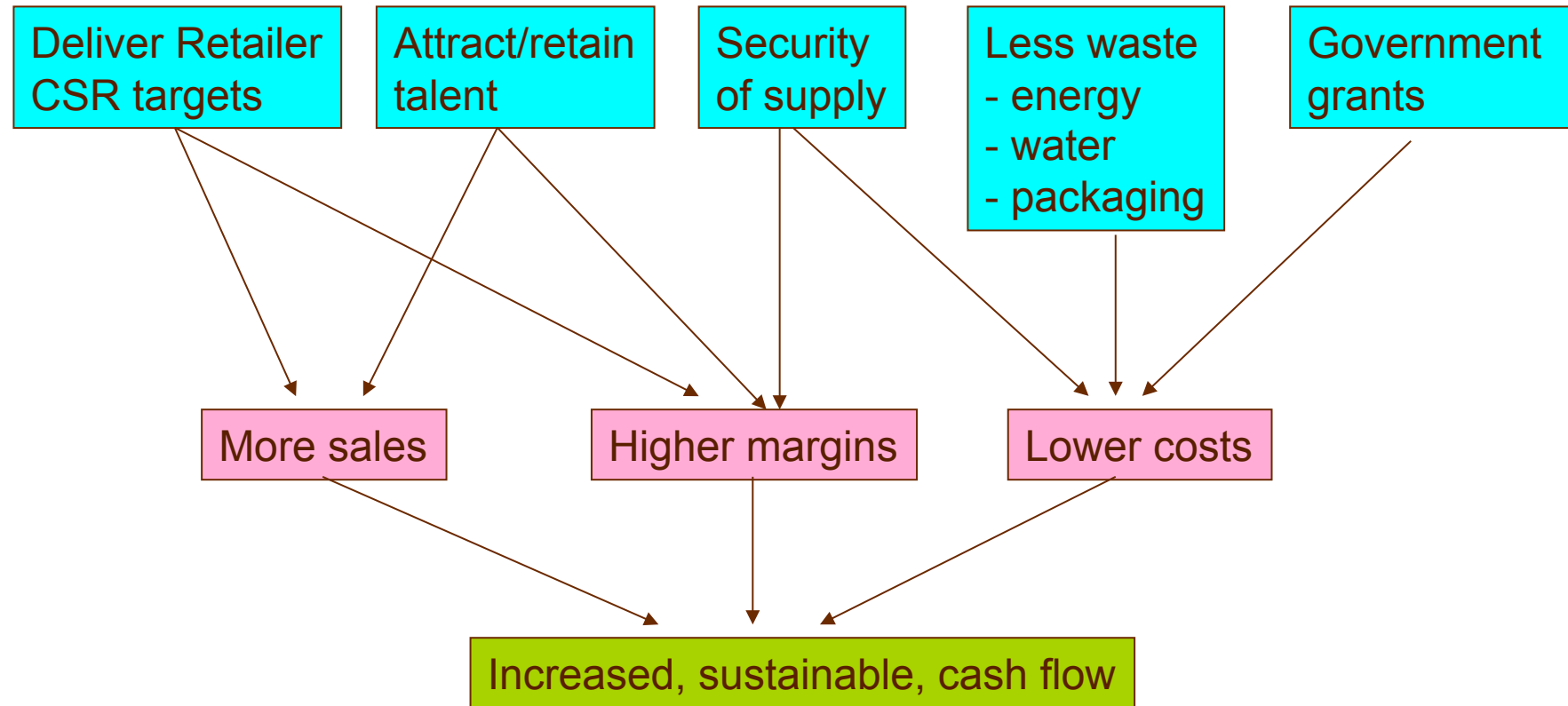




The Northern Way: control and monitoring

June 2010

The Northern Way is enlightened self interest!



The picture in 2030:

- 8.3 billion people
- 50% more food
- 40% more energy
- 30% more water

Ref: Jeremy Sachs Common Wealth: Economics of a Crowded Planet



We make great tasting food people want to buy again & again & again....



