



Paloma d.d.

Energetika.net, November 2011

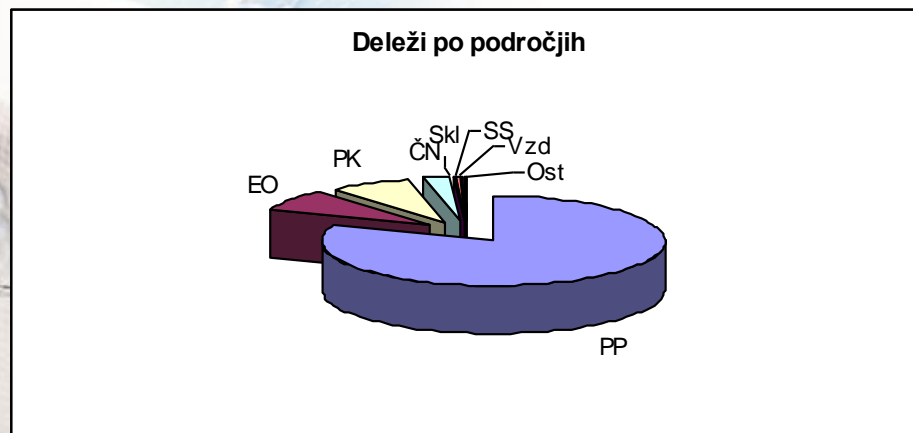
Mirko Horvat

Osebna izkaznica

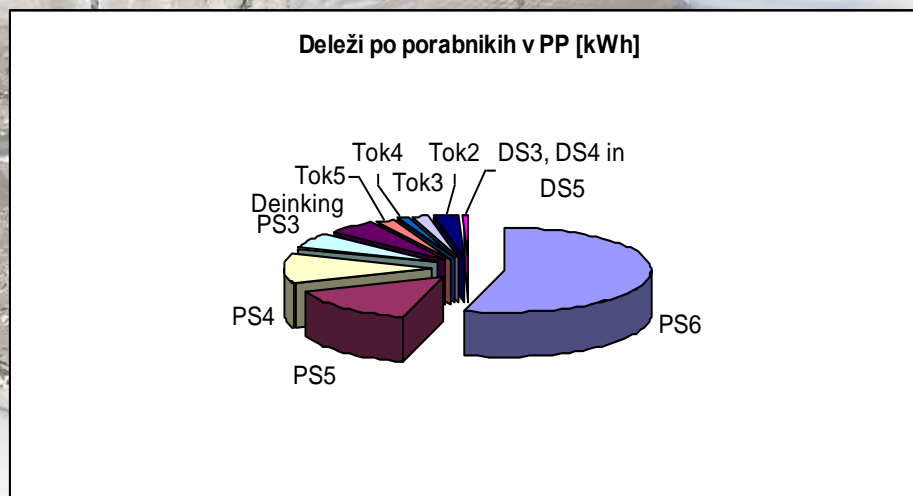
- 87 mio prihodkov
- 66.000 ton higienskih papirjev
- 760 zaposlenih
- 79,5 mio kWh EE
- 16.6 mio Sm³ ZP

Struktura porabe - EE

Področje	kWh	%
Proizvodnja papirja	64.998.123	80,87%
Energetski obrat	6.372.381	7,93%
Papirna konfekcija	6.128.792	7,63%
Čistilna naprava	1.900.351	2,36%
Skladišče izdelkov	335.265	0,42%
Stokovne sluzbe	281.964	0,35%
Vzdrževanje	180.178	0,22%
Ostalo	179.816	0,22%
Skupaj:	80.376.870	100%

