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“PIONEER WORKS WITH A WIDE RANGE OF FOOD INDUSTRY CUSTOMERS INCLUDING PRIMARY PRODUCERS, FOOD AND BEVERAGE PROCESSORS, SUPERMARKETS AND FAST FOOD OUTLETS.”

Manufacturing and Energy Opportunity

The extent to which New Zealand companies market the use of renewable energy in their manufacturing varies considerably. Where energy is concerned, particularly renewable energy, the choices are there but often require a price premium over fossil-fuel produced energy, making it a barrier and hindering companies' abilities to meet their renewable energy targets. “We should be rewarding those trying to do the right thing with their energy use, not slowing them down,” says Chris Dawson, Energy Solutions Manager from Pioneer Generation Limited.

“Of all consumer products, how our food is produced and processed utilising energy, should be taken into account. We increasingly see customers in the primary processing and exporting sectors, becoming aware of shifts in the market and their consumers demanding supply chain inputs in some markets,” says Dawson. “We recognise that carbon pricing still has some way to go in terms of it being a meaningful and transparent mitigating factor in waste reduction and energy efficiency. Nevertheless, a growing number of our food sector customers want to take a lead role in differentiating their products to consumers on the merits of lower carbon. We see it as a journey; we have the capability and expertise to partner with them on their energy journey and we enable them with commercially sustainable options.”

For many of our customers the first steps are all about fine-tuning, adjusting and taking control of their energy. This has often been the cornerstone of our long-term partnering relationships. Creating simple but significant savings based on optimising lighting and controlling energy use in buildings and on production plant has given our customers the confidence to embark on their energy pathway.

“Sustainability is not a short-term fix. It requires long-term, strategic thinking and commitment and that is how we approach it with energy. Where we see a commitment to sustainability at the Board level and a willingness for businesses to look beyond the current two-three year horizon, we have



added value at a systems level,” continues Dawson. “Our relationship with Barker Fruit Processors is one example, as they understood what partnering with Pioneer can achieve. As Justin Riley, Barker Fruit Processors CEO says, “Pioneer understand that they sell energy solutions. They are willing to truly partner which is refreshing.”

Pioneer works with a wide range of food industry customers including primary producers, food and beverage processors, supermarkets and fast food outlets. By engaging with Pioneer they have an outsource partner who is able to look into energy efficiency and other asset upgrade opportunities, with sharper paybacks and lower emissions.

Because Pioneer reaches beyond a customers' monthly bill with a wider range of services, they are positioned to help customers find end-use efficiencies and utilise these savings to help fund greener more environmentally friendly supply options, such as solar panels, wood fuel heating, residues and production wastes recycled to fuel of process and production plant. “In some instances we are to assist customers by underwriting the technology shift and smooth the investment hurdle,” continues Dawson. “Often when you are used to seeing immediate returns the ability to see beyond the initial hurdles of investing in long term sustainable manufacturing and energy options can be difficult. But the economic and environmental gains in making the shift are rich with clean rewards.”

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