

THE AHUWHENUA TROPHY ROUND UP

MAY 2016

BNZ
MĀORI
EXCELLENCE
IN FARMING AWARD 2016
DAIRY



»» Ahuwhenua Trophy field days a huge success

More than 800 people attended the field days of the three finalists in the 2016 Ahuwhenua Trophy BNZ Māori Excellence in Farming Award for Dairy.

According to Ahuwhenua Trophy Management Committee Chairman Kingi Smiler, this was an excellent turnout and shows the huge interest in the competition and in the farms themselves. He says all the finalists this year have a common goal in developing sustainable farming operations.

Tewi Trust

674 Okoroire Road, Tirau



Ngāi Tahu Farming Limited

654 Carleton Road, Supply number 37782, Oxford



The Proprietors of Rakaia Incorporation

1290 Kyle Road, Ashburton



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**AHUWHENUA
TROPHY**

The awards dinner

With the field days over, the focus of the whole competition is now on the presentation of the Ahuwhenua Trophy to the winner. This year the awards dinner is being held at the Claudelands Arena in Hamilton on Friday 20th May 2016.

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WHAT'S HAPPENING IN MĀORI AGRIBUSINESS

HELPING YOUNG MĀORI SUCCEED IN NZ'S DAIRY INDUSTRY

To get ahead in the dairy industry Tangaroa Walker knows the key is to seize every opportunity and find ways to stand out.

It is advice he was given early on in his career – and it's a message he's now passing on to other aspiring young farmers. At just 26 years of age, Tangaroa is a well-respected future leader, having won the inaugural Ahuwhenua Young Māori Farmer Award and the Southland Primary ITO Trainee of the Year in 2012.

Primary ITO has facilitated the mentoring arrangement and Tangaroa says he's looking forward to passing on his knowledge "Winning that competition fast-tracked my career by three years at least. It's opened up a lot of opportunities for me and I'm looking forward to helping someone else through the process so they can achieve their own goals," he says.



Tangaroa, who began milking cows at age 13, strongly believes the dairy industry needs more Māori leaders. He says Māori need to take the opportunities that are out there and be in

a position where they can run our own farms and be good role models in business.

"I think the key to being successful in the dairy industry is to focus on the goals ahead. It can be a struggle moving from a farm hand, to 2LC, then into farm management. It's tough. You do a lot of work for not much money. But if you have the goal of becoming a contract milker or sharemilker and keep focussed on that, you will get there, he says"

Tangaroa was offered his dream contract milking job within a week of winning the Ahuwhenua Young Māori Farmer award. The accolade has opened many other doors for him – with invitations to speak at schools, on farms and participate in industry organisations. He says he got to meet so many inspirational, successful Māori, a lot of whom he still keeps in touch with.

Tangaroa was recently invited to attend a KPMG forum for future leaders in the primary sector where participants were asked to develop a vision for 2025. He is also a current member of Primary ITO's Dairy Industry Partnership Group which is helping to shape the future of the industry. As well he's a member of Venture Southland's youth taskforce to try and encourage more youngsters to enter the dairy industry.



2015 AHUWHENUA TROPHY WINNER FEATURES ON 'COUNTRY CALENDAR'

The winners of the 2015 Ahuwhenua Trophy BNZ Māori Excellence in Farming Award for sheep and beef recently featured on Country Calendar. Bart and Nukuhia farm Mangaroa Station in the Ruakituri Valley, about an hour's drive north west of Wairoa on the East Coast of the North Island.

The programme told how in 2002 Bart and Nukuhia Hadfield pooled their resources along with Nukuhia's siblings to buy Mangaroa Station with the goal to work together to build equity so everyone could buy their own farms.

In 2008 Bart and Nukuhia purchased Mangaroa outright and over the last seven years they have reduced debt and implemented a comprehensive development programme which has included building a substantial covered yard, cropping and re-grassing of 80 hectares of rolling country and clearing of approximately 80 hectares of scrub. It also talked about their goal to dock 10,000 lambs by 2016 and in fact achieving this in 2014.

The programme featured Bart and Nukuhia's involvement in the Wairoa A&P show which saw them revive the shearing competition. It also showed their children playing an active and enthusiastic role on the farm.

Most importantly Bart and Nukuhia told how much winning the Ahuwhenua Trophy had meant to them, their family and the wider community.

The Ahuwhenua Trophy Management Committee Chairman Kingi Smiler says it was great to see the excellence of Māori farming on prime time television. He says Bart and Nukuhia are great role models for New Zealand agribusiness.

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WHAT'S HAPPENING IN MĀORI AGRIBUSINESS



Peter Gatley

MĀORI TRUST PLANS SHEEP MILK EXPANSION

Waituhi Kuratau Trust (WKT) based on the western side of Lake Taupo is making major improvements to its sheep milking operation. The trust recently partnered with Chinese interests to form a new company called Maui Milk and it's now producing high quality sheep milk powder for the Chinese market.

