



## He Pītopīto Kōrero

Tēnā koutou te whānau whānui o Wakatū. Anei he kāreke mā te wāhanga kōanga. Ka mihi aroha ake ki a koutou katoa. Nō reira rau rangatira mā tēnā koutou tēnā koutou tēnā koutou katoa.

### TAIAHA WĀNANGA – A BIG HIT

In contrast to the bleak overcast morning, the beaming faces of the boys returning from their wānanga lit up the morning skies.

A number of boys had applied for a place on the taiaha wānanga and 10 were successful.

The wānanga was a 5-day residential journey using Waka Tangata and Mau Rākau, the discipline of weapons training and Māori martial art methodology and application.

Wānanga kaiako, Michael Elkington, Ngāti Koata, said "The boys also spent time on Te Āwhina Marae, focused on their whakapapa, identity, ceremonies and learnt waka skills, hoe and mau rākau techniques.

Using waka to travel through the Abel Tasman National Park provided the opportunity for our rangatahi to learn and display aspects of a traditional travelling Ope."

The wānanga environment provided other opportunities to practise life skills such as helping to prepare meals and clean up afterwards as well as helping to set up camp and pack up the following morning.

Parents, whānau and caregivers were invited to the graduation ceremony at Marahau, where they were greeted by the boys who displayed their new-found (or honed) skills, and were awarded with certificates of achievement.

Kaumātua for the wānanga, Matua Tom Taylor, said "I am impressed with the calibre of all the rangatahi, as they are our future leaders."

Timote Wipiti-Benseman, Ngāti Tama, was one of three rangatahi who travelled from Te Ika-ā-Mauī for the wānanga.

Matua Tom added "It is traditional to award the most outstanding participant with a special taonga, a carved taiaha, in recognition of their diligence, focus and mentoring. Timote was chosen as he was very supportive of the younger boys and displayed particularly strong leadership qualities."



Timote Wipiti-Benseman

Wakatu would like to extend a sincere "thank you" to Michael Elkington for being such an inspirational kaiako; and Tom Taylor, Barney Thomas, the Gribben Whānau and Te Papa Atawhai for their involvement in our wānanga. Ko ngā mihi nui ki a koutou.

### NEW OPPORTUNITIES OPEN UP

Developing business networks with other indigenous populations around the globe pays off.

On a recent trip overseas Rōpata Taylor, Project Manager for the Incorporation, created a lot of interest for our KONO products and Tohu Wines. Rōpata met with a number of indigenous groups in the USA, New Mexico and Dubai.

He said it was a pleasing trip with the samples being well received, and everyone who received samples has made contact with the office for further discussion.

Rōpata said he was also involved in a high profile Tourism NZ function in San Francisco which resulted in a number of free publicity and radio interviews.

In New Mexico he said the buyers were interested in adding pinot noir and sauvignon blanc to their wine range. Samples of both KONO and Tohu were left with them, and they have since been back in touch with us and are interested in taking small volumes at this stage.



and sea - he embracing our na. Nga kaiti



Taiaha Wānanga Images courtesy of Ian Trafford.

A b hon mo

social and cultural growth through professionalism, e moana he taonga tuku iho na nga tupuna hei oranga roto i te ao hou e mau tonu ana ki o matoranga.

...ral growth through professionalism,  
ga tuku iho na nga tipuna hei oranga  
e mau tonu ana ki o matou tikanga.

A visit to Dubai was also successful in that the Choithram supermarket chain has asked for packaging to be sent. They provide seafood to many hotels and are keen to take small volumes of half-shell product in the short term. They are also interested in our fruit.

## OUR PEOPLE

Hugo McCallum cut short his "Big OE" after learning a position had come up with Tohu Wines back here in Aotearoa. He jumped on a plane and headed home hoping he might get a "look in" for the Auckland-based sales position with Tohu.

Hugo is of Te Arawa and Te Ātiawa descent. He knows his Te Arawa side but is exploring his Te Ātiawa whakapapa. He said "Working for Tohu allows me to learn more about my Te Ātiawa side and meet a lot of whānau for the first time."



Hugo said he had headed to London over nine months ago to have a look at the London theatre scene. He was armed with a diploma in acting and had graduated from the South Seas Film and Television Production School in Auckland. Prior to heading overseas, he landed a number of roles on television and a cameo role as the lead in Puna Wai, a short film written by Briar Grace.

Hugo said he was pleased he got the sales job in Auckland and absolutely loves the job.

Hugo has sales experience in the industry having worked in bars and restaurants dealing with wine representatives from the other side of the bar, so he has knowledge, passion and enthusiasm for selling wine and especially his whānau wine. Tohu Wines CEO, James Wheeler, said Hugo was doing really well and has made some great sales to date.

## CHANGE IS IN THE AIR.



Jeremy planting a new vine during our Homelands blessing

Jeremy Hyland, Viticulture Consultant for Tohu vineyards, is moving on after four-and-a-half years of establishing Tohu's world class vineyards in the Waihōpai and Awatere valleys.

Jeremy moved to Marlborough after spending 15 years in a similar "grower liaison" role with Corbans Wines and Gisborne-based Wi Pere Trust, one of our partners in Tohu Wines.

The move also means the contracting division, Winecraft, which provides casual and permanent staff will be dissolved and permanent staff will be taken on by Tohu. Jeremy said 70% of his workforce came from Gisborne, with some of the contract workers moving on with him.

Wakatū Incorporation's CEO, Keith Palmer, said "Permanent staff will be taken on directly by Tohu, and some management changes have been made. Casual labour is very difficult to obtain in Marlborough, and Winecraft had a very good team."

Jeremy says it was hard leaving Gisborne after 15 years, and this time it's even harder. He takes up his new position with Kim Crawford Wines in mid-November and we thank him for his mahi and wish him well in his new role.

## WĀHANGA BOARD ATTRACTS AN INDEPENDENT DIRECTOR

James Wall is the new Independent Director of the Incorporation's property sector board, Wāhanga.

James bought his first business at 19 and by the time he was 21 he owned four residential properties – and more thereafter.

He brings with him a wealth of knowledge, experience and industry-based networks that will have direct benefit to our property portfolio.

He has considerable experience at the coalface of property investment and development, with a number of investments in the Nelson/Tasman area.



James is a partner in a Christchurch-based accounting firm, Duns Ltd, where he has a wide range of clients with investments across the country which include industries such as tourism, viticulture, residential and commercial subdivisions, as well as the farming sector – most of which are industries Wakatū has investments in.

Speaking as a professional director, James said "Independence in governance is important, as is analysing short and long term views".

Wakatū Chair, Paul Morgan, said the process of bringing Independent Directors into the various sectors of the Incorporation has been a strong focus for the past five or six years.

"The focus is on doing things better, being more strategic in thinking and providing greater benefit to owners."

### WINE OFFER

2004 KONO Marlborough Sauvignon Blanc or Unoaked Chardonnay – perfect with seafood!

**\$10 per bottle, GST inclusive**

Minimum order 1 case (mixed cases available).

To place orders:  
[lucy@wakatu.org](mailto:lucy@wakatu.org) or 021 559 322

A business of the la  
honesty, diligence an  
mo te wairua me te