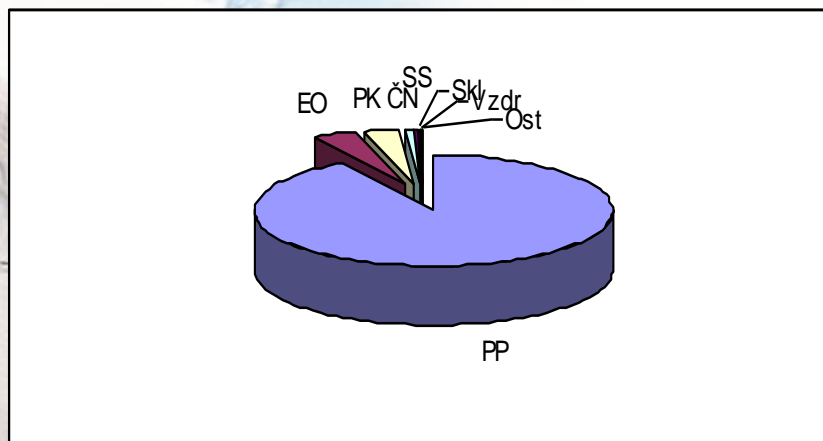


Proizvodnja papirja	kWh	%
PS6	35.333.891	54,36%
PS5	9.387.834	14,44%
PS4	7.431.781	11,43%
PS3	3.993.551	6,14%
Deinking	3.382.803	5,20%
Tok5	1.384.402	2,13%
Tok4	839.589	1,29%
Tok3	1.156.873	1,78%
Tok2	1.694.498	2,61%
DS3, DS4 in DS5	392.897	0,60%
Skupaj:	64.998.119	100%

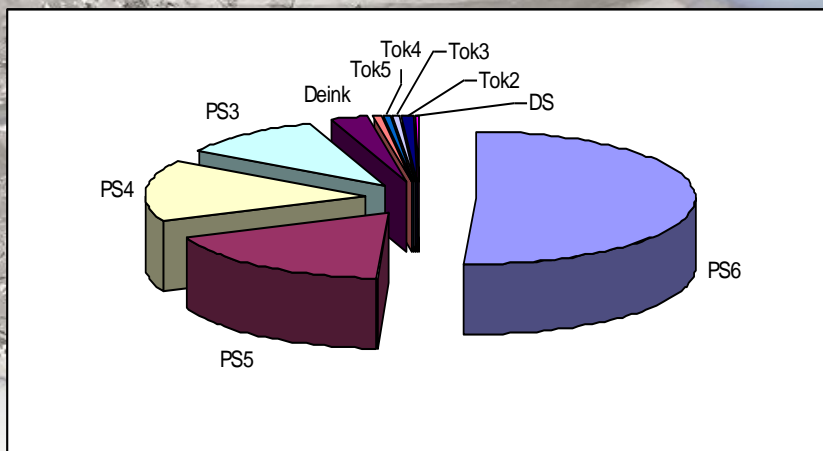


Struktura porabe - energija skupaj

Področje	kWh	Delež
Proizvodnja papirja	205.775.039	91,76%
Energetski obrat	8.197.768	3,66%
Papirna konfekcija	7.001.412	3,12%
Čistilna naprava	1.916.851	0,85%
Strokovne službe	486.495	0,22%
Skladišče izdelkov	385.975	0,17%
Vzdrževanje	264.695	0,12%
Ostalo	213.623	0,10%
Skupaj:	224.241.858	100%

