

Being rewarded for giving the grid a helping hand

Overview

As you'd expect, Manawatu Cold Storage operates a lot of electrical equipment onsite to make sure its clients' products are stored at the optimum temperature, and in top condition.

When we asked General Manager, Brent Cawthray, if Manawatu Cold Storage would consider participating in our Demand Flexibility programme, and be paid to power down, or turn-off some of its electrical equipment for short periods of time, with no disruption to core operations, he was keen to hear more.

Being flexible has its rewards

Participating in Demand Flexibility has created an unexpected and new revenue stream for Manawatu Cold Storage.

"It was an easy decision to join the programme" says Brent. "No disruption to our operations, no set-up costs, and the added bonus of lowering our energy use and being paid for pitching in with other businesses to reduce the pollution caused by having to fire up fossil fuel generation at times of peak demand. It's a win-win all round".



"We had no reservations whatsoever being the first customer to sign up for Demand Flexibility. The entire process has been seamless, from the initial presentation through to getting set up, being paid, and maintaining contact."

Brent Cawthray | General Manager

How it works

While New Zealand's electricity grid has high levels of renewable generation, at certain times of day, when electricity demand is high, we still need to generate electricity using fossil-fuels.

Demand Flexibility provides a more sustainable option, by helping to counter the need to ramp up fossil-fuel electricity generation to meet shortfalls in renewable electricity supply.

We identify and connect commercial and industrial electrical equipment to our demand flexibility platform. Then, in real-time automate this equipment to power down or switch off in times of peak demand, and pay customers for standby load and participating in events.

How it's making a difference

Alongside the sustainability benefits, Brent says "the financial rewards have exceeded expectation".

"I wasn't sure how much remuneration we'd get for giving power to the grid, but we've already received about what I hoped we might get, and we still have another quarter of the year left to go.

"I'm proud that we were the first business in New Zealand to sign up for this programme. I can assure anyone thinking of joining, that the team has been great to deal with throughout, and continue to keep in contact with us to make sure everything is working as it should."

[Let's talk about Demand Flexibility for your business](#)

Give us a call on 0800 100 249, or email solutions@biz.contact.co.nz