

# THE AHUWHENUA TROPHY ROUND UP

NEWS FROM THE 2010 COMPETITION TEAM  
MARCH 2010

## »» Ngā kaiwhakawā Meet the Judges

### Tena koutou katoa

Ten dairy farms from throughout the North Island have entered this year's competition to decide who will walk away from the Gala Awards night in Taupo on May 28 with the coveted Ahuwhenua Trophy. We welcome you all to this year's competition for the Ahuwhenua Trophy – BNZ Maori Excellence in Dairy Farming.

We also welcome the judges who play such a vital role in selecting the finalists and providing competition participants with feedback. Previous entrants tell us that such high-level peer review leads to on-going improvements in performance.

There are two judging panels. The first is comprised of five experienced agribusiness professionals who will visit all ten entrant farms to determine who will be the three finalists. The second panel of four judges have the very challenging task of picking the winner of the Ahuwhenua Trophy for 2010.

The judges will be assessing entrants on a range of protocols including the efficiency with which the property is farmed relative to its potential. They'll be looking carefully at each business's performance around governance and management and give attention to environmental excellence and how it recognises ngā tikanga Māori in its operation.

These industry experts give freely of their skills, knowledge, and their time to ensure all competitors get the most out of the Ahuwhenua Trophy experience. The Ahuwhenua Trophy Executive and competition organisers greatly appreciate the support of those sponsors who have made these top class people available.

*"This is a prestigious and historic competition, it's a great way for farmers to gain professional confidence and, an excellent way for them to get high quality feedback from professionals in the industry,"*

*Ahuwhenua Competition Chief Judge, Doug Leeder*



## FINALIST JUDGES

### DOUG LEEDER

CHIEF JUDGE



Long-time Bay of Plenty dairy farmer and former chair of the "industry good" organisation, DairyNZ, Doug Leeder has been Chief Judge of the Ahuwhenua dairy competition since the trophy for excellence in dairy farming was reintroduced in 2006.

This year, he says, it's heartening to note the strength of interest in the competition from farmers in Northland and the Central Plateau areas and great to see entrants from Taranaki and Manawatu.

Doug has been running a 680 strong herd on his own dairy farm near Opotiki since 1981, has a strong interest in governance and, in the last 15 years, has used his considerable skill and experience in this area within the dairy industry. Doug has also served on several health sector crown entities.

He says that although the competition's fundamental purpose is to highlight governance and management features that generate profit and business growth there will be a particular focus on environmental issues this year.

"In the last decade awareness of the size and the importance of the contribution Māori dairy farmers make to the industry has steadily grown and the Ahuwhenua competition has played a large part in that."

"The industry as a whole is beginning to realise that there is a lot to be learnt from Māori traditional attitudes to sustainability and stewardship of the land. When you look, from a business point of view, at what individual Māori farmers, trusts or incorporations have achieved, well, it's pretty substantial."

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## FINALIST JUDGES

### DR TANIRA KINGI



(NGĀTI WHAKAUE, NGĀTI RANGITIHI, NGATI PUKEKO)  
AGRESEARCH SCIENCE STRATEGIST

Agricultural economist, Dr Tanira Kingi is a senior lecturer in agricultural systems at Massey University and science strategist (Māori) with AgResearch.

He has worked extensively with Māori authorities, has held a number of appointments on Māori incorporations and has developed and managed research programmes into Māori agribusiness performance, environmental management and land development. Tanira is also a director on the national board of Agriculture ITO.

His interest in indigenous land tenure systems and natural resource management has led him to work with First Nations people in the USA and Canada and indigenous people in Papua New Guinea and Fiji on issues affecting the development of tribal or communally-owned natural resources.

Tanira has 20 years experience in New Zealand's primary industry sector. Jobs included silvicultural contracting in Kaingaroa Forest and sawmill management at Waipa Sawmill in the 1970s, kiwifruit and berryfruit orchard management in the 1980s and agricultural development consultancy with the Ministry of Agriculture and Forestry in the early 1990s. His extensive practical experience along with degrees in agribusiness and agricultural finance has provided Tanira with a unique mix of skills that has seen him appointed to Government committees on Māori land tenure reform and Māori land development as well as governance roles.

