

#### Making Paper Versus Making Power

ACI Energy Management System (EM-SYS)

#### AGENDA

- > Introduction
  - ✓ Abitibi-Consolidated Inc (ACI)
  - √ Guy Roussel
- What we did
  - ✓ Problem and solution
  - ✓ ACI Energy Management SYstem (EM-SYS)
  - ✓ ACI EM-SYS Guided Tour
- How we did it
  - ✓ A picture is worth a thousand words
- Conclusion





#### Abitibi-Consolidated is...



The #1 newsprint producer in the world



The largest producer of uncoated groundwood ("value-added paper" or VAP) in the world



The #1 recycler of old newspapers and magazines in North America



The leading producer of lumber east of the Rockies



A supplier of products in almost 100 countries



#### Abitibi-Consolidated is...

## A global company with 60 facilities in 7 countries on 3 continents:

- Approximately 17,000 employees
- 27 paper mills, 1 market pulp mill, 22 sawmills,
   3 remanufacturing facilities and 10 recycling centres

# Each year, we manufacture:

- Close to 6 million tonnes of newsprint
- 1.9 million tonnes of value-added papers
- Over 2 billion board feet of lumber
- 444,000 tonnes of market pulp
- And we consume some 2 million tonnes of recycled papers





#### Guy Roussel...

- Is not a PI expert
- > Is cheap!
  (and his wife agrees !!!)
- Has a Motto:
  - a) We have to know where we are
  - b) We have to know where we want to be
  - c) We need the tools to go from "a" to "b"
  - Has a Modus Operandi:
    - 1. Get organized
    - 2. Get the buy-in
    - 3. Get moving





PROBLEM AND SOLUTION

"We are bringing more than a system to the mills, we are bringing a cultural change"

#### The problem

 The province of Ontario decided to open the electricity market, May 1 2002

#### What was at stake (2000 data)

- ACI Energy cost of \$760M, including \$500M in electricity
- ON mills paid \$90M for their electricity

## Playing the game:

- You can make money or...
- Loose your shirt !!!

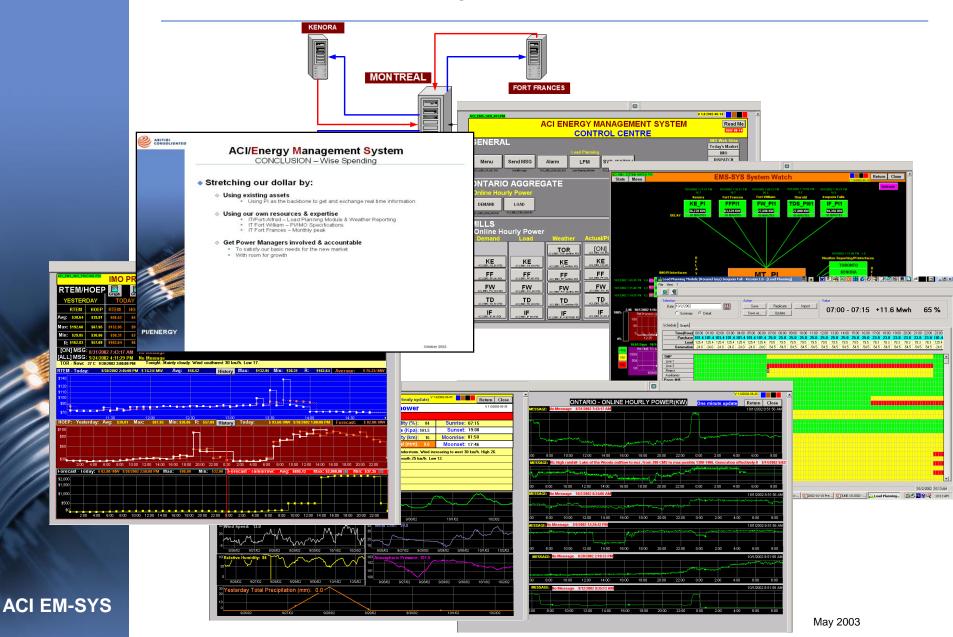
#### The proposed solutions

- Plan A:
  - Off the shelf solution (>\$3M)
- Plan B:
  - ACI Solution using PI





a guided tour

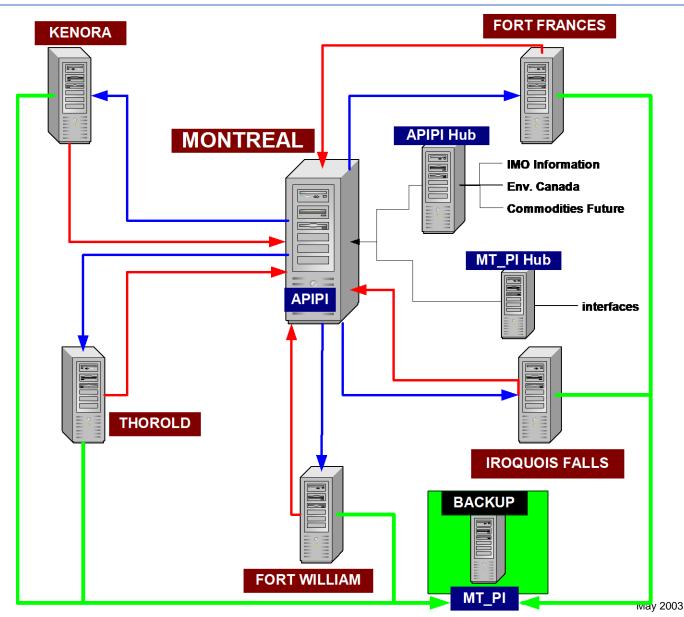




**ACI EM-SYS** 

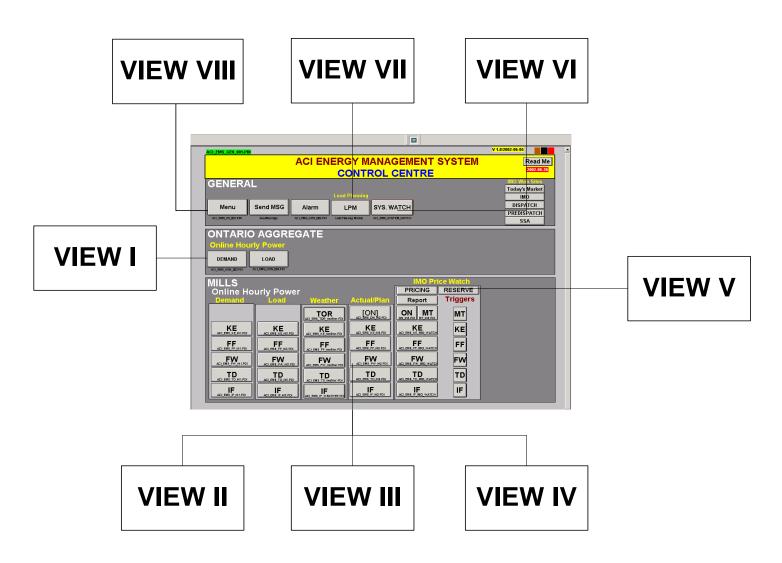
## **ACI/Energy Management System**

Infrastructure (April 2003)