The Chief Executive of Maui Milk, Peter Gatley says with the demand for more product they have changed the system which previously had been a low input low output system with lambs reared at foot and ewes milked once a day. But he says now we have geared that up and we have reared about 2,500 lambs directly onto the platform and get the full benefit of the lactation of the ewes.

Peter Gatley says all of the milk produced at WKT goes up to Hamilton and is processed through Waikato Innovation Park into milk powder. He says the reason is that powder is a stable form, is easy to handle, doesn't need refrigeration and has got a good shelf life.

"It's beautifully packaged and marketed in Shanghai and surrounds and we need quite a bit more just to satisfy demand and to give us some efficiency in our process as it is very expensive to make powder in small batches," he says.

But Peter Gatley says while the future for sheep milk is good, he says there is no way it will go anywhere near replacing the main bovine industry.

AHUWHENUA TROPHY A TIMELY REMINDER

With the current dairy pay-out situation, competitions like the Ahuwhenua Trophy are a nice opportunity for us to turn our thinking away from the industry's challenges to celebrate the success of Māori dairy farmers who are true leaders in their field.

MPI's Deputy Director General for sector Partnerships and Programmes, Ben Dalton says many of his organisations investment programmes and partnerships involve working with Māori to unlock the potential of their land to sustainably increase production.

He says MPI is committed to fostering sustainable growth through their Māori Agribusiness Pathways to Productivity programme which will be crucial for achieving the goal of doubling the value of primary sector exports by 2025. The programme aims to partner with Māori to overcome some of the unique challenges facing Māori when developing primary sector assets that are in collective ownership.

Ben Dalton says a number of MPI investments also have a focus on strengthening the dairy industry including:

Transforming the Dairy Value Chain

This seven-year, \$170 million Primary Growth Partnership programme seeks to shift the industry from commodity to value-added markets. Achieving this shift will deliver higher profits and reduce volatility caused by price fluctuations in commodity dairy markets.

The government-industry partnership is providing farm financial management training for farmers and building the



Ben Dalton

capability of New Zealand's rural professionals. Already, over 1,600 trainers and 17,000 farmers have been upskilled through the programme.

Whai Hua – New Dairy Products and Value Chains

This Primary Growth Partnership programme is investing \$3.9 million in value-added dairy products and aims to develop immune-enhanced, high-value dairy ingredients for multiple markets. The programme, involving the government in partnership with Wairarapa Moana Incorporation, Miraka Limited, and Kanematsu New Zealand, will provide an estimated \$8.6 million a year in economic benefits to New Zealand by 2021.

MPI's Sustainable Farming Fund

Investing in projects at the regional level to solve issues that farmers face on farm. For example, the FeedRight project aims to develop training for rural professionals, which will provide farmers with assurance and advice on feed options, while the Reducing Reliance on Imported Feed project aims to investigate the feasibility of year-round forage systems in Northland.

Ben Dalton says more information on these projects is available on the MPI website www.mpi.govt.nz.

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WHAT'S HAPPENING IN MĀORI AGRIBUSINESS

TOP DAIRY OPERATION WINS SUPREME TITLE IN 2016 TARANAKI BALLANCE FARM ENVIRONMENT AWARDS

A well-managed dairy and forestry farm owned by Parininihi ki Waitotara (PKW) is the Supreme winner of the 2016 Taranaki Ballance Farm Environment Awards.

The award was presented to PKW Farms LP, farm manager Matt Kelbrick and farm supervisor Roger Landers at a special Ballance Farm Environment Awards (BFEA) ceremony last month. The team behind PKW's No.2 Farm in the Ohangai district also collected the Massey University Innovation Award and the WaterForce Integrated Management Award.

Situated east of Hawera, PKW's No.2 Farm is a 159ha property milking 325 cows on a 100ha milking platform, with 30ha of pines established in gullies and on steeper contours. This season the farm is targeting 140,000 kgMS from a System 3 regime. Its excellent infrastructure allows for future expansion and growth of production, judges said, and the "outstanding use of new technologies" ensures long term sustainability.

PKW owns 20,000ha of dairy land and a range of other business interests, including crayfishing, forestry and commercial property.

BFEA judges said PKW clearly takes "immense pride and passion" in its business. A BFEA Supreme-Winner field day will be held on PKW Farms LP No.2 Farm, with the date to be advised.

LEARN TO MANAGE RISK BETTER

A leading South Island farm consultant says dairy farmers have got to learn to be better risk managers.

John Donkers who is an advisor to The Proprietors of Rakaia Incorporation says ironically dairy farmers face up to and manage climatic uncertainty pretty well, but he says they need to apply these principles to other parts of their business.

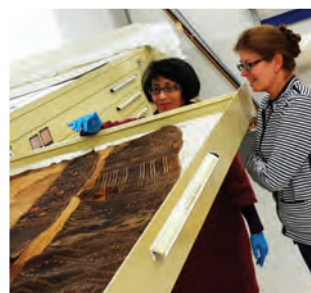
John Donkers says it's about managing the cost of production every day and deciding whether they need to spend money on any given project. He says it's about their capital structure and about buying big assets, be they tractors, cows or farms and making sure that they are not paying too much for them.

"People get excited about the dairy industry when the price is \$8.40. But what they should be doing is getting excited now about the industry because there will be lots of opportunities. I think land values are going to decline slightly and that's going to give sharemilkers an opportunity to buy in. In the case of Rakaia Incorporation it's going to give them the opportunity to buy a third or fourth farm," he says.

John Donkers says there will have to be a reset in the dairy industry and that will involve getting back to the basics of low cost production which is essentially producing grass efficiently.

THE DIRT DOCTORS – TRACING THE ORIGINS OF BLACK MUD IN MĀORI TEXTILES

Two Wellington scientists are on the hunt for mud. Not just any mud, but paru, the iron-rich black mud used by traditional and some modern Māori weavers to dye fibres black. The black fibres are woven into cloaks, piupiu and other Māori textiles made of NZ flax fibre, Muka.



Rangit Te Kanawa (Ngati Maniopoto), a textile conservator at Te Papa and Dr Karyne Rogers, an Environmental Scientist from GNS Science have joined forces with a wider group of scientific specialists to locate samples of paru to build a database. Their investigations will fingerprint paru from

different regions around New Zealand, and match them to more than 400 unprovenanced paru dyed museum textiles in the National Collections.

Kayne Rogers says to undertake the study, they need to make connections with landowners who may have access or knowledge of local paru sites to obtain samples to build their database. She says they estimate in the past there may have been up to 1000 paru sites around New Zealand, connected to local maraes.

"But over time, many sites have become lost or degraded due to land-use changes including drainage of land for farming and forestry. As we collect the paru samples we are also keen to talk with people who may have been involved in muka-dyeing using the iron rich mud and learn more about the various uses and traditional practices," she says

Dr Rogers says muka was extracted from flax leaves using mussel shells, soaked in a tannin solution made from the bark of native trees such as manuka or hinau trees, and then submerged overnight in the iron-rich mud to give the rich black colour that is contrasted into the weaving of prestigious Māori cloaks and piupiu.

She says Rangit Te Kanawa who is undertaking her PhD with this project, comes from a long line of master weavers, and this work builds on her expertise in conserving and protecting fragile paru textiles held in Te Papa's national collections.

Anyone who can offer help either providing a paru mud sample, or fallen fragments from a paru dyed textile from a specific location should contact Rangit Te Kanawa at rangit@tepapa.govt.nz.

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BNZ MĀORI EXCELLENCE IN FARMING AWARD 2016 DAIRY

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Be good with money

As the platinum sponsor BNZ is proud to support the Māori Excellence in Farming Award. With a team of 180 dedicated Agribusiness Partners and support staff around the country, we remain committed to continuing our extensive role in the New Zealand agribusiness sector.

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Te Puni Kōkiri
REALISING MĀORI POTENTIAL

Te Puni Kōkiri celebrates Māori potential, success and excellence. It proudly supports the pre-eminent accolade within Māori farming – the Ahuwhenua Trophy. The competition sets the benchmark for exceptional performance amongst Māori farmers committed to tapping the full potential of their holdings in a significant sector of New Zealand's economy. Māori success is our success.

Ministry for Primary Industries
Manatū Ahu Matua



The Ministry for Primary Industries is a proud supporter of the Ahuwhenua Trophy, which showcases and celebrates Māori excellence in farming. Māori agribusiness is a growing contributor to New Zealand's economy, and we are committed to partnering with Māori to unlock the potential in New Zealand's regions. We congratulate all entrants for their continued and relentless commitment towards achieving the aspirations of their people and shareholders, and their outstanding accomplishments in farming.



Te Tumu Paeroa is an independent, professional trustee organisation which protects and grows the land and assets for over 85,000 Māori landowners. We manage 2,000 trusts, companies and joint ventures across 100,000 hectares of Māori land. We support excellence in Māori agribusiness and mobilising Māori land to create this generation's legacy.



Our purpose is to secure and enhance the profitability, sustainability and competitiveness of New Zealand dairy farming. DairyNZ represents all New Zealand dairy farmers in protecting and advancing their competitive edge on the global market. Demonstrating and delivering value to levy payers is crucial to our continued existence and is the key focus to our work.



Dairy for life

Fonterra is proud to be a long-standing sponsor of the Ahuwhenua Trophy and to celebrate exceptional performance within Māori dairy farming. Fonterra is a global dairy nutrition company, co-operatively-owned by 10,500 New Zealand farmers. We are committed to supporting our Māori farmer shareholders to grow their farm operations and achieve their dairying aspirations, for generations to come.

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