



He Pītopīto Kōrero

Tēnā koutou katoa rau
rangatira mā.
Ngā mihi aroha ā te tau hou
ki a koutou katoa.

I hope your Xmas and New Year was a happy and safe occasion for you, your whānau and friends.

The images on our television screens and newspapers over the holidays were a grim reminder of how quickly tragedy can strike. I am sure we all felt the impact of this tragedy in our own ways. Happening as it did when most of us were relaxing with family and friends, it was certainly a reminder of how much we have to be grateful for and a wake-up to what's important. It just means I will stop worrying about needing to buy new carpet, new shoes and another case of Tohu – well, not just yet!



Joe Scragg

Company Secretary for Wakatu with Bob's retirement from West Yates.

Both Toni and Joe will be located in the Wakatu offices (in West Yates building) with Rōpata and Lucy being relocated to our new "satellite" office (located next door within the Car Company building).



Toni Grant

Large Natural Grouping

Just a short mention so that you know that it is happening. The Kurahaupō tribal groups have been working together as a large natural grouping and have had a head start. The constituent Iwi of the Wai56 claim have had two hui and have committed to working together by forming an LNG.

The hui brought together Iwi Trustees, Claim Co-ordinators and Wayne Mulligan from the Port Nicholson Group in Wellington. Wayne has been part of the negotiation team for the Wellington Tents.

A Planning Workshop will be held with Iwi claimant groups 19 February at the Admirals Motor Lodge in Blenheim.

Chris Atutahi has been appointed interim Project Manager to help take the LNG process up to the conclusion of the Planning Day in February 2005.

Māori in Tourism

We have been working with our "large natural grouping" and the Iwi entities on another kaupapa. Ngāti Rārua Ātiawa iwi Trust was successful in securing funding for a feasibility study to identify opportunities for Māori tourism development across Te Tau Ihu. Wellington based company Tourism Resource Consultants Ltd (also know as TRC) have been contracted to undertake the study which began the week of 24 January.

The purchase of the Barn Backpackers late last year, alongside the kayak company and our partnership with the Wilson Experience, provides a strong base and infrastructure for Iwi and / or individuals to leverage off our planned developments in the Park.

Update of activities in the Park

Bed capacity at the Barn had to be increased to cater for the increased demand for backpacker accommodation around the Abel Tasman National Park. Kayaks are being managed by the Wilson's and their staff. This is proving to be a win/win situation for both our companies. The Wilson's is the oldest tourism business operating in the Abel Tasman National Park and they have had a long association with the Park. Some of their ancestors were leaseholders in Awaroa, so our first contact with them was over 200 years ago!

We have introduced a new cultural product targeting the high end of the market. The Ara Māori experience showcases aspects of our history and highlights our relationship with the coastal environment. The experience is priced at \$330 per head.

Gold for Tohu

Has a familiar ring to it. Tohu has had another great year with medals of the gold variety. The sales team is also doing a great job in the domestic market by continuing to increase the number of outlets selling our wine. Don't forget to check out the website www.tohuwines.co.nz

You can place your order via the website or give them a call on 0800 864 894.

Who's the new face?

We go into 2005 with some changes and a couple of new faces brought about through restructuring and growth, as well as a couple of retirements.

We have a new face around the board table following Mugwi Macdonald's retirement at the November AGM. Mugwi was succeeded by Barney Thomas. Barney is the current Chairman of the Ngāti Rārua Iwi Trust and Deputy Chair of Ngāti Rārua Ātiawa Iwi Trust. He is also employed as Iwi Manager for the Department of Conservation, based in Nelson.

From 1 February you will see some new and not so new faces in the Nelson office. We have appointed Joe Scragg as Chief Financial Officer and Toni Grant as Financial Controller and they will take over much of the work that was previously done by contractors and West Yates. This is part of a move to start taking over more and more of our own affairs.

Other changes include Darren Mark taking over Bob Shore's role as



Barney Thomas

or profit, social and cultural growth through professionalism, enua me te moana he taonga tuku iho na nga tipuna hei oranga te uri no roto i te ao hou e mau tonu ana ki o matorau.

A business of the land and sea honesty, diligence and embracing mo te wairua me te tinana. Ng