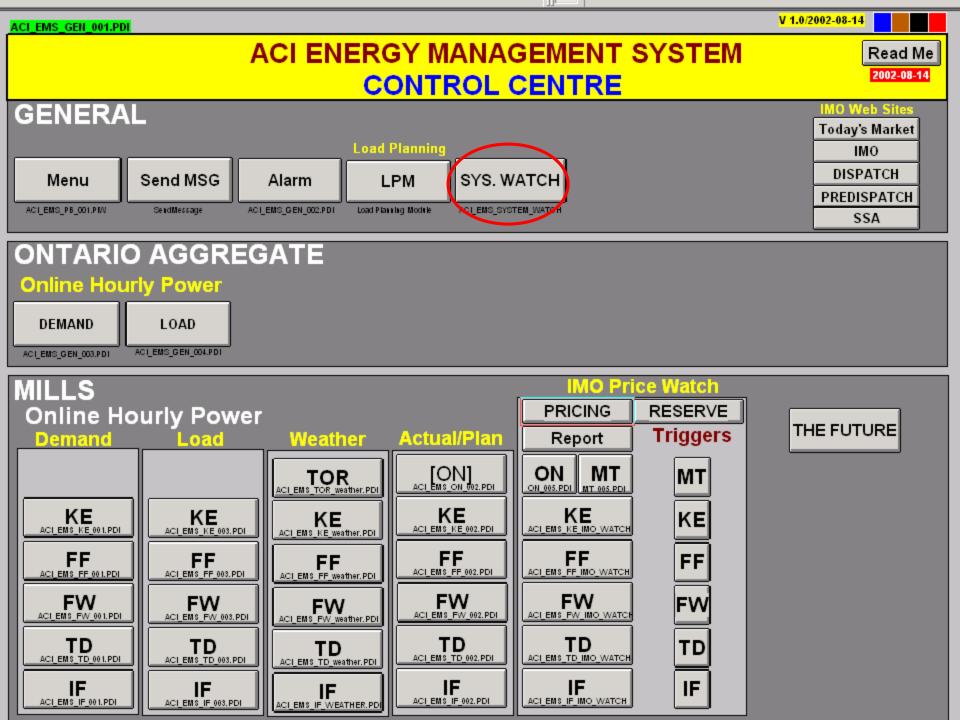


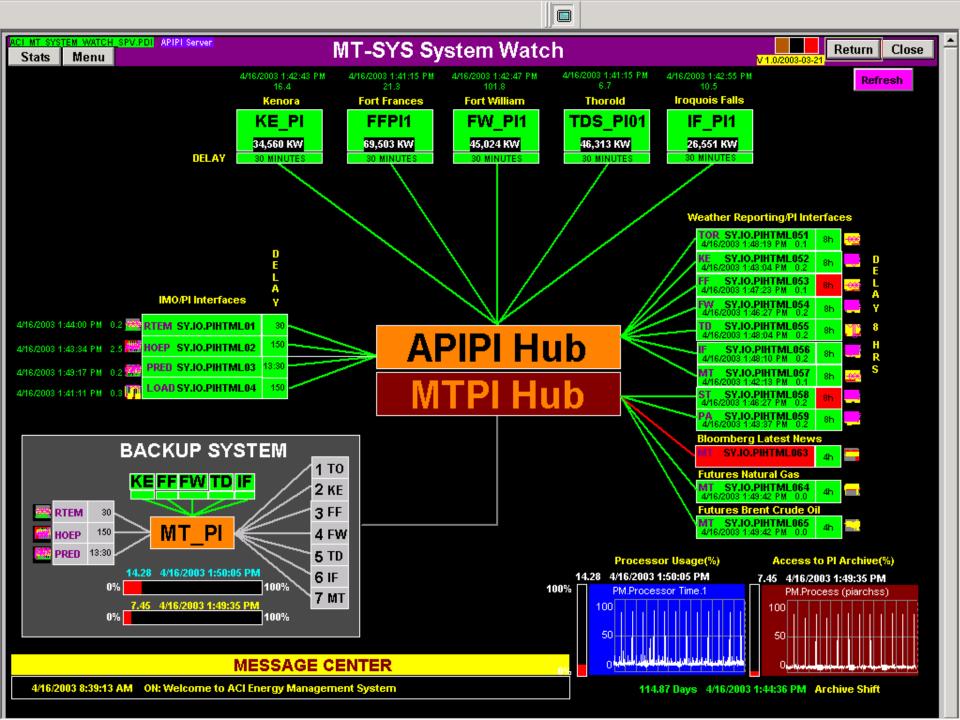


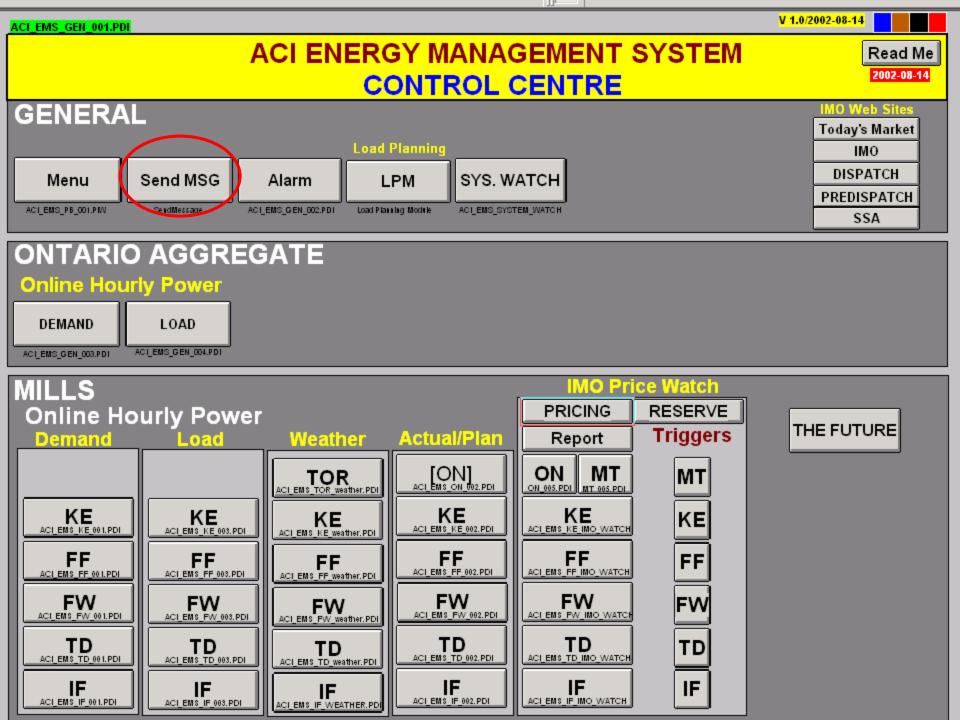
Organization

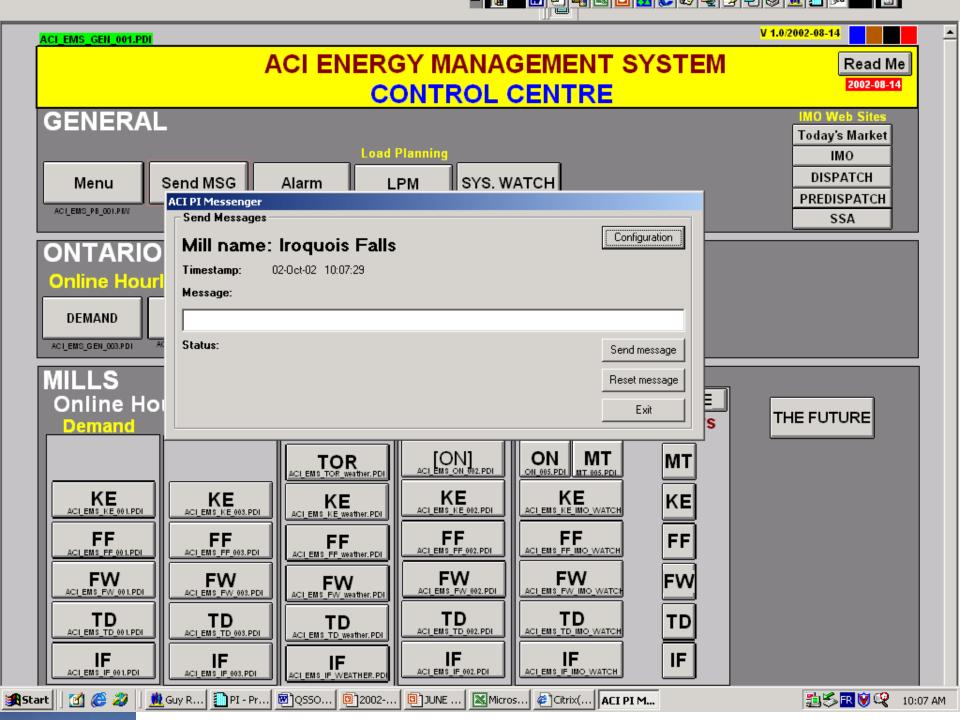


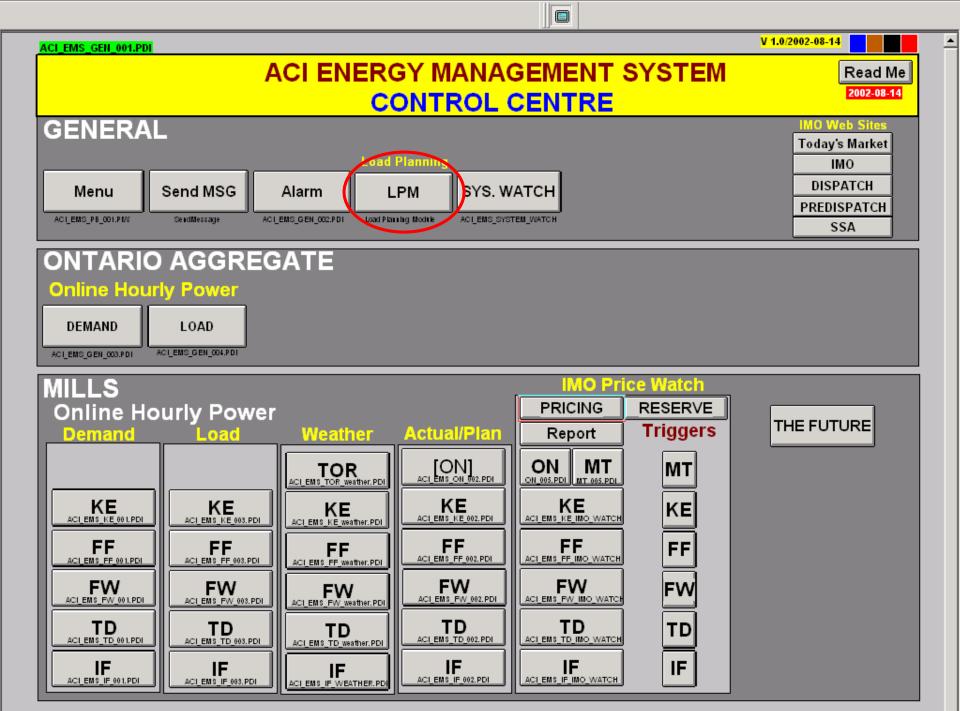