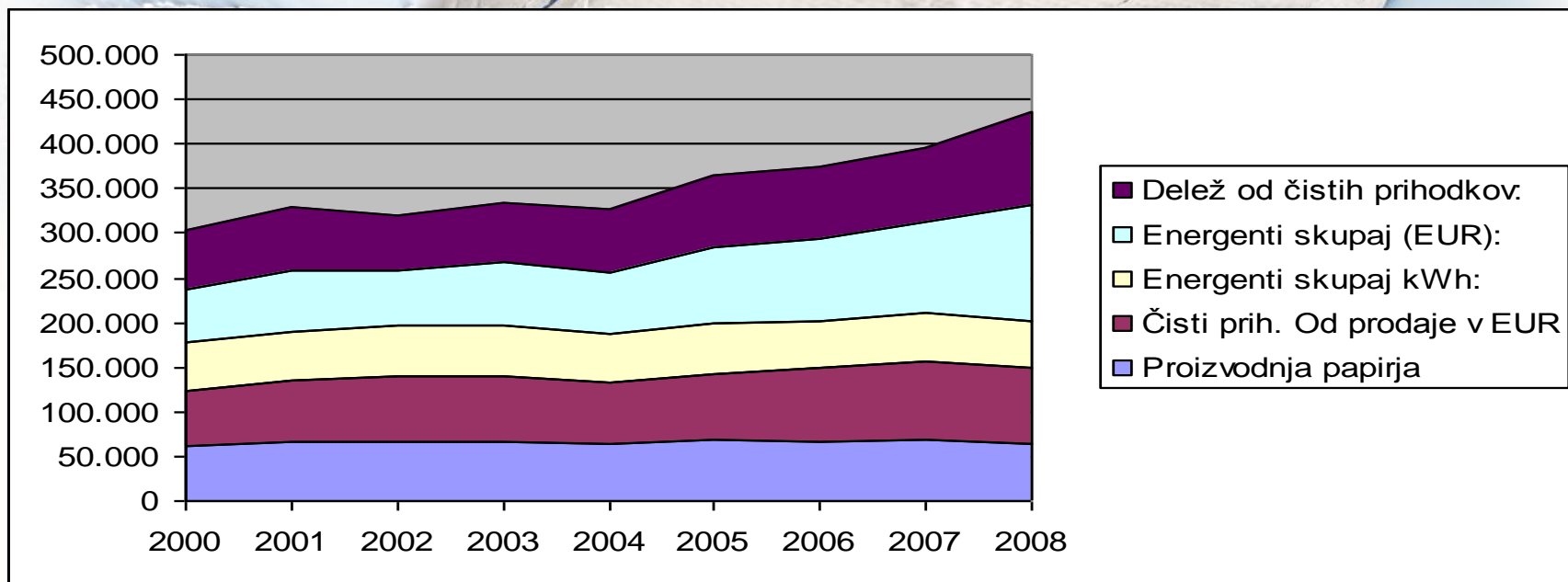


Proizvodnja papirja	kWh	Delež
PS6	104.668.845	50,93%
PS5	36.188.629	17,61%
PS4	31.389.473	15,27%
PS3	21.917.705	10,66%
Deinking	5.612.311	2,73%
Tok5	1.404.686	0,68%
Tok4	1.084.211	0,53%
Tok3	1.177.157	0,57%
Tok2	1.694.498	0,82%
DS3, DS4, DS5	392.897	0,19%
Skupaj:	205.530.413	100%



Korelacija med proizvodnjo, porabo in stroški

	2000	2001	2002	2003	2004	2005	2006	2007	2008
Čisti prih. od prodaje v EUR	61.470.311	69.247.463	71.879.831	73.508.326	68.197.095	74.345.430	82.238.274	87.849.607	85.984.999
Proizvodnja papirja v tonah	61.344	65.874	67.332	66.689	63.673	68.299	66.322	69.364	64.148
Energenti skupaj v kWh	279.427.200	277.602.105	288.902.915	282.954.900	273.534.049	286.815.246	265.718.204	263.610.732	251.904.403
Energenti skupaj v EUR	5.777.261	6.841.685	6.243.337	7.012.771	6.888.835	8.446.619	9.269.066	10.386.585,77	13.033.087,33
Delež od čistih prihodkov:	9,40%	9,88%	8,69%	9,54%	10,10%	11,36%	11,27%	11,82%	15,16%



Energetski management - 1

A white ceramic cup with a handle is shown partially submerged in water. The water is splashing around the cup, creating a dynamic and energetic scene. The background is a light blue gradient, suggesting a bright, airy environment. The cup is the central focus, and its reflection is visible in the water below.

