

# Taranaki sharemilker doing good for people and planet, with Meridian

Doing good for people and planet is important to Taranaki sharemilker and 2019 Dairy Woman of the Year Trish Rankin. It's why her and husband, Glen, have powered their farms with Meridian since 2016.

"For us, it's about shared values and return of service," Trish says. "I want everyone I work with to buy into helping me be a good farmer."

Power company included.

"I think that's genuinely what Meridian does, rather than just sending me a bill. They've got a really good relationship with farmers through the New Zealand Dairy Industry Awards, and they're always at the end of the phone when we need them."

Trish was originally a teacher when she met dairy farmer and her now-husband, Glen, and they started their business in 2004. Recently, the Rankin's moved to a 260-cow sharemilking farm, and leased a second 34 hectare (ha), 120-cow sharemilking farm in Taranaki.

Although workload and headcount have increased over the years, her passion for farming, sustainability and community is getting bigger and more ambitious.

"Every year I've become more involved not just in our own farming business but other community passions, too – DairyNZ, Taranaki Catchment Communities, Agri Kids, and helping develop waste reduction projects," Trish says.

When asked about her and Glen's sustainability goal for the future, she says it's simple.

"We're trying to be good role models. We want to make sure that everything we do

on farm is making a better future for the next generation. We don't want to bring the reputation of farmers down."

But she understands that it's easier said than done.

"This past year, I've found a sense of appreciation for those people who are working on farms, where the farm owner isn't interested in sustainability. Because it's really hard as a sharemilker and contract milker to want to do something too."

To make things easier, Trish uses Fonterra Farm Source's Co-operative Difference framework as a guide to farming sustainably.

"When we did Co-operative Difference on our lease farm, we made sure we set everything up to achieve what we needed too because it means you're doing a good job for the environment. And it's great that Fonterra incentivises it too."

Trish manages to put in the 'hard yakka' on two farms, lead community projects and work to achieve her sustainability goals, all while raising four boys. That's why the ability to make things easy is something Trish looks for in a supplier.

"Being with Meridian means I have more time to focus on farming and the things I'm passionate about," Trish says.

If there are any issues, Trish doesn't hesitate to reach out to her Meridian Agribusiness Account Manager, Simon McMillan.

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"Simon has always made the electricity part of our business super easy. If we ever have a problem, no matter how random it is, Simon always manages to solve it. I feel like that's the Meridian story. Providing a great product and even greater customer service."

The convenience of paying her Meridian bill through her Farm Source account is also a winning service.

"When I have to pay 30 bills, paying through Farm Source just makes it easier," she says.

"It also means I'm supporting the Co-op and Kiwi farmers, like ourselves. It's two birds with one stone – we learn to farm sustainably with Co-operative difference, and it's an easy way to pay my bills."

Farming's not easy, even if you're Trish. And while we're not farmers, our dedicated Agribusiness team has your back when it comes to getting the most out of your power.

**Get in touch on 0800 496 444 and we'll see what we can do.**