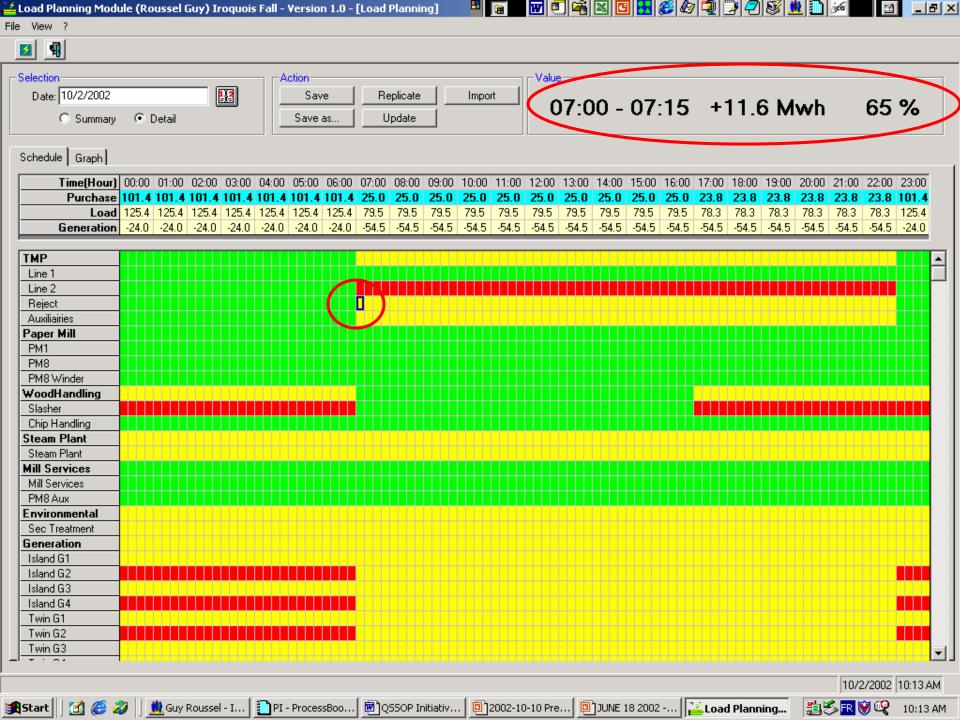


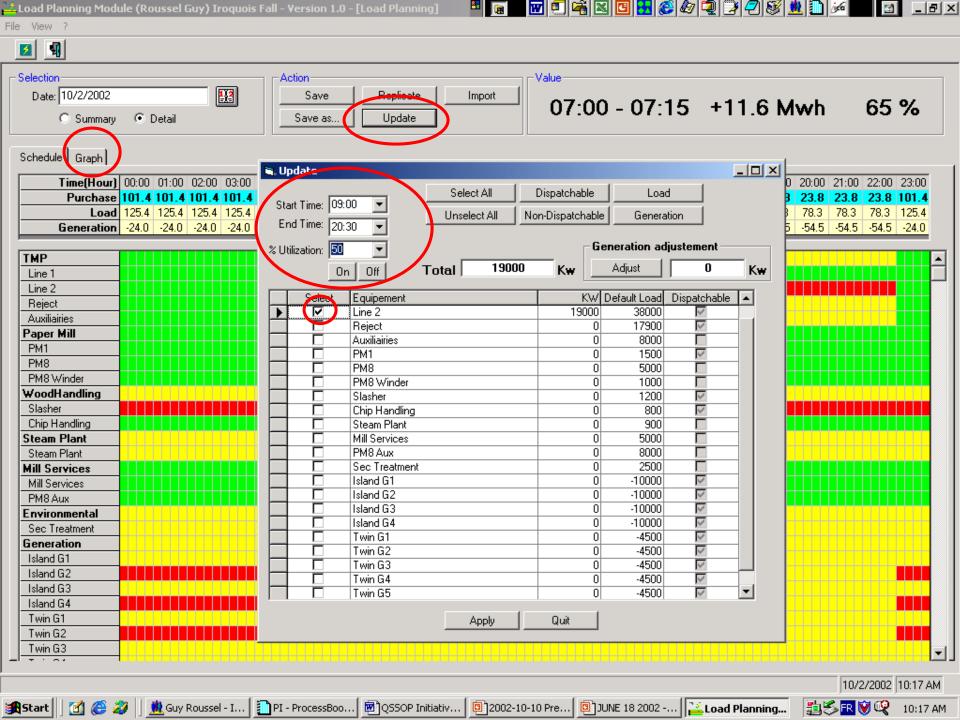


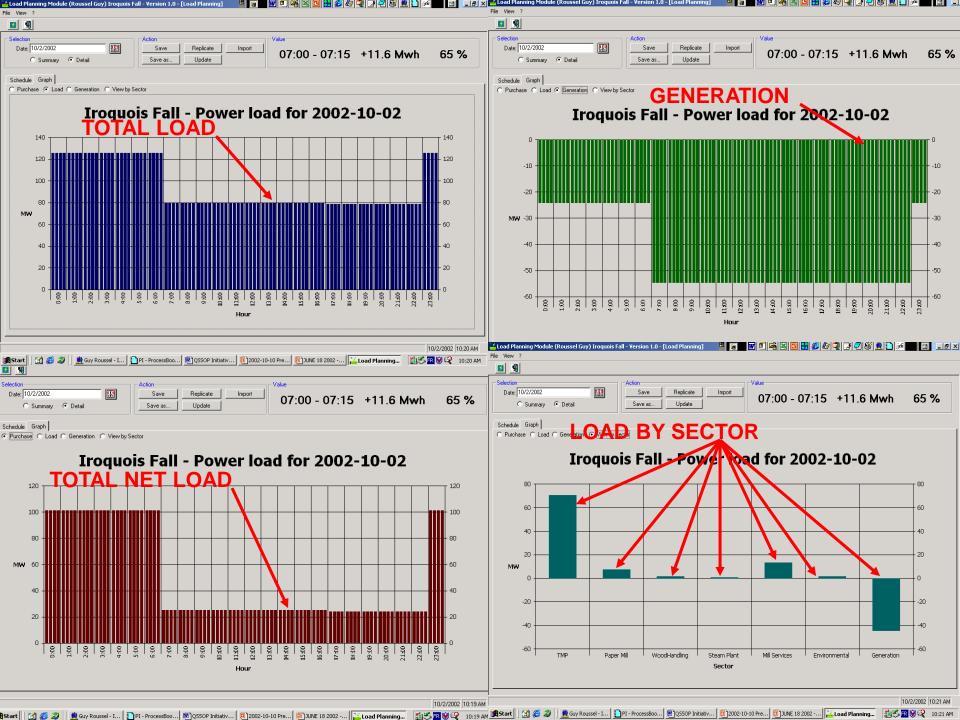


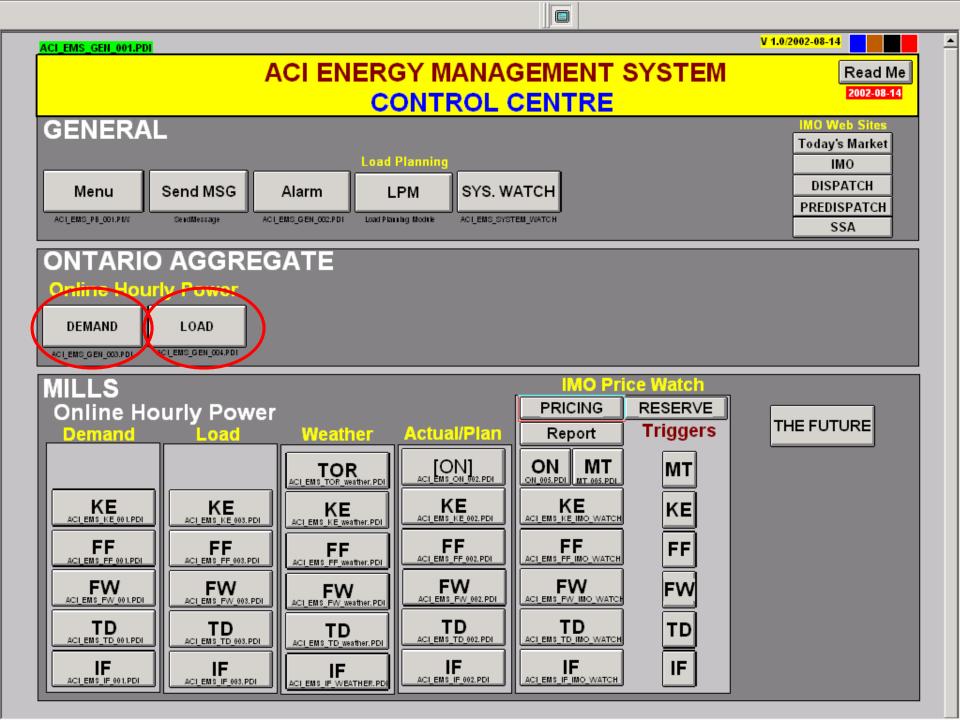


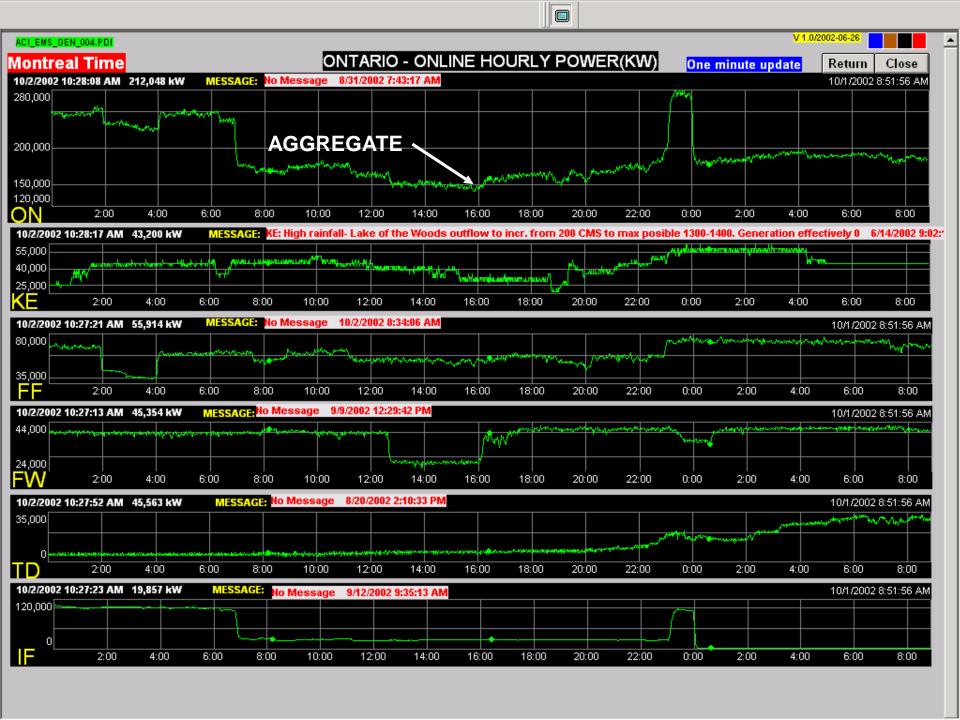


