core product the EnergyMate Automatic Voltage Regulator (AVR), is an effective energy reduction and management system which delivers long term financial benefits to our clients.

The EnergyMate is designed for commercial, industrial and government clients. The three phase units is available in varying sizes ranging from 63 amps to 2000 amps and can be customised to suit individual client requirements. There are >250 units deployed throughout Australia with 100 within South Australia. The EnergyMate delivers kWh consumption reductions ranging from 8% through to 12%.

Contact Terence Butler, 02 6239 6402, terry@enrams.com.au

Enzen Australia

www.enzen.com

Enzen Australia believes in creating long term value for our customers by identifying and delivering sustainable growth opportunities and maximising return on existing investments. By constantly responding to shifting industry requirements, we are leading the innovation and adoption of decentralized energy solutions for 'prosuming' through our focussed offerings in Renewable Energy and Energy Efficiency Solutions.

Distributed Energy Solutions

- Commercial and Residential Solar & Storage
- Wind-Solar Hybrids

Micro-grids | Micro-Wind | Offshore-Wind | Telecom | Smart Street-Lighting

- Remote Monitoring & Asset Management
- Off-Grid Solutions

Energy Efficiency Offerings

- Audits
- Efficiency Automation Solutions
- Smart Meters

Contact David Scarsella, 0419 967 778, david.scarsella@enzen.com

ESENA Energy Consultants Pty. Ltd.

www.esena.com.au

Eseña Energy is a leading commercial and residential energy efficiency company. We specialise in LED Lighting (accredited under the SA REES, NSW ESS and Vic VEET schemes), commercial and industrial Solar PV Systems, and energy management solutions. We are also proud to be part of the smart home movement providing solutions for home owners on reducing their reliance on the grid.

From the expert knowledge gained in the energy industry over the last decade, you can be sure our expertise runs from our consultants through to our installation professionals. All of our teams have gone through rigorous training and testing procedures to give you peace of mind that your solution will meet or exceed your expectations.

Contact Dimitri Ninos, dimitri@esena.com.au

Gerard Lighting

www.gerardlighting.com.au

Gerard lighting is the company behind Australia's most innovative and well-known lighting brands. With a century of experience and a team of 700 employees, we deliver world class lighting design, engineering, manufacturing and distribution to bring Australia's most comprehensive group of sustainable lighting solutions to market. Our R&D, engineering, design and manufacturing resources place us at the forefront of innovation within the industry. We can develop new products and bespoke solutions with complete flexibility to meet the needs of our customers.

Contact Paul Mark, 1300 799 300, 0488 776 639, pmark@gerardlighting.com.au

Government of South Australia

www.icngateway.com.au

The SA Government booth includes representation from ICN and the Department for Energy and Mining. Industry Capability Network (ICN) is a business network that introduces Australian and New Zealand companies to projects large and small. We offer a new business source for suppliers and a sophisticated search service for project managers. Register your business on ICN Gateway to be in the running for opportunities on major projects. The Department for Energy and Mining exists to deliver affordable, reliable and secure energy supplies in a transitioning national energy market, and to responsibly unlock the value and opportunities offered by South Australia's mineral and energy resources. The Energy Implementation team is responsible for the efficient and effective delivery of the South Australian government's major energy initiatives. It directly supports the Department's intent to deliver affordable, reliable, and secure energy through the transition of Australia's energy network. The Energy Advisory Service provides free, independent energy information. Stop by to pick up a business energy audit guide and learn more about the opportunities available through the Retailer Energy Efficiency Scheme.

Contact Bettina Venner (ICN), ICN Hotline: 1300 553 309, info@icsa.org.au
Energy Advisory Service, 8204 1888, 1800 671 907, energyadvice@sa.gov.au

IXL Solar

www.ixlsolar.com.au

IXL Solar is part of the Backwell IXL Group. Commencing operations in 1858, the Company is still in the same family ownership, and celebrating 160 years in 2018. We are the only Australian owned designer and manufacturer of solar PV framing systems for commercial roof top and ground mount systems. With truly unique PV racking systems integrating innovative features our designs deliver safer installation methods and significantly reduce installation time. Our commercial roof top system reduces install times by 25% compared to conventional designs. Our ground mount design offers this and more in terms of safer installation including less lifting and working at height.