### DENIS COLLINS

DAIRYNZ BAY OF PLENTY/COROMANDEL REGIONAL LEADER



Based in Rotorua, Denis Collins has a wealth of experience in the dairy industry and extensive knowledge of dairy farm systems.

In his current role he and his team of consulting officers, work directly with Bay of Plenty and Coromandel dairy farmers to achieve farm business goals. He has also spent many years working alongside Central Plateau iwi and says he is particularly proud of the way his daughter has taken her Ngāpuhi ancestry to her heart.

Denis is an experienced adjudicator, having judged the King Country Farmer of the Year competition (1996-1997) and the titles of Northland Farm Manager of the Year (Dairy) Wairarapa/Hawkes Bay Sharemilker of the Year (Dairy) in 2008 and 2009 respectively.

He graduated with a Bachelor of Agricultural Science (Hons) from Massey University in 1992 and went on to hold a variety of roles in the dairy industry. He has managed two Central Plateau sheep and beef stations, has run farm business analysis groups in the central North Island and sharemilked in the Matamata area.

Denis has also supervised several dairy farms, completed a 270ha dairy conversion from dry stock in Mangakino; undertaken contract grazing based on liveweight performance and has acted as a technical representative in sharemilking disputes.

### SAM JOHNSON

BNZ MANAGING PARTNER



Sam Johnson has taken over from Campbell Parker who has been putting competition finalists through their paces for the last two years.

Sam is a banker with his feet planted firmly in the soil. He and his wife Debbie run 20 heifers and lives with three children on their small, five hectare block in Kamo, outside of Whangarei. He grew up in the small Northland farming community of Maungaturoto and spent his high school, and the majority of his working years, in Whangarei.

He completed a B.Agr.Sc degree from Massey University before starting his career as a manager for Rural Bank. He joined BNZ as an Agribusiness Manager and Sales Manager in 1995.

"That's how I learnt the fundamentals of front line banking, and the importance of working effectively with people."

As one of BNZ's Managing Partners, Sam leads a faceted team of agribusiness, commercial and private banking partners, a job he describes as challenging but creative with lots of variation

"Being a great bank starts with having great people in our teams, and recognising the importance of looking after each other. Getting this right will put us in the best space to get the customer experience right."

Sam is a keen sportsman and when he has time will get into as much diving, skiing, hunting or tramping as he can.

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## JUGGLING THE JUDGES

### ANDREW RUTHERFORD

JUDGING COORDINATOR



For the second year running Ballance Agri-Nutrients Key Accounts Representative, Andrew Rutherford, has taken on the challenging task of coordinating all aspects of the Ahuwhenua competition's judging process.

Once again he will develop a judging timetable to accommodate the needs of the five preliminary judges, the four finals judges and, most importantly from Andrew's point of view, the entrants, whose farms are situated in different parts of the North Island.

"I work hard to make the whole experience as easy as possible for the entrants. I learnt a lot as last year's coordinator and I'm sure that's going to make this year's process run very smoothly indeed."

In his current role as Ballance Agri-Nutrients Key Accounts Representative for Eastern North Island, Andrew advises farmers on their technical fertiliser requirements.

"I work a lot with Māori farmers, trusts and incorporations. Maori farmers take their kaitiaki role seriously and in my experience they generally use fertilisers in a more sustainable fashion than their pākehā counterparts and I find that admirable."

Andrew has farming in his blood. He grew up on his family's 225-hectare sheep and beef farm in the southern Hawke's Bay, spent seven years with Wrightsons, first as a trainee in the Central Plateau and later as branch manager at Katikati before joining Ballance Agri-Nutrients in 2002.

He gets great job satisfaction from being able to build strong business relationships with his customers and enjoys having a positive influence on their farming operation by providing quality plant nutrient advice and services.

When he's not working, Andrew enjoys a range of outdoor pursuits, in particular, 'chasing ducks up rivers and deer in the hills.'

## A WORD FROM BNZ, OUR PLATINUM SPONSOR

### TONY ARTHUR

BNZ'S HEAD OF AGRIBUSINESS



Inspired by Sir Apirana Ngata's far sighted challenge to generations of Māori farmers to develop the full potential of their properties the BNZ is once again taking the opportunity to partner Māori Agribusiness and support its ongoing development by continuing as Platinum Sponsor of this year's Ahuwhenua Trophy – BNZ Māori Excellence in Dairy Farming Competition.