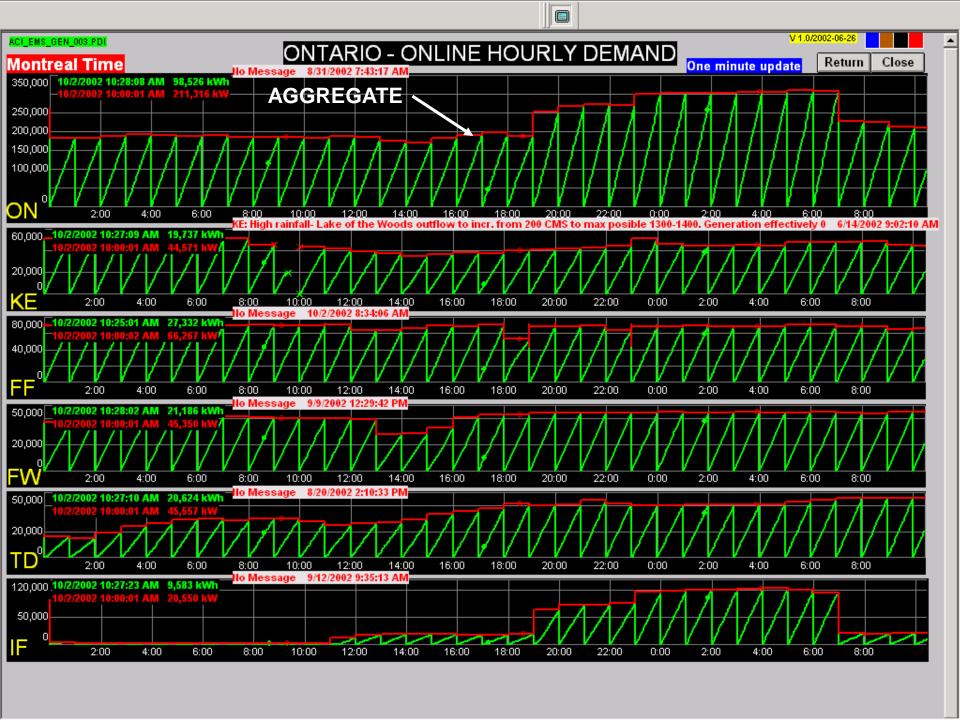


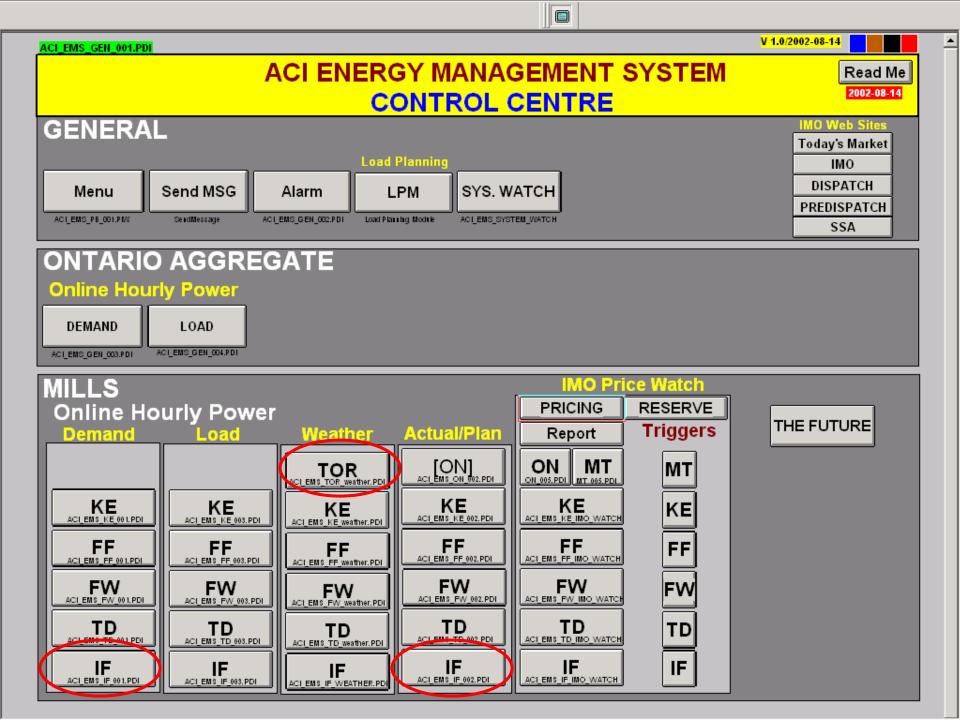


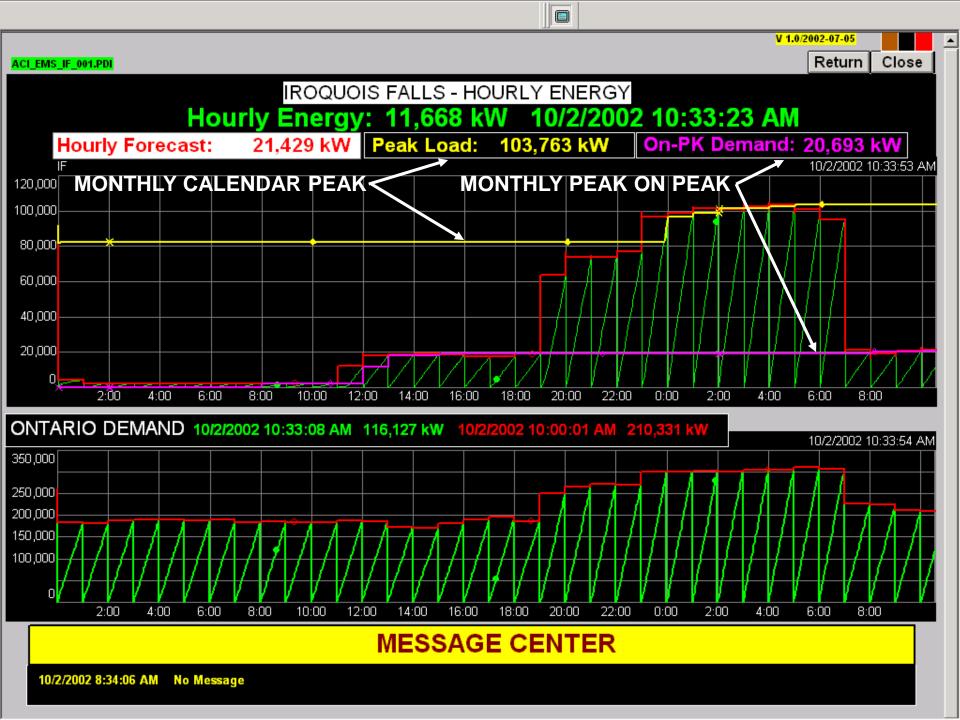


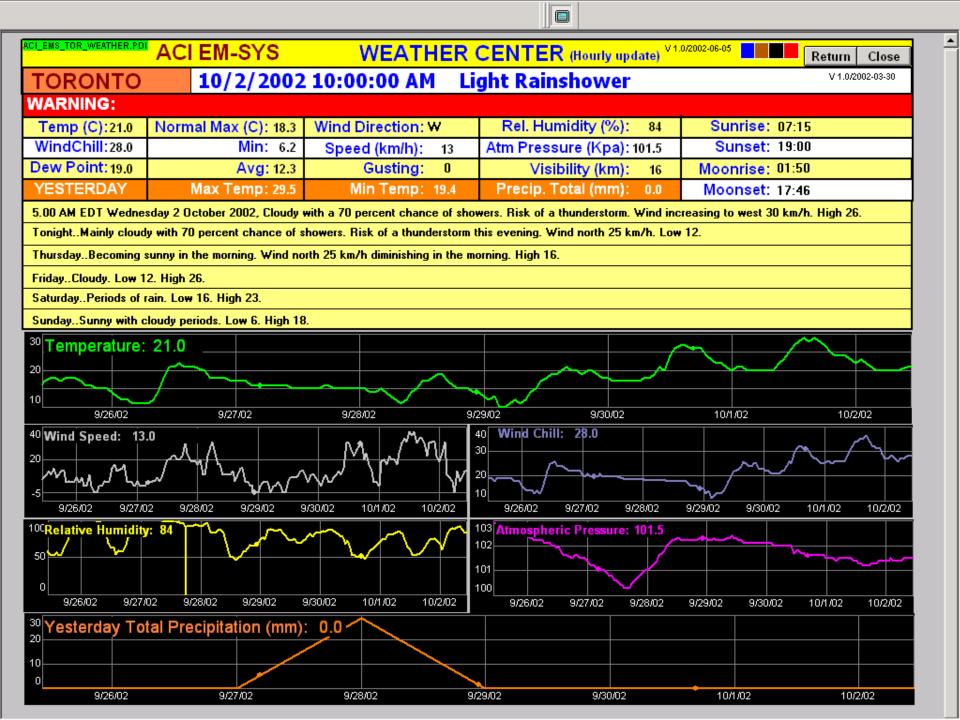


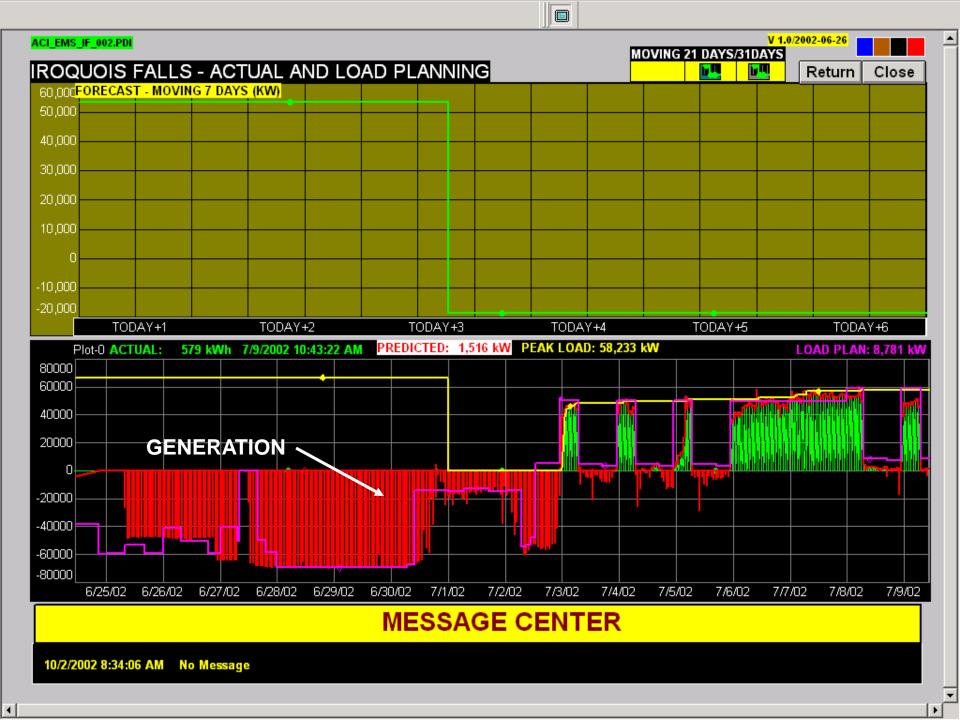


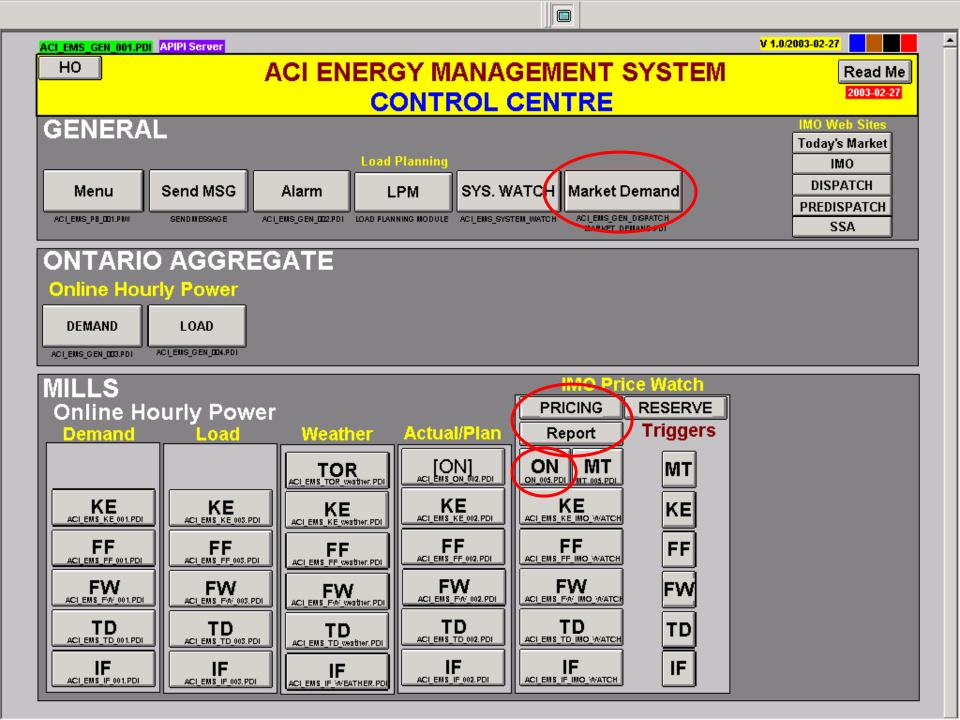