Our projects include some of Australia's key solar infrastructure, including the first utility scale farm (10MW near Geraldton in 2012), the 159MW Solar Flagships program in NSW and our latest being a 120MW+ project in South Australia.

Contact Craig Schicker, 08 8380 1407, 0404 494 023, Craig.Schicker@ixl.com.au

Haneco

www.haneco.com.au

Australian LED specialist Haneco Lighting has a presence right across the country with warehouses in Adelaide, Sydney, Melbourne, Brisbane and Perth. With sales staff servicing all states and territories, we are truly a national company. The head office is in Adelaide, South Australia, along with our research and development facility. Our business is designing and manufacturing LED lighting for distribution via the nation's network of electrical wholesalers. We also create lighting plans and simulations for everything from luxury hotels to supermarkets and factories. Staff members have the language skills and cultural knowledge to allow product development to be rapid and responsive at our manufacturing facilities in China. It means our extensive range of LED lights is constantly expanding and quickly adapting to the demands of the market.

Contact Sean Maguire, 08 8297 6373, 1300 001 LED, seanmaguire@haneco.com.au

Maximum Energy

www.maximumenergy.com.au

Maximum Energy is a world class energy solutions provider, designing, engineering and implementing energy reduction pathways for Australian businesses of all sizes. With a long history in delivering successful, large scale LED lighting projects, Maximum is now well placed to improve on our large scale solar offering thanks to a collaborative partnership agreement with local company "Enerven" (sister company to SAPN).

Services/Provide:

- No cost energy assessments
- Latest global technologies
- No cost Solar/LED engineering services
- Global purchase power
- Intimate knowledge of local energy markets
- Government rebate opportunities
- Access to Clean Energy Funds
- Cash positive solutions

Contact Peter Catton, 1300 884 281, 0477 444 044, peter@maximumenergy.com.au

Middy's

www.middys.com.au

Middy's is Australia's largest independent electrical wholesaler and has been family owned since 1928. Our 90+ nationwide branch network provides you with the resources you need to get the most out of your business.

Middy's TechEnergy has been set up to assist you with product knowledge and end to end solutions to start your energy efficiency journey, provided by our industry experts on energy efficient products. Our trained and specialised TechEnergy staff can assist you with as little or as much advice as you need, providing you with the confidence to offer new technologies and energy efficiency solutions.

Contact Paul Glassenbury, 0468 987 499, 1800 778 823, pglassenbury@middys.com.au

NHP Electrical Engineering Products

www.nhp.com.au

NHP - Australian owned company providing customers with local choice powered by global partners. 45 locations across Australia and New Zealand, NHP's local people and footprint help them understand specific project needs. While NHP go to market with over 15,000 stocked items, they are more than a supplier. An extensive network of global partners, they offer choice in product, technology, service, support and choice in how you deal with them – in person or online. This enables NHP to customise integrated solutions and bring to life smart and secure technologies that automate production, control power and manage energy. Choosing NHP will unlock a world of knowledge and experience across electrical and automation products, systems and solutions.

Contact Sarah Barber, 0419 257 204, sbarber@nhp.com.au

Phoenix Contact & AZZO

www.phoenixcontact.com.au

Phoenix Contact is a global market leader and innovator of components, systems and solutions in the area of electrical engineering, electronics and automation. Founded more than 90 years ago in Germany, our diverse product range includes components and system solutions for industrial and device connection, automation, electronic interface, and surge protection. From the classic terminal block to splash-proof machine connectors and wireless ethernet, our products power, protect, connect and automate systems and equipment. With eight locations across Australia and New Zealand, Phoenix Contact has been providing our customers with inspiring innovations and local support since 1995.

Contact Gino Ascitutto, 08 8219 5406, 0438 840 624, gasciutto@phoenixcontact.com.au

SEELEY International

www.seeleyinternational.com

Seeley International is Australia's largest air conditioning manufacturer and a global leader in developing ingenious, energy-efficient cooling and heating products.

Our vision is to lead the world in creating climate control solutions which continue to be highly innovative, of premium quality and inspirational in their delivery of energy-efficiency.

A commitment to innovation and excellence is at the heart of all that we do. Our success in delivering on that commitment has been recognised by our many awards and our expanding global presence.