As New Zealand's second largest rural lender, BNZ has a long and proud tradition of supporting Māori Agribusiness. We've been involved with the Ahuwhenua competition since its rebirth for sheep and beef farmers in 2003 and have been Platinum sponsor for the past 4 years. We understand the significant role Maori farmers play in the banking industry and how the on-going development of their operations is critical to our overall success. After all, Māori are the largest natural grouping of pastoral farmers in New Zealand and Māori agribusiness comprises 720,000 hectares of effective farming land worth an estimated \$7.5 billion.

Improving the farming industry's approach to governance is a key focus for the BNZ and, once again, this year's competition will provide Māori trusts, incorporations and others with the opportunity to show case best practice and demonstrate to others in the farming industry just how important this competition is to the whole sector.

The Ahuwhenua competition is a highlight for our business. Many members of our staff are actively involved in judging, attending field days, supporting clients, and of course celebrating and recognising the finalists and ultimately the winner of the competition.

My team and I are delighted with the interest shown by entrants in this year's competition and we wish you all the best of luck.

....Tony Arthur – BNZ's Head of Agribusiness and its representative on the Ahuwhenua Executive Committee.

## Ahuwhenua Field Days Are Nothing Short of Fantastic

Once our finalists are announced preparations begin for the field days which will take place on their properties. This is your opportunity to visit each finalist's property and see why our judges held them in such high regard.

So make sure the following dates are in your calendars ... and make sure your friends, whānau and colleagues know as well. These are great opportunities to network and learn more about your business from the Ahuwhenua judges and your dairy industry peers.

2010 AHUWHENUA FIELD DAYS

THURSDAY >>> 22 APRIL

THURSDAY >>> 29 APRIL

THURSDAY >>> 6 MAY

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Fonterra  
Dairy for life

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Ballance

PGG Wrightson

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YAMAHA

Agriculture ITO

MAF

Ministry of Agriculture and Forestry  
National Economic Regulator

MĀORI TRUSTEE

AFFCO  
NEW ZEALAND

BDO

*“In our minds the Ahuwhenua trophy is undoubtedly the most prestigious trophy in New Zealand Agriculture. Entering helped us gauge where our strengths were and where we needed further focus for us to be able to move our business to the next level. The feedback from the judges was immeasurably valuable, especially in today’s economic environment.”*

Current Ahuwhenua Trophy holders,  
Dean and Kristen Nikora

## INITIAL JUDGES

### PETE MCGREGOR

AGRICULTURE ITO,  
STRATEGIC RELATIONSHIPS MANAGER



Pete McGregor has a long association with the Ahuwhenua Trophy – BNZ Māori Excellence in Dairy Farming Competition. He’s been energetically promoting the benefits of the reinvigorated competition at Ahuwhenua field days, and to farm workers and employers, since Agriculture ITO became a bronze competition sponsor in 2005. This year he’s taking an even more active role as one of the judges of the competition’s preliminary round.

Growing up on farms in the Horowhenua and King Country Pete was well aware of the competition’s history and mana. He supported it during his years in education and trade training with the former Māori and Pacific Island Affairs Department and continued to wave the flag when he joined Agriculture ITO.

“These days the competition has a much higher profile within the farming community. It’s something people look forward to.”

Although Agriculture ITO works with farmers and their employees rather than dedicated trade training organisations Pete says he always encourages tutors and mentors to bring young people to field days so they can experience firsthand how a well run farm operates.

“I want young Māori interested in dairy farming as a career to understand all the choices they have, from farm labourer and sharemilker to dairy manager or farm owner. To do that they need to participate in as much relevant training as possible and take part in focus groups and field days in order to grow their own networks amongst the wider dairy farming community.

The Ahuwhenua competition gives young people something to aspire to.”

### PAUL RADICH

FONTERRA’S AREA MANAGER FOR  
NORTHERN TARANAKI



Paul Radich grew up in Stratford and spent a lot of his youth helping out on family farms in Strathmore and Ngaere. He still lives in the area, on a farmlet on the edge of Stratford, with his wife Donna and their three children.