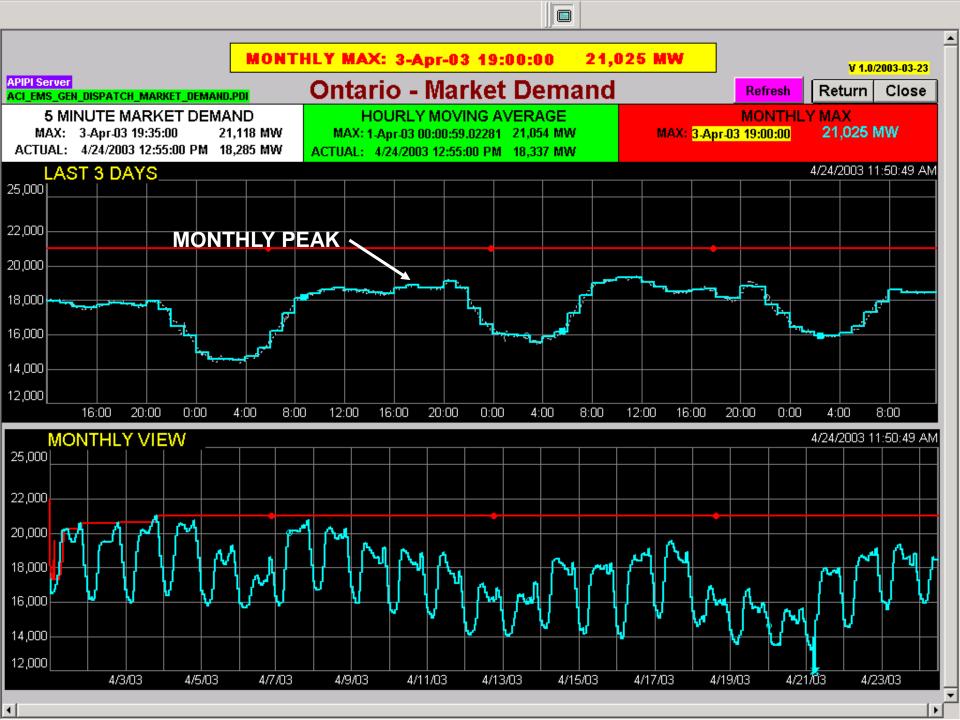










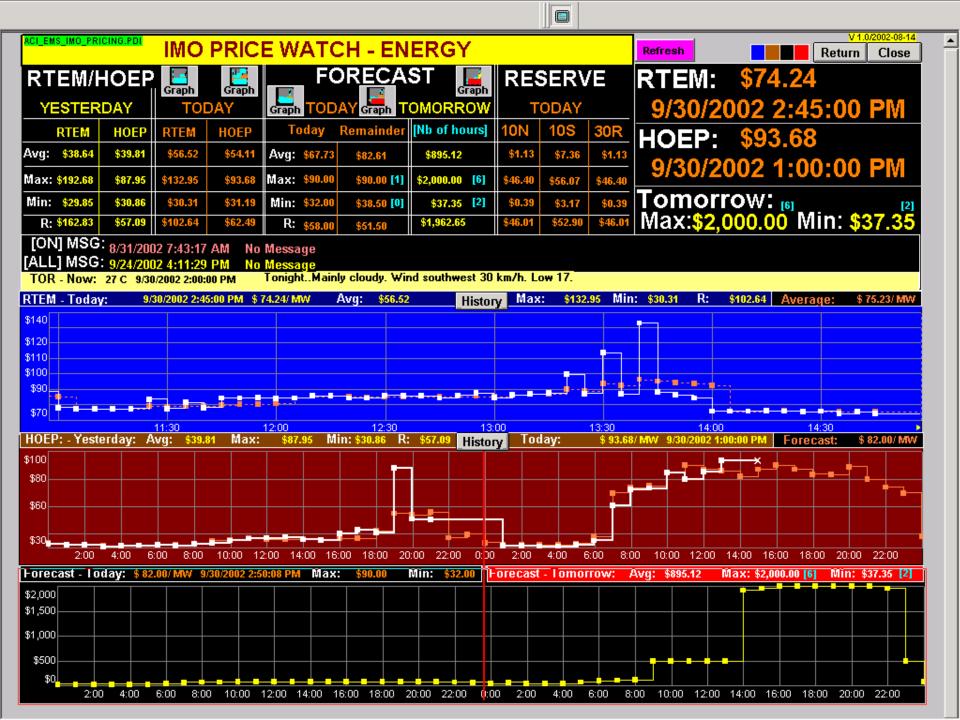


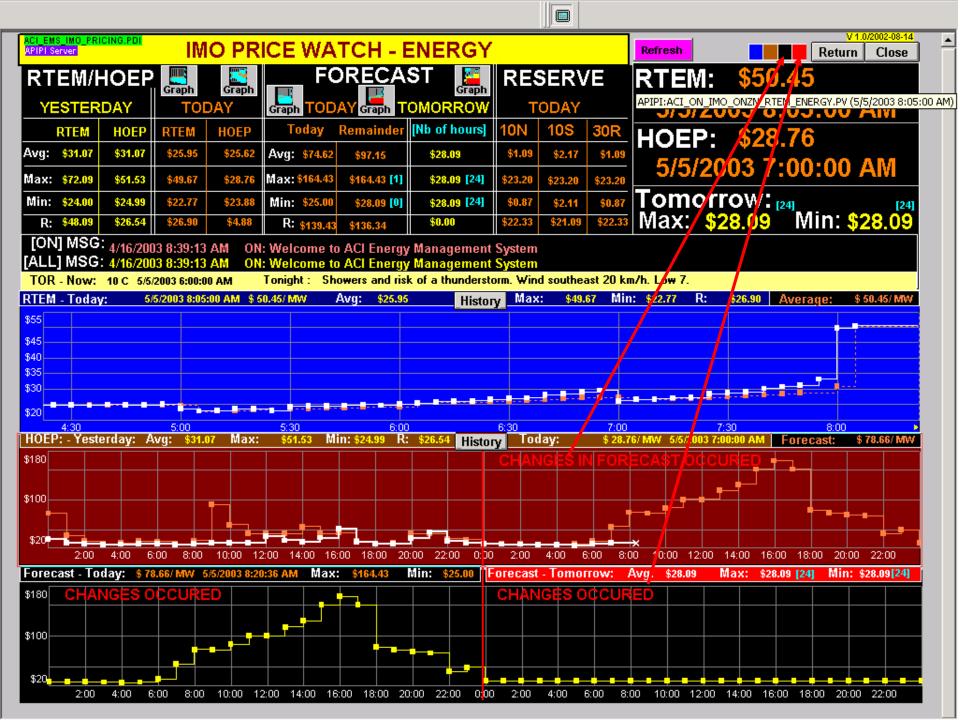


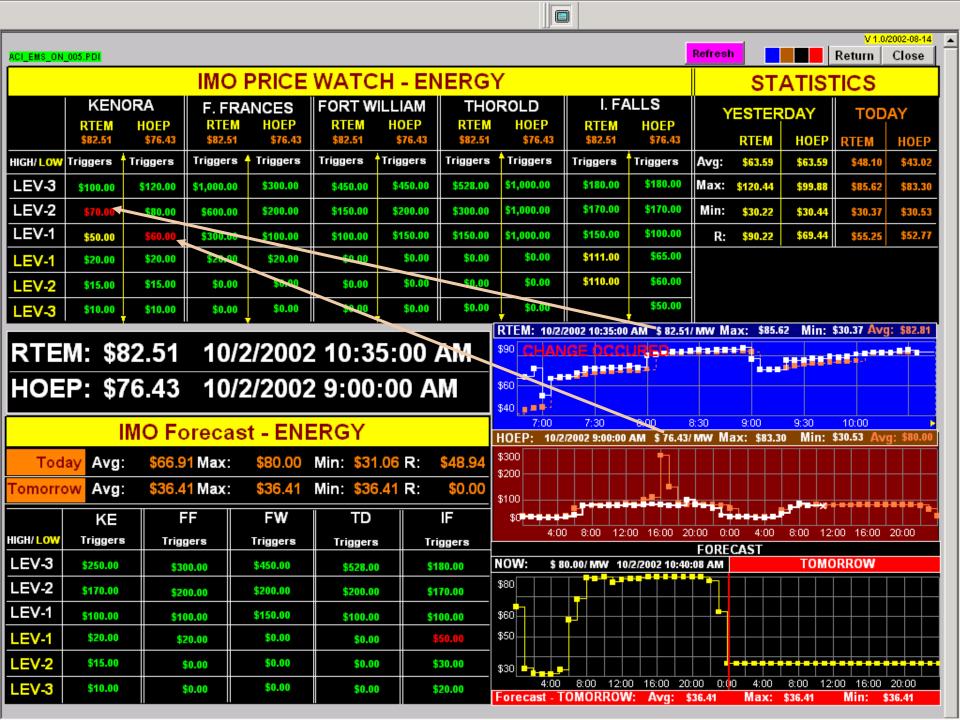
The Independent electrical Market Operator (IMO)

