

Meridian wins South Canterbury farmers on price and service.

South Canterbury farmers, Bruce Rogers and his wife Kim value good relationships and service. So, having a local account manager who gets it, is why they choose to power their business with Meridian.

Kim and Bruce never hesitate to call their Meridian Agribusiness Territory manager, Jamie Robinson when they need a hand with their accounts and their power. They often see him in the local community too, which makes their relationship more than just business.

“We have a great relationship with Jamie,” says Kim. “He makes life easy. I can just go straight to him with any account queries, and he always answers the phone, on and off the clock. He’s great!”

But the Rogers business hasn’t always been with Meridian. In past years, they tried another power provider because it was right for their business at the time. But it wasn’t long before they came back to Meridian, and Jamie.

“It just wasn’t the same level of service, says Bruce. Both, Meridian and Jamie welcomed us back with open arms and won us on price and service. That was fantastic.”

Electricity is a considerable cost to the Rogers business so the best price matters.

“Jamie always keeps us informed of anything we should know about, like pending price changes, so there are never any surprises.”

Apart from being dairy farmers in South Canterbury, Bruce and Kim have support units and Bruce is a shearing contractor. To them, Meridian goes the extra mile to make sure their needs are met for each of their different businesses. Account manager Jamie also knows everything about each of their sites.

“Jamie makes an effort to know them all,” says Kim. “That’s important to us and the reason he understands our business.”

Jamie has also helped Kim and Bruce structure their accounts, making billing easier by paying their accounts through Farm Source.

“Billing through Farm Source streamlines that process for us and makes life easier,” Bruce says.

Another incentive for paying electricity through Farm Source is the extra savings that are made and the reward dollars that are earned. Electricity contributes a large amount to what is earned.

Farming’s not easy, even if you’re Kim and Bruce. And while we’re not farmers, our Agribusiness team has your back when it comes to getting the most out of your power. Get in touch on 0800 496 777 and we’ll see what we can do.