Despite the fact that he came from an area with a strong dairying culture and spent lots of holidays working on farms, dairying wasn’t his first choice of career.

Paul gained a Bachelor of Education from Massey University then set off on his big OE, living and working in United Kingdom and Japan. When he returned to New Zealand he became an Environmental Educator with Taranaki Regional Council. His interest in the dairy industry grew, however, and when an opportunity to join Fonterra came up, he says he jumped at it.

“I’ve been with the Co-operative for the last five years – first as an Area Manager in Stratford, then as Regional Services Manager for the Lower North Island. Now I’m leaving the office behind and heading back out to the farm as Senior Area Manager for Northern Taranaki and I’m really looking forward to meeting you all over the next few months and helping you get the most out of your business

It’s a great time to be in dairying. We are an industry with a proud history and one that contributes a great deal to both the communities it operates in and the New Zealand economy. I’m excited about where we are heading and the potential of our Co-operative. “

MORE INITIAL JUDGES OVER THE PAGE...

## DISCOVER YOUR PERSONAL AND FARM BUSINESS POTENTIAL

DairyNZ Mark and Measure seminars are two interactive two-day seminars designed for dairy farmers and their partners to unlock the potential of their farm business to deliver the profits and lifestyle they deserve. Run this year in Taupo and Queenstown during May and June respectively, farmers need to book early to avoid disappointment.

For more information or to book visit [dairynz.co.nz/markandmeasure](http://dairynz.co.nz/markandmeasure)

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## INITIAL JUDGES

### DR DAVID STEVENS

AGRESEARCH SENIOR SCIENTIST



Dr Stevens is a senior scientist with the AgResearch Farm Systems team at Mosgiel. David specialises in the provision of animal nutrition and pasture management information to farmers.

Dr Stevens leads teams developing learning packages for the agricultural industry.

He was awarded the New Zealand Society of Animal Production Sir Arthur Ward award for technology transfer in 2007, and the New Zealand Grassland Association award for significant contribution to technology transfer in 2004.

### DR WARREN KING

AGRESEARCH TEAM LEADER, FARM SYSTEMS RUAKURA



A Mainlander, Warren was born in Timaru and completed his PhD in Botany (Plant Ecology) at Otago University.

He worked for the NSW Dept of Primary Industries for more than 10 years, with a focus on both native and introduced pastures.

Currently, his focus is on pasture renewal on dairy farms, including establishment, production and persistence. He is closely involved with AgResearch's flagship dairy research farm at Tokanui.

### STEPHEN VEITCH

BNZ SENIOR PARTNER, EAST WAIKATO



An agribusiness banking veteran, Stephen has over 12 years banking and finance experience in Hawkes Bay, South Waikato, Central Plateau and Bay of Plenty areas. More recently, while based in Wellington, Stephen has worked in the areas of commercial property investment and development.

Although he's based in Morrinsville Stephen Veitch looks after nine agribusiness partners and a commercial property finance partner in the wider Hamilton, Matamata and Morrinsville area. Stephen grew in up Dannevirke, Southern Hawkes Bay, before attending Massey University. He currently lives in Hamilton. His wife Teri and two children, Ella and Nikau whakapapa to Ngati Awa and Ngati Manawa.

## FIRST DAIRYNZ FARMER FORUM MAY 2010

Opportunities and solutions are the themes behind the first annual DairyNZ Forum to be held in Hamilton on May 5-6 at the Mystery Creek Events Centre.

Covering both global and local issues, the two-day forum called 'The Future of Farming' gives farmers and dairy sector professionals a chance to come together and share ideas and perspectives on the current and future challenges facing New Zealand dairying.

Speakers will include representatives from central and local government, industry leaders, local farmers, scientists and economists in a range of workshops and keynote presentation sessions.

Registration will be free to levy-paying farmers. Mark your diaries now and for more information, watch your mailbox or go to [www.dairynz.co.nz](http://www.dairynz.co.nz)



*If you have queries about the content of this newsletter or you would like to contribute to it please contact Pamela Fleming, 0274 575677 [pam\\_alemap@yahoo.co.nz](mailto:pam_alemap@yahoo.co.nz)*

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