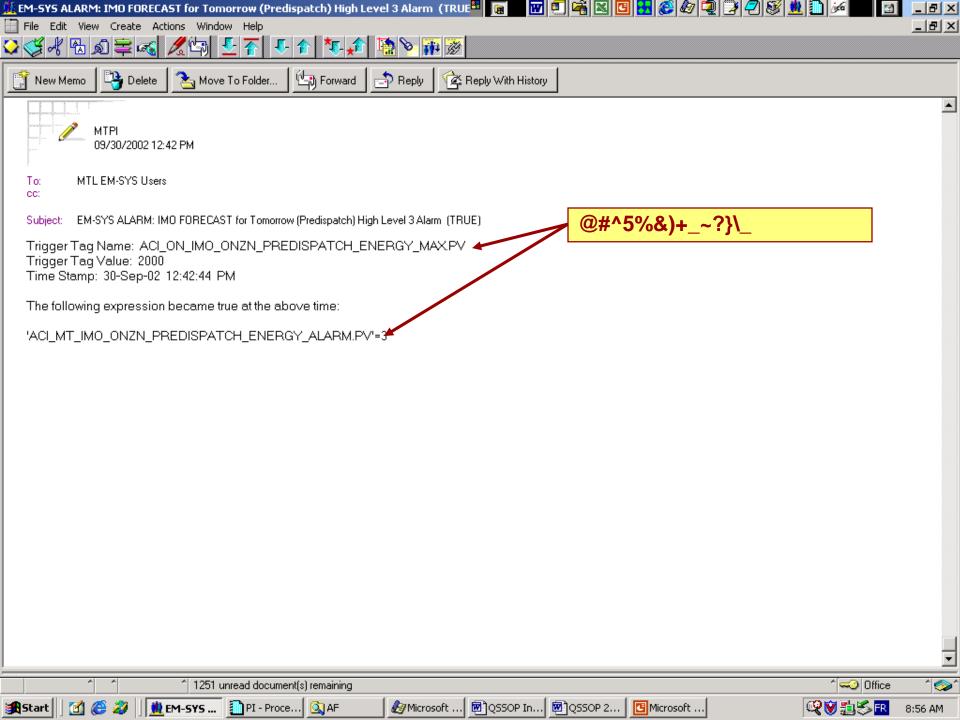
- **⋄RTEM (Real Time Energy Market)**
  - 5 minute pricing
- \*HOEP (Hourly Ontario Energy Price)
  - Hourly average of RTEM
- Predispatch (Forecast for tomorrow)
  - Hourly pricing

