

# Energy Utility Partnership

Energy efficiency solutions  
Barker's Fruit Processors  
Ltd

They understand that they sell energy solutions, and they are willing to truly partner, that's refreshing. We are now talking about our next project.

JUSTIN RILEY - CEO  
BARKER'S FRUIT PROCESSORS LTD



As part of Pioneer Energy's long-term vision to provide sustainable energy futures for New Zealand businesses, Pioneer has established long term partnerships with a number of leading manufacturers, processors, hospitals, institutions, councils and service providers throughout New Zealand.

Barker's Fruit Processors Ltd located in Geraldine is one of New Zealand's well recognised food product brands. A long established processor of food products, jams, fruit syrups, sauces, Barker's supply a number of well recognised brands into the New Zealand and Australian FMCG markets.



## PIONEER'S ROLE

Pioneer works with customers to discover their energy future and strives to maintain the integrity of the natural environment, while maximising the value of natural energy resources and reducing greenhouse gas emissions.

Barkers approached the then specialist energy business of EFI (now part of Pioneer Energy) to assist in providing an energy solution to match their rapidly growing production demand and their plant expansion plans. Their experience enabled them to offer a sound solution which met Barker's growth requirements with sufficient design flexibility to enable fuel switching options in the future.

The solution provides Barker's with the ability to make commercially beneficial and environmentally sound decisions to meet the increasing demands of their market.



## LEADING BY EXAMPLE

As a leading clean energy solutions partner for New Zealand industry Pioneer provides some of New Zealand's leading exporters and manufacturers with globally competitive sustainable energy solutions.

Pioneer has a suite of intelligent energy management solutions and works with customers to discover their energy future. Pioneer identifies alternative fuel streams and energy efficiency saving opportunities.

After a training and settling in period, we're very happy with the result. Our system works well with capacity to allow us to grow for many more years.

JUSTIN RILEY - CEO  
BARKER'S FRUIT PROCESSORS LTD

“

Our business is busy growing...

we make jam, not steam - the benefits of working with like minded people have been fantastic. Our relationship allows us to focus on what we know best and we leave them to do what they do best.

KELVIN WEIR – ENGINEERING MANAGER, BARKER'S FRUIT PROCESSORS LTD

”

## COMMERCIAL AND ENVIRONMENTALLY SUSTAINABLE

Pioneer Energy partnered with Barker Fruit Processors to supply steam to their product processing operation. Designed, built and owning the 1.2MWth solid fuel steam boiler selected by Barkers which is capable of burning either coal or wood fuel, Pioneer has overall responsibility for the operation and maintenance of the boiler plant.

Pioneer encourages the use of renewable fuel but recognises the commercial and competitive reality for customers. Pioneer works with customers to discover their energy future by providing innovative solutions to sustain commercial and environmental requirements with the customers' energy future in mind.

To ensure customers do have choice and reliable supply of quality renewable fuel, Pioneer's own wood fuel supply chain business has fuel supply hubs in Canterbury and Otago. Pioneer has strong relationships which it has built with forest owners and wood residue suppliers for clean wood fuel and has large storage and stock capability at regional wood hubs.

Owning the chipping plant and the delivery vehicles means the customers' wood fuel quality specifications can be supplied. With such a reliable supply chain Pioneer encourages the uptake of renewable dual fuel heat plants for New Zealand industrial customers.

Pioneer sees a bright future for wood energy and biomass fuels and is well positioned to satisfy the growing demand for renewable fuel options.



**Pioneer Energy can help you reduce energy use, lower your operating costs, free up capital, and contribute to a cleaner energy future.**

From a suite of intelligent energy management solutions, Pioneer works with you to build the right energy solution for your business.

Contact us to find out more about how we can help.

## Facts at a glance

### Project Description

**Foundation Customers:**  
Barker's Fruit Processors Ltd

**Location:**  
Geraldine, Canterbury, NZ

**Application:**  
Steam supply for processing and production

**Scope of Work:**  
Build, Own, Operate (BOO)  
New Plant

**Capacity:**  
1.2MWth Heat Plant

**Fuel:**  
Solid fuel or wood chip

### System Highlights

**Commissioned date:**  
2013

**Availability:**  
98%

**Avoided Emissions CO<sub>2</sub>:**  
New boiler – displaces two aged diesel boilers