



## Welcome to our sixth edition of 'Energy In Business'.

We would like to take this opportunity to thank all of our valued clients for your ongoing support of our business and endeavours throughout the year.

In this edition we give you the chance to win one of two luxury packages for two staying at Ohiwa Lodge. To be in to win, please email us with your feedback about this issue!

We also outline the positive outcomes for Scion (Forest Research), one of Bay of Plenty Energy's larger commercial customers, and profile the Petersen Family, one of our farming customers based in Opotiki.

The commercial team comprises myself as Commercial Manager, and three Account Managers; Emma Hedley, Mahia Bennett, and Frank Bent. We all take a long-term view of our customer relationships and take pride in offering a personalised service to all of our business clients.

Our experience in the energy industry means we can offer the best advice to help you and your business save time and money. Our Call Centre, Metering and Technical team also supports our efforts.

We hope you enjoy this issue, and welcome your feedback via our competition.

Regards,

A handwritten signature in blue ink, appearing to read 'Chris Power', written over a light blue horizontal line.

**Chris Power**  
Commercial Manager

## Sound Customer Relationship Facilitates Power Saving Initiative

As one of Bay of Plenty Energy's larger energy consumers, Scion is keen to do "its share" of energy conservation this winter. When approached by Bay of Plenty Energy regarding the operation of their gas-fired generator, Scion agreed it would benefit the region and the country to fire up the generator, which was last used in the 1992 power crisis.

A Crown Research Institute based in Rotorua, Scion has long been recognised as a leader in forestry science since its beginnings as the New Zealand Forest Research Institute in 1947. Scion offers wide ranging technical and scientific capability, and delivery of research, technology and service solutions to the forestry sector and manufacturers of biomaterials.

Approximately 30 years old, the 375 kW gas generator could power approximately 400 homes and means Scion can reduce the amount of energy taken by Scion

from the electricity network by almost half. Scion uses approximately 700 kW of energy for its day-to-day operations and employs more than 380 staff.

As the gas-fired generator is more expensive for the organisation to run than buying power, Scion Corporate Real Estate Manager Gail Teichmann explains it was the partnership offered by Bay of Plenty Energy that determined the generator could be run in an economic manner. Gail adds, "We use a large amount of electricity to operate our many pilot plants and laboratories, so we are happy to be able to reduce the load of power from the network and make that contribution to the community."

While recent rainfall has topped up hydro lake levels, Scion continues to have a huge internal drive on reducing power consumption. Gail says these noticeable power savings are being reported weekly to central Government.

## Prudent use of energy saves money too

Conserving energy is good for the environment and for the bottom line of your business. Bay of Plenty Energy Commercial Manager Chris Power explains, "It is always good to use energy prudently and means your business will reduce energy costs."

### The following are some simple and low cost ways to reduce energy usage:

- Use thermostats and timers, so your heaters, including heat pumps, only come on when you need them and automatically turn off once the right temperature is reached.
- Turn appliances off at the wall instead of leaving them on standby mode. Unplug mobile phone chargers.
- Fix any leaky hot water taps as the leak will waste water and energy.
- When buying or leasing office equipment, check that it has power saving modes as this will help reduce energy consumption.

For more energy conservation advice, including staff awareness kits, please visit the EECA website.

(Energy Efficiency & Conservation Authority)

[www.eecabusiness.govt.nz](http://www.eecabusiness.govt.nz)



ABOVE: The Petersen Family (absent Alana).

While neither Sharyn or Dean Petersen came from a farming background, they shared a love of the outdoors and when the opportunity arose to try farming they took it.

Sharyn explains, "Farming wasn't necessarily on our minds when we got married. However, we got an offer to manage a dairy farm, found tenants for our Opotiki house, and gave it a go,

quickly realising we both loved it." After nine years, much of that as sharemilkers, and several shifts to new farms, the family moved back to their hometown Opotiki.

The former Sharemilker of the Year national award winners have now been back home for seven dairy seasons and they haven't looked back! Through hard work and plenty of sacrifice they now own two dairy farms near Opotiki, and are also 50:50 sharemilkers, on a neighbouring farm.

Sharyn and Dean live at their Otara East Road dairy farm with their four children, Troy (15), Alana (13), Kayla (10) and Nicole (3). It's been an ideal way to bring up the family explains Sharyn, "We've always had the kids with us and they all enjoy the farming lifestyle as much as Dean and I." The couple are still very 'hands on' with their farming operations. This includes Sharyn doing the accounts

for all the three properties, which she says is greatly helped by Bay of Plenty Energy's Account Manager Mahia Bennett.

"With three properties, seven staff and 16 power accounts for houses, pumps and cowsheds - managing the books for the electricity alone could be a nightmare," says Sharyn adding, "But its been so good to have Mahia as she knows our situation and ensures all the three properties can be accounted for separately which is crucial."

The solid relationship between Bay of Plenty Energy and the Petersens means that most of the time an email or phone call is all that's required to advise of an impending change to any of the farm accounts. Sharyn adds, "If anything else needs attending to we know that Mahia will come out to the farm and work with us to get it resolved quickly. This saves us a lot of hassle and we really want to acknowledge Mahia's great service."

## Mahia says that Energy Efficiency on the Farm makes Cents!

Saving power on your farm doesn't mean that you need to spend a lot of money. There are some inexpensive measures that you can take to help.



ABOVE: Mahia Bennett.

- Make sure all refrigeration equipment has adequate ventilation and condensing coils are kept clean.
- Ensure pumps are well maintained and fix any leaks quickly.
- Insulate your hot water cylinder and lag the first meter of pipe.
- Water heating will use the most electricity in your dairy shed so ensure you have the right size hot water cylinder.

### Irrigation

- Correctly match the pump to the system requirements.
- Monitor and track water use with a meter.
- Use a soil moisture sensor or a professional service to schedule your irrigation applications.

### Other Areas

- Turn off appliances, lights and computers when you're not using them.

### Useful websites:

[www.energywise.org.nz](http://www.energywise.org.nz) (tips on energy efficiency)

[www.emprove.org.nz](http://www.emprove.org.nz) (tips for reducing energy in your business)

[www.eeca.govt.nz](http://www.eeca.govt.nz) (the Energy Efficiency & Conservation Authority website)

## OHIWA LODGE AND SPA CUSTOMER COMPETITION



### Relax and Rejuvenate

Be in to win one of two Ohiwa Lodge and Spa prize packages. Each includes a night for two staying in a luxury self contained unit. The prize package also includes a Spa package up to the value of \$80 and continental breakfast for two. Email Bay of Plenty Energy before **8th September 2008** with your business name, contact name and BOPE account number to [marketing@bope.co.nz](mailto:marketing@bope.co.nz) Please type "**Energy in Business Competition**" in the subject line and give us your feedback about our newsletters, let us know what type of business you have and what you would like to see in future issues. Winners will be notified by 10 September 2008 and names published in the next issue of *Energy in Business*.

(The prize package is not redeemable for cash and is not transferable. The prize must be used before 1 December 2008. Booking is subject to availability and this prize package is not for use on public holidays).