1. Prevzem

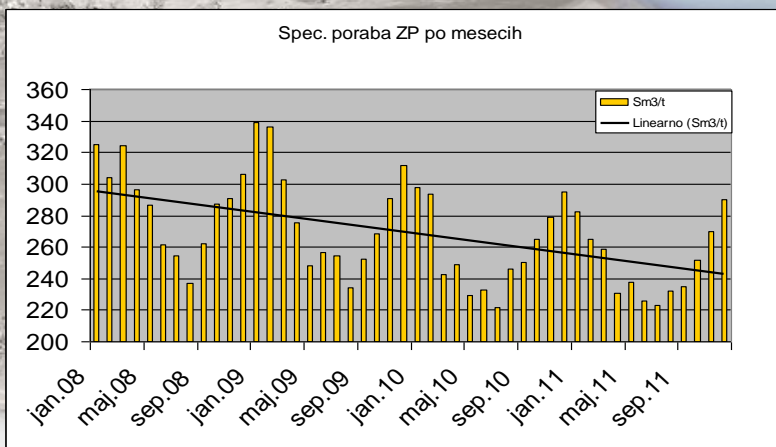
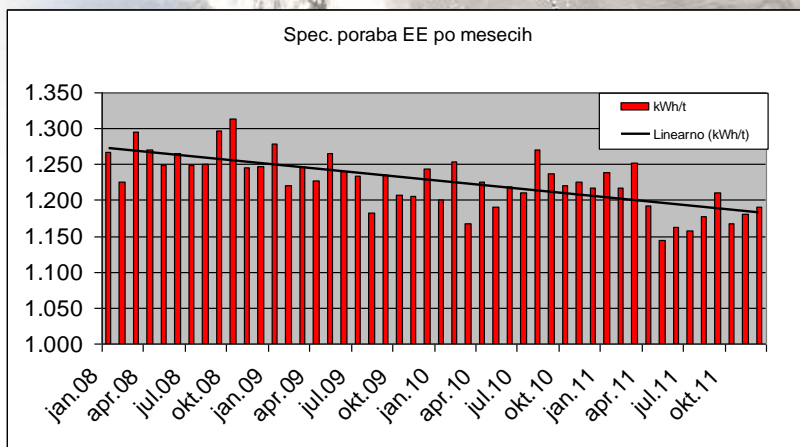
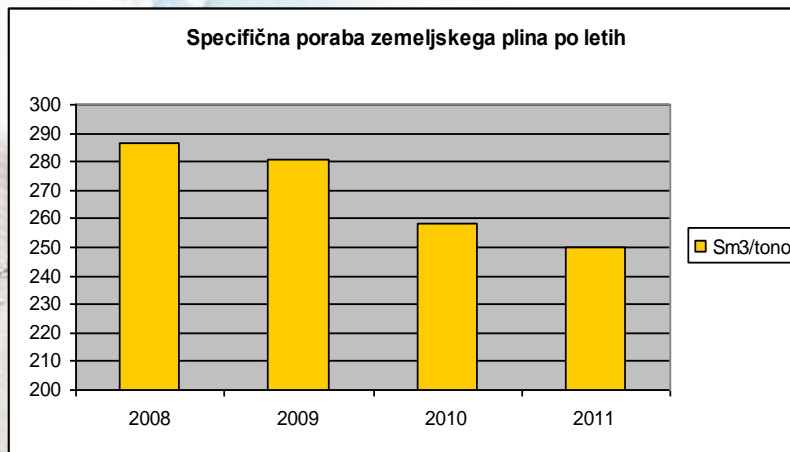
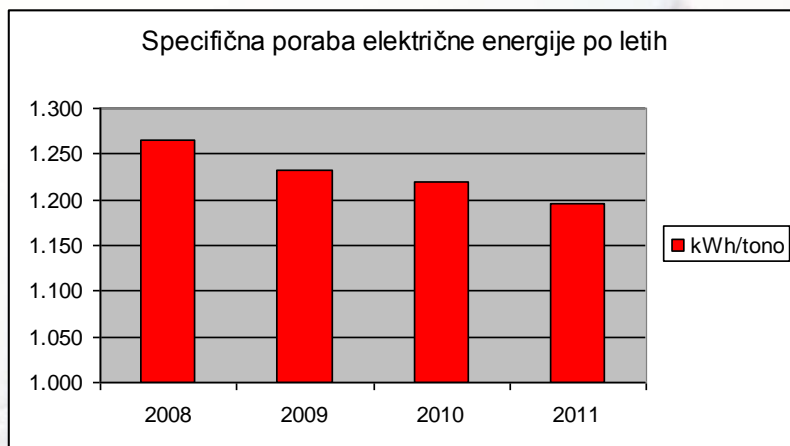
2. Razumevanje

3. Planiranje in organizacija

4. Ukrepanje

5. Monitoring in analitika

Energetski management - 2



Izzivi

A large, clear glass of water with a white lid, set against a background of a blue sky and a body of water. The glass is the central focus, with water splashing around it. The background is a soft, out-of-focus landscape with a blue sky and a body of water.

- Racionalna raba energije
- Učinkovita raba energije
- Obnovljivi viri
- Nove tehnologije
- Ustreznost tehnologij

- Nabava - Trg z EE in ZP

Ovire



- Zapletena birokracija
- Administracija
- Tehnični perfekcionizem
- Kompetence zaposlenih
- Organizacijska kultura
- Ustaljena praksa – nasprotovanje
(količina, kvaliteta, poraba energije)

Nova paradigma ali provokacija

A large, clear ice cube is melting in water, with water splashing around it. The ice cube is the central focus, and the water is a light blue color. The background is a soft, out-of-focus light blue.

- Ustaljeni vzorci – smelo razmišljanje
- Inovativnost - konzervativnost
- Kreativnost – otopelost
- Energetski management
- Management časa
- Mreženje

A roll of white toilet paper with embossed floral patterns, resting on a bed of white feathers. The background is a soft, out-of-focus blue and white pattern.

Hvala za pozornost!