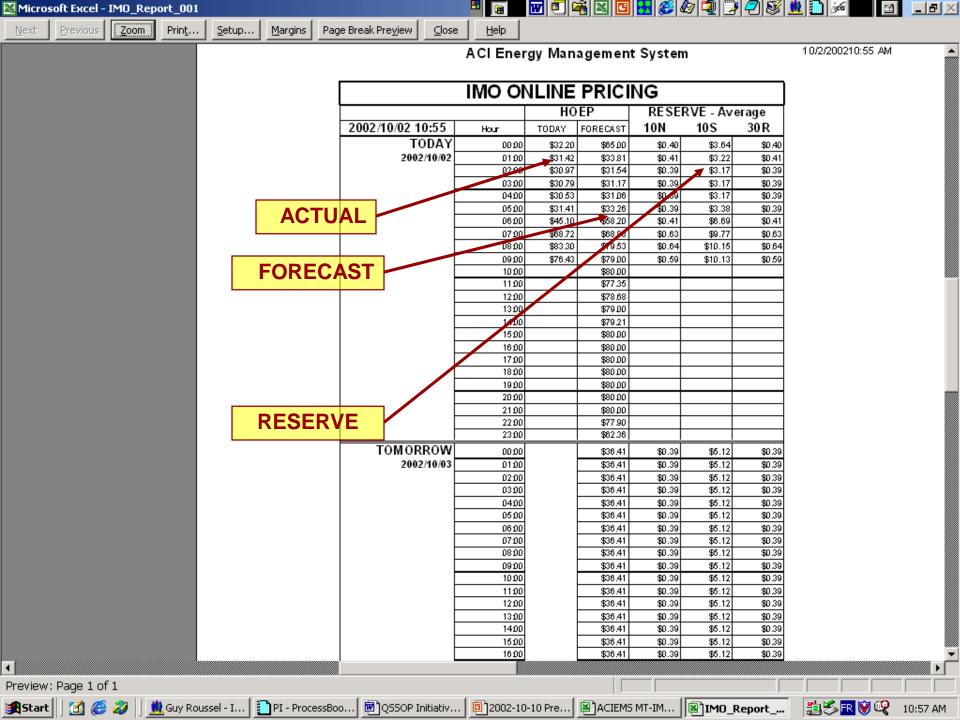








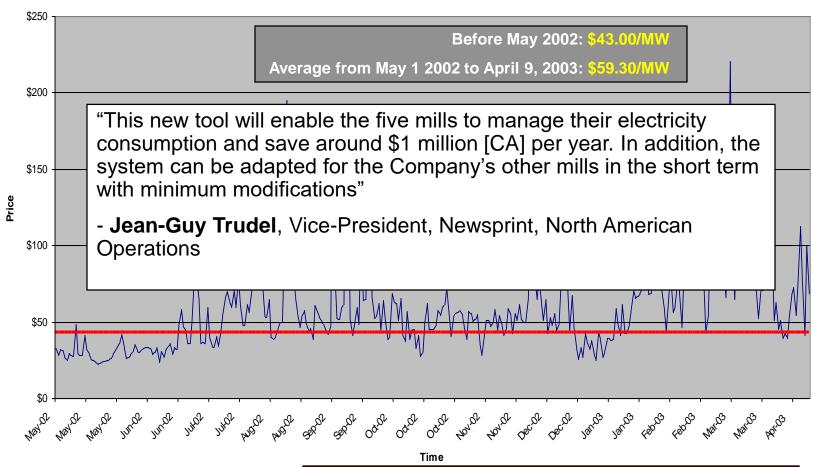






One year after Market opening

#### **HOEP Daily Average**



Average from May 1 2002 to December 31, 2002: \$52.69/MW

Average from January 1 2003 to April 9, 2003: \$75.06/MW





#### MONTREAL PI SYSTEM



V 1.0/2003-04-08



ACI\_EMS\_MT\_001.PDI APIPI Server

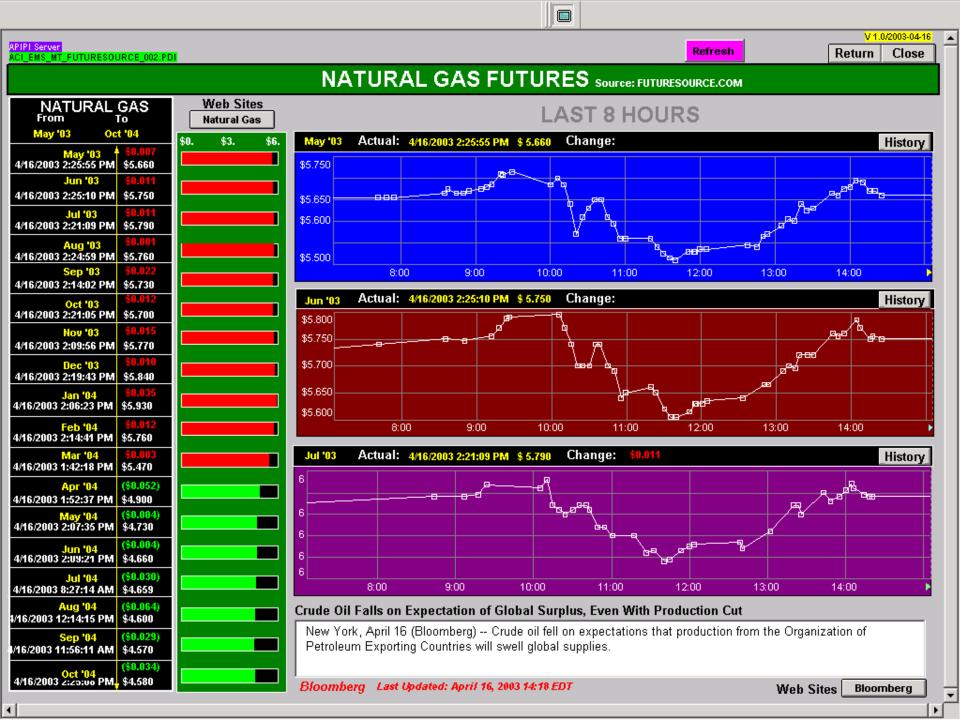
# **ACI/Energy Management System**

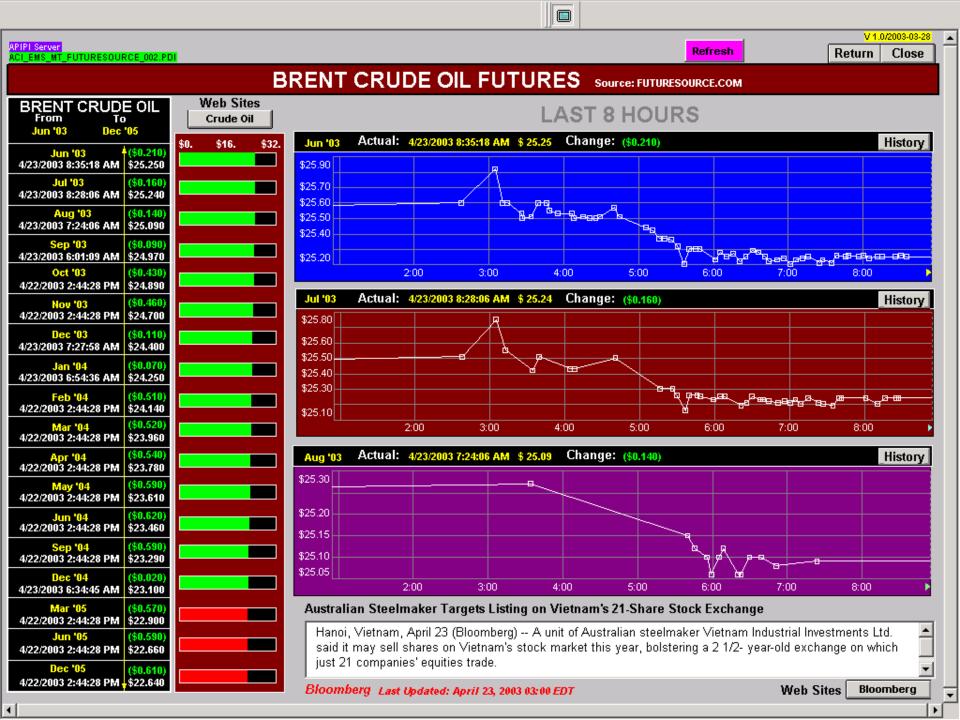
Expanding to other commodities

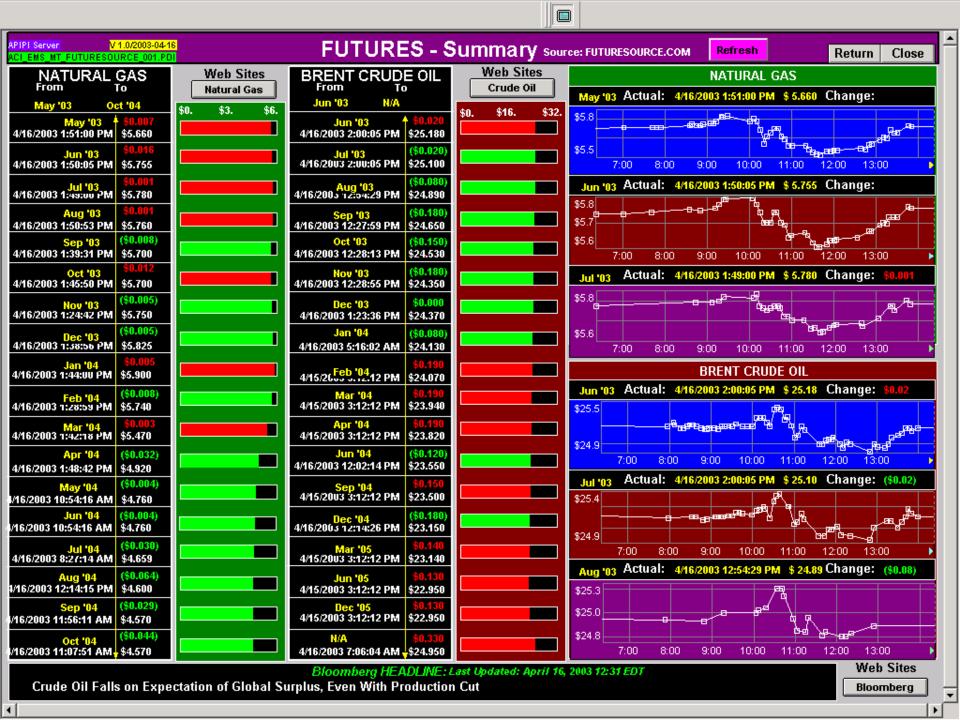


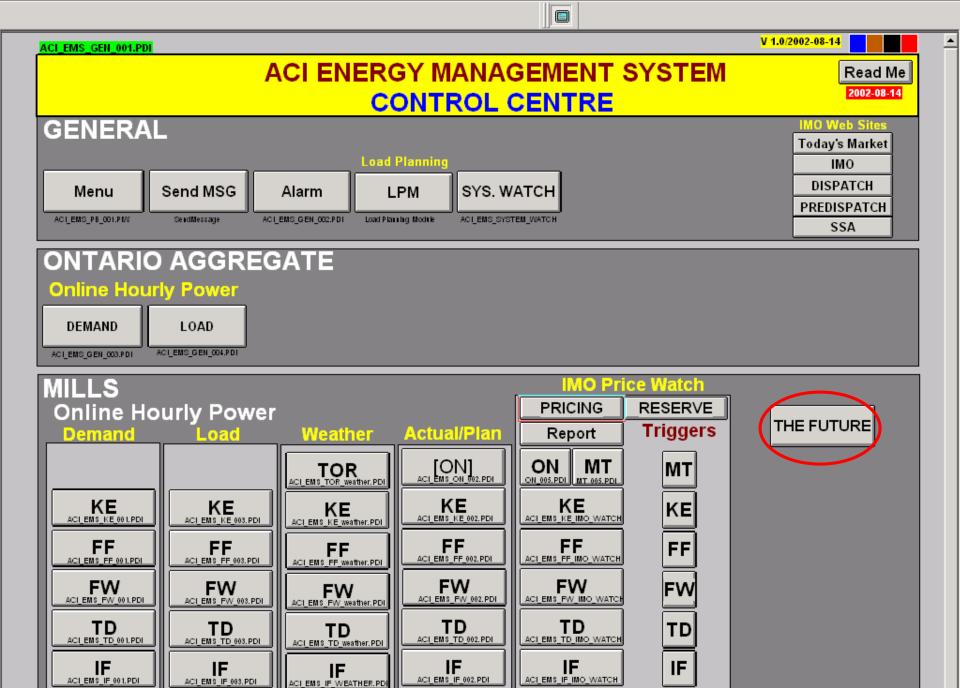
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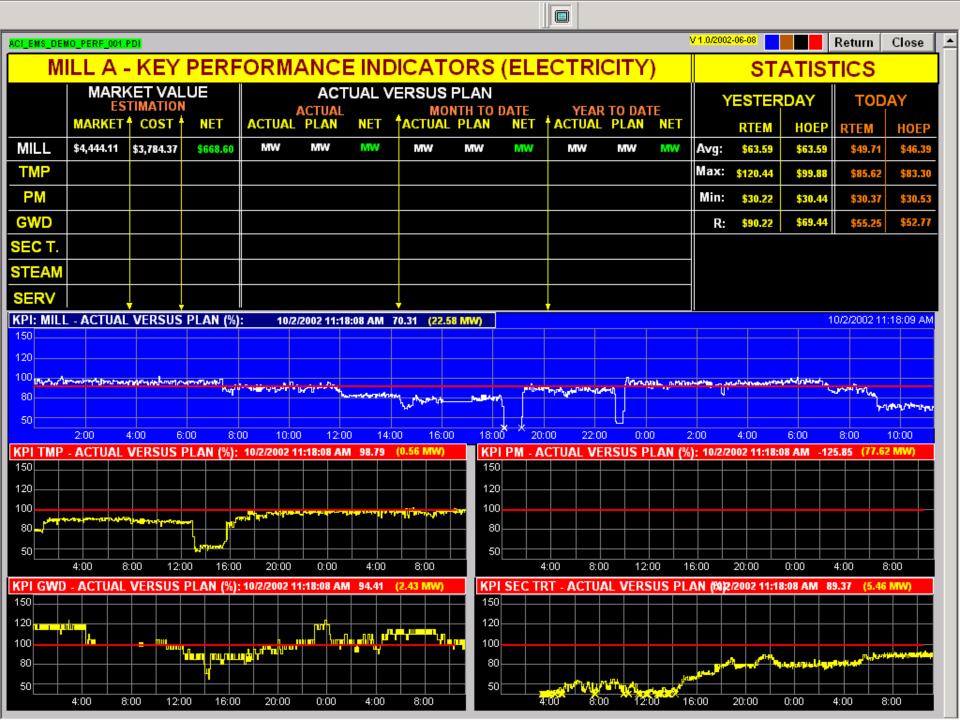
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#### **ACI/Energy Management System**

PART I CONCLUSION – Wise Spending

#### Stretching our dollar by:

#### Using existing assets

 Using the PI System as the backbone to get and exchange real time information

#### Using our own resources & expertise

- IT/Port-Alfred Load Planning Module & Weather Reporting
- IT Fort William PI/IMO Specifications
- IT Fort Frances Monthly peak

#### Get Power Managers involved & accountable

- To satisfy our basic needs for the new market
