

Fair deal gives certainty to farm for the future

Peter and Sarah Walters are dairy farmers just outside of Otorohanga. They've been farming there for ten years and have recently moved opposite the farm where Peter grew up.

The Walters' recently formed a two farm equity partnership with Peter's father. They also help run his father's three other farms, meaning they now help run a total of five dairy farms, encