



**TECHNICAL
SERVICES INC**

1880 Assumption St. Suite 100
Windsor, ON N8Y 1C4
519-800-0873
snp-tech.com

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With provincial election looming, major hydro consumers tap funding programs and engineering expertise to predict uncertain futures

Windsor, ON: Electricity rates will be a major ballot box issue in Ontario's June election, and some of the province's largest consumers are trying to prepare for what it could mean for the viability and environmental footprint of their operations.

Joshua Lewis, Energy Group Manager at SNP Technical Services in Windsor, Ontario experiences this challenge daily with industrial and commercial property clients who struggle to balance rising operating costs with being more environmentally responsible.

"The ultimate challenge for our clients is not being in control of their futures," said Lewis. "The threat of potential rate hikes and the rotating availability of financial incentive programs contributes to an unsettling future. The solution is to identify more efficient operating processes to generate new revenue streams that will insulate them from uncertainty," he explained.

"Ontario's incentive programs are forcing large consumers to be more creative with their operations," said Lewis who has successfully secured millions in provincial funding for his clients during his 18-year career. For example, among the variety of programs is the opportunity to recoup up to 40% of total project costs for natural-gas fired Combined Heat and Power installations (CHP). Although this is a popular program with large consumers, this funding will be discontinued on July 1, 2018 due to its negative effect on greenhouse gas emissions. Lewis predicts a sharp increase in alternative energy storage technologies like batteries and chilled/hot water storage tanks to be the next major trend for large consumers.

But even with the impending end of the CHP program, others are gaining speed, like the recently launched "GreenON Industries," introduced in December 2017, which has attracted the attention of large automotive manufacturers. "We are currently working with a client on their application for this program to capture waste heat and incorporate solar air heating," said Lewis.

The application for funding widened even further last month with the launch of the "GreenON Challenge" program that allows smaller businesses, not-for-profit organizations, registered charities, conservation authorities and utilities to apply for a portion of \$300 million now available. Securing project funding is just one of the services Lewis and his team offer to provide transformative solutions for clients. The SNP team finds efficiencies with lighting, HVAC, compressed air, steam, CHP,

cooling and hot water systems and custom processes. Lewis helps his clients see beyond their return on investment and consider additional benefits such as improved life-cycle costs, reduced maintenance requirements, improved reliability, increased production and better overall quality.

Lewis' professional expertise was recently recognized by the Association of Energy Engineers (AEE), an international, nonprofit professional association of more than 18,000 members who awarded him with the title of Energy Manager of the Year for Canada, in October 2017. This prestigious award has significant meaning to Lewis who was instrumental in establishing a local AEE Chapter for Southwestern Ontario in 2016 for seasoned and student engineers to network, share ideas and best practices for improved energy conservation. He has also helped to set up a \$1,500 scholarship at the University of Windsor, his alma mater, for electrical engineering students.

SNP Technical Services Inc. will be a sponsor of the University of Windsor's Energy and Sustainability 2018 Symposium and Industry Summit from June 21 & 22, 2018. Lewis will be a presenting speaker at this event sharing his expertise on the latest trends of effective energy management.

SNP Technical Services Inc. is a multi-disciplinary engineering firm with an award-winning Energy Services division, with offices in Windsor and Burlington Ontario, as well as Troy, Michigan and Mexico. For more information, visit: snp-tech.com.

Media Inquiries:

Please contact:

Joshua Lewis, Energy Group Manager
SNP Technical Services
Cell: 248-525-9592
Office: 519-800-0873 x 22
Toll-free: 1-877-767-9099 x 22