- With room for growth





# Part II How we did it

**Prerequisites** 

**Team** 

**Deadline** 

**Roles** 

**Timing** 

**Delivering** 

**Expectations** 

**Vision** 

**Selling** 

Conclusion



## **Prerequisites**

#### Before you start anything...

# A picture is worth a thousand words





**Deadline** 

Your worst enemy or your best friend?





**ACI EM-SYS** 

**Timing** 

## Timing is everything

Too early for the game...



**Timing** 

## Timing is everything

...Or too late?



## **Expectations**

## Clarify the expectations



## **Expectations**

## Clarify the expectations







#### **Team**

## Know your people

The Overly Organized



#### **Team**

## Know your people

The Overly Risk Averter

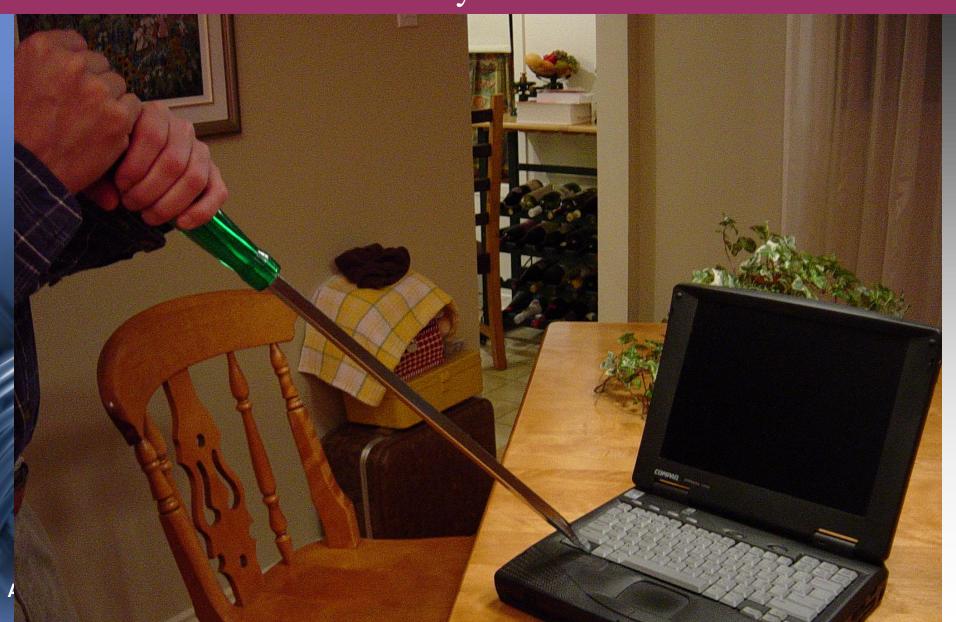




**Team** 

## Know your people

The Overly Risk Taker



#### Roles

## Roles & Responsibilities

At the RIGHT place



## **Delivering**

## **Product Delivery**

RULE I: You can't close the books too early



## **Delivering**

# Product Delivery RULE II: Know where to stop



## Have a vision



## **But stay grounded**



### Conclusion

## QUESTIONS

