



# INDUSTRIAL ENERGY EFFICIENCY PROGRAM

## FEASIBILITY STUDY

A feasibility study started off the project to identify and verify upgrades specific to the business.

Investment: \$16,000

Feasibility study incentive: \$8,000

## PROJECTED ENERGY SAVINGS

Estimated project cost: \$250,000

Estimated incentive: \$112,500

Simple payback: 2.1 years

Greenhouse gas emissions reduction: 270 metric tons of eCO2 per year. That's the equivalent of 57 passenger vehicles off the road each year.

## ENERGY EFFICIENCY BENEFITS

- » Lower energy use and bills
- » Improve productivity with a better work environment and equipment
- » Cut maintenance time and costs
- » Achieve corporate sustainability goals
- » Decrease greenhouse gas emissions

## GET STARTED!

Visit [saveenergynb.ca/sweetsavings](http://saveenergynb.ca/sweetsavings) to watch a video of Canadian Organic Maple Co. Ltd. tapping into their energy savings.

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Kayla Bennett of Knowlesville, New Brunswick

# CANADIAN ORGANIC MAPLE CO. LTD.

New Brunswick maple syrup makers tap into savings

“WE BELIEVE THE RESPONSIBLE THING TO DO IS EMIT LESS CARBON. WE’RE COMMITTED TO DOING THAT PERSONALLY AND AS A COMPANY.”

- Gus Hargrove, co-owner, Canadian Organic Maple Co. Ltd., Divide, New Brunswick



**Owners** Sandra and Gus Hargrove

**Established** 1999

**Location** Divide, New Brunswick

**Employees** 25 full-time equivalent employees

**Annual product output** 500,000 375ml bottles/year

**Classification** Mid-sized industrial

## ABOUT CANADIAN ORGANIC MAPLE CO. LTD.

Canadian Organic Maple Co. Ltd. owners Gus and Sandra Hargrove started their business as a retirement project—and now, 20 years later, it's grown to be one of the largest sugaries in all of New Brunswick and one of the single largest organic maple producers in the entire world.

Situated in the pristine wilderness of the Appalachian Hardwood Forest in the heart of the province, Canadian Organic Maple Co. Ltd has approximately 138,000 taps and produces up to 200,000 litres of 100% certified organic maple syrup every year.

Turning sap into syrup takes a lot of energy and finding ways to reduce energy consumption is great for the environment and helps the bottom line.

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## PROJECT 1 NEW EQUIPMENT

Canadian Organic Maple Co. Ltd. installed new technology—some of which had never been tried before in the maple syrup industry—that leverages reverse osmosis to make the sap to syrup conversion process much more efficient. The process was modified to allow high brix evaporation.

Before upgrades, about 8L of concentrated sap was evaporated to get 1L of syrup. After the upgrades only about 2.5L of concentrated sap was evaporated to get 1L of syrup.

## PROJECT 2 INFRASTRUCTURE UPGRADES

In addition to new technology, Canadian Organic Maple Co. Ltd. worked with NB Power to extend power lines to their facility, eliminating the need to use diesel generators and vacuum pumps.

With this change, Canadian Organic Maple Co. Ltd. is expecting to **save at least 100,000L of diesel fuel per year, saving \$65,000/year.**



## ABOUT THE UPGRADES

Canadian Organic Maple Co. Ltd. worked with NB Power's Industrial Energy Advisors to explore available programs and incentives. From the feasibility study, two primary projects were identified to help reduce their energy consumption.

## THE FEASIBILITY STUDY

Canadian Organic Maple Co. Ltd. was looking to lower costs and to implement more sustainable business practices.

They heard about NB Power's Industrial Energy Efficiency Program from a contact at the Department of Agriculture, Aquaculture and Fisheries. Before investing in any new retrofits or new technology, they wanted to get a better sense of the costs and the business case. They started with a feasibility study to help identify and verify upgrades specific to their business.

The feasibility study identified several opportunities at the plant to reduce electricity and fuel consumption.

## CANADIAN ORGANIC MAPLE CO. LTD. IS AN AN ENERGY LEADER

Energy efficiency upgrades have helped Canadian Organic Maple Co. Ltd. become more competitive in their industry. And in addition to a more efficient process and a significant projected cost savings on the price of fuel, these upgrades have allowed Canadian Organic Maple Co. Ltd. to get much closer to their goal of being carbon neutral. And that's what every day energy leadership looks like.

## BECOME AN ENERGY LEADER

Visit [nbpower.com/sweetsavings](http://nbpower.com/sweetsavings) to find out more and sign up for a site visit at your facility or a phone call with an NB Power Industrial Energy Advisor.

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