What gets measured gets done

Northern Foods spends:

- + £20M on energy
- + £ 6M on waste
- + £ 4M on water

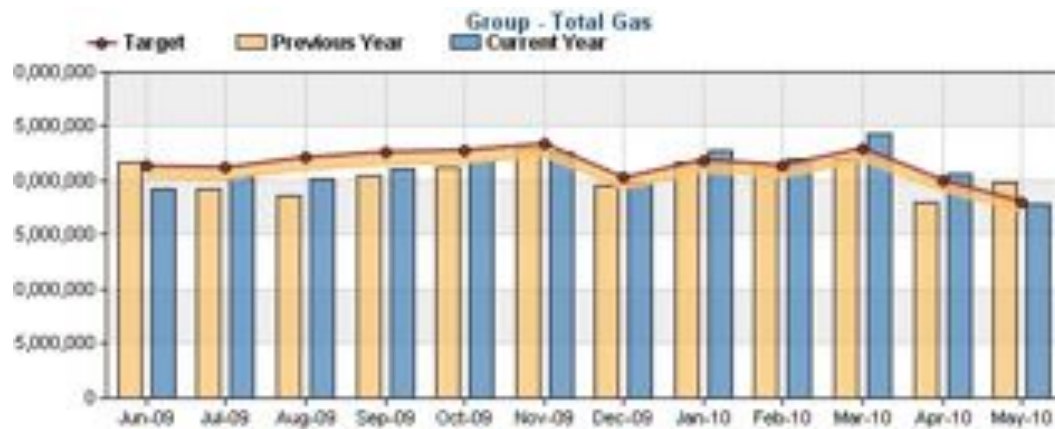
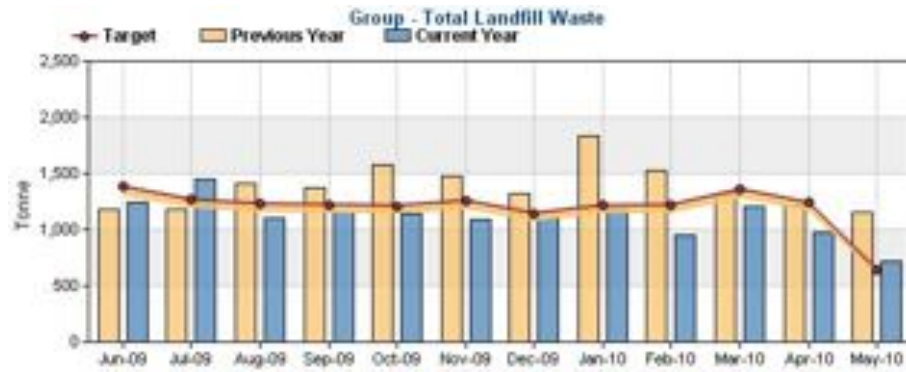
Lack of visibility made it difficult to land these opportunities

Energy desk top across all 17 sites in July09

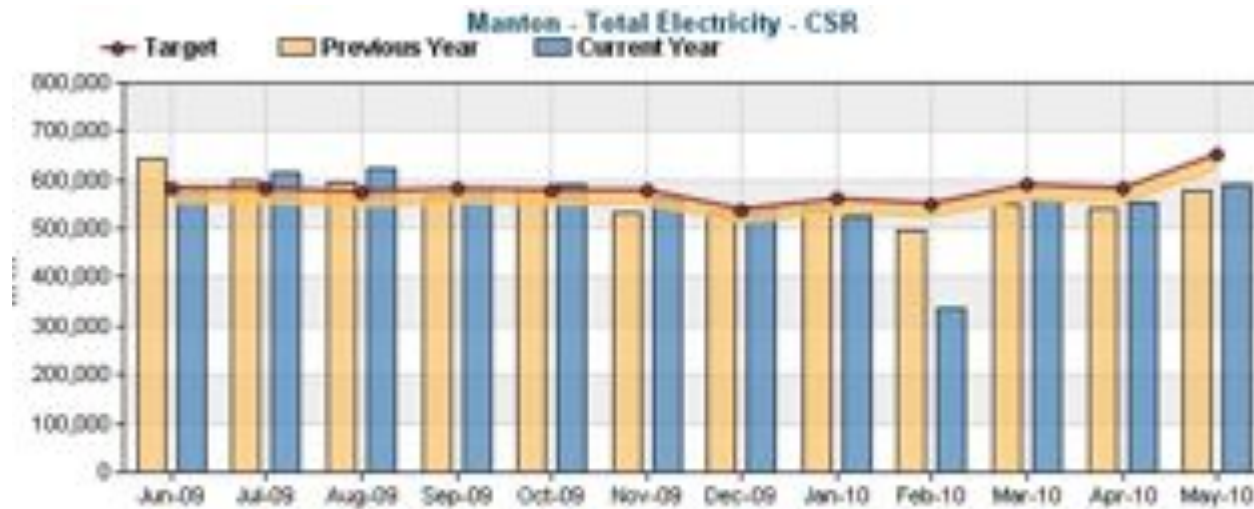
Utility bill reduced by >£1M based on useage calculation




CSR introduce transparent measurement






















Manton Wood sandwich site



Daily report

Good Performance  Average Performance  Poor Performance 

Auto Boilerhouse						
Meter Name	Consumption	Target	Usage Var	Cost Var	% Var	
 Boiler 1 Feed Water	9 m3	3 m3	6 m3	£1.52	167%	
 Boiler 1 Hotwell Make Up	5 m3	0 m3	5 m3	£1.30	2,741%	
 Boiler 2 Feed Water	13 m3	17 m3	-4 m3	£-1.16	-25%	
 Boiler 2&3 Hotwell Make Up	9 m3	14 m3	-5 m3	£-1.38	-36%	
Auto Electric						
Meter Name	Consumption	Target	Usage Var	Cost Var	% Var	
 F1 Air Compressor (HL 75)	1,947 kWh	1,758 kWh	189 kWh	£13.64	11%	
 F1,2,3 Supplementary Refrigeration Plant	3,075 kWh	2,666 kWh	409 kWh	£29.44	15%	
 F1 Refrigeration Plant (Rear R22)	368 kWh	140 kWh	228 kWh	£16.38	162%	
 F3 Air Compressors (HL 22 + Comp No 85)	0 kWh	8 kWh	-8 kWh	£-0.59	N/A%	
 F3 Refrigeration	1,710 kWh	2,832 kWh	-1,122 kWh	£-80.79	-40%	
 Grasso Despatch Plant	3,083 kWh	No Target	N/A	N/A	N/A%	



Daily report continued...

 [Show Browser](#) [Comments or Questions? Click Here](#)

Meter Name	Consumption	Target	Usage Var	Cost Var	% Var	
F 2 Tote Bin Gas	655 kWh	525 kWh	130 kWh	£2.21	25%	
Char Grill Gas	2,620 kWh	3,730 kWh	-1,110 kWh	£-18.86	-30%	
Auto Heat Incomers						
Meter Name	Consumption	Target	Usage Var	Cost Var	% Var	
F1 Gas Incomer	7,412 kWh	3,842 kWh	3,570 kWh	£60.68	93%	
F1 Water Incomer [99w000115G]	176 m3	138 m3	38 m3	£10.25	28%	
F2/3A Water Incomer [98w3008609]	298 m3	357 m3	-59 m3	£-15.81	-16%	
F2/3C Water Incomer [99w000127k]	279 m3	323 m3	-44 m3	£-11.94	-14%	
F2 Gas Incomer	14,691 kWh	19,223 kWh	-4,532 kWh	£-77.04	-24%	
F2 Main Boiler Gas	0 kWh	11,020 kWh	-11,020 kWh	£-187.34	N/A%	
Auto Water						
Meter Name	Consumption	Target	Usage Var	Cost Var	% Var	
F2/3 Hygiene	109 m3	No Target	N/A	N/A	N/A%	
F1 Hot Water	0 m3	No Target	N/A	N/A	N/A%	
F 3 BAC Cooling Tower	2 m3	1 m3	1 m3	£0.14	35%	
F 3 Evapco Cooling Tower	13 m3	9 m3	4 m3	£1.18	51%	

So what do we do?

- Morning review of yesterday's numbers
- Weekly review of progress
- Monthly Northern Way update across BU
- Monthly report into the Operations Board
- Automatic reports emailed out



How do we know how well we are doing?

9% increase in production
+10% absolute reduction in total waste



And the value of this work....

Year 1 £0.5M benefit

Year 2 £1.0M benefit

Year 3 £1.5M potential benefit.....

and more importantly delivering sustainable growth

And what do we need to do next....

Maintain focus on utilities

Robustly focus on waste

Integrate projects into Grimsby training

Continue to measure, monitor and review

Never ending journey.....

8.3 billion people

50% more food

40% more energy

30% more water

We all act to deliver great business by doing the right things