Contact Jackie McCorquodale, 08 8328 3229, 0429 505 117,
JMcCorquodale@seeleyinternational.com

Solahart

www.solahart.com.au

Since 1953 we have built a reputation as a world leader in solar innovation and technology and invested millions of dollars into Research & Development and manufacturing. We've installed over one million systems in 70 countries around the world including Everest Base Camp, Antarctica, even Nelson Mandela's South African home had a Solahart installed on the roof.

Solahart the business has become about providing people with the opportunity to live a more sustainable lifestyle with less reliance on energy retailers by harnessing energy free from the sun to heat water and generate power. Today, after more than 60 years as Australia's free energy expert, we are set to turn our brilliant past into an even brighter future.

Contact Marcus Jeffery, 0411 506 009, marcus@hotwater.com.au

Suho

www.suho.com.au

At SUHO we have over 15 years of experience in providing premium quality consultancy services and pride ourselves in our ability to guide clients through the complex field of sustainable solutions and regulations.

Get inspired by our unique 10-Star Energy Efficient Display Home (without active heating or cooling) or let us show you how to improve energy efficiency dramatically by simply increasing air tightness. At our stand you can also hear all about our energy efficiency assessments, building modelling & simulation services, and more.

Contact Lawrence Visscher, 0439 359 182, laurensv@suho.com.au

System Solutions Engineering

www.syssoleng.com.au

Whether it's designing the retrofit of an energy-efficient air conditioning system in a heritage-listed building, developing new mechanical services programs for large hospitals, or designing energy efficient lighting, escalators and fire protection for shopping malls, System Solutions Engineering offers unparalleled integration and efficacy across multiple engineering disciplines.

System Solutions Engineering (SSE) is a locally owned and run engineering consultancy firm located in the City of Adelaide. The company was formed in 1997 by Brad Maynard with the aim of providing a complete range of services including design, investigative reporting, trouble-shooting and multi-discipline project management.

Contact Sam James, 08 8333 1855, mail@syssoleng.com.au

Tandem Energy

www.tandemenergy.com.au

At Tandem Energy, we believe that energy should be accessible and affordable to all.

We take a holistic approach to energy management, providing integrated, realistic, and effective solutions to help you reduce energy costs now and in the future.

Educating our clients and the wider community in energy efficient and sustainable practices is our key focus and passion. We incorporate education and behavioural change into our work as we believe it is the best way to achieve significant lasting change.

The team consists of trained auditors and sustainability consultants. Our team and extensive network ensures that we have the capacity to deliver results to scale.

Contact Rachel Brdanovic, 0407 775 868, rachel@tandem.energy.com.au

Your Energy Saving Solutions Pty Ltd

www.yess.net.au

Your Energy Saving Solutions (YESS) Pty Ltd is one of South Australia's leading suppliers of environmental services working within the SA Government's Retailer Energy Efficiency Scheme. With over 30 employees and 50 subcontractors YESS provides energy savings solutions to both the residential and commercial sectors.

Working within the REES program since 2012 YESS has completed over 21,000 home energy assessments and retrofitted over 72,000 homes with energy efficient lighting, water efficient showerheads and an assortment of other energy efficient technologies. Since the inception of Commercial Lighting into the REES program in 2015, YESS has retrofitted LED lighting into more than 2,700 businesses in South Australia. During this time YESS has supplied and installed in excess 1.3 million energy efficient products into homes and businesses across the state, creating more than 3.4 million Gj's of fully compliant REES Activities on behalf of Energy Retailers, including Origin Energy, Energy Australia, AGL, Alinta Energy, and Momentum.

Contact Chris Cowen, 0400 617 050, 1300 894 745, chris@yess.net.au

Leartek

www.leartek.com.au

At Leartek, we strongly believe that environmental cost goes hand in hand with economics. Judging from the growing global demand for innovations that reduce both costs and environmental impact, it's clear that the world agrees.

We've been developing the technology behind DEWER since 2007 – a system that improves fuel efficiency and diesel engine performance by converting waste heat into usable energy.

Teaming up with the Centre for Advanced Manufacturing Research at the University of South Australia, we've successfully developed a modular energy saving system that has the flexibility to be adapted to a wide range of applications across global markets.

The launch of a commercial DEWER system for Stationary Diesel Generators is now a reality.

Contact Adam Lear, 0418 806 849, 08 9434 0000, adam.lear@heiniger.com.au



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www.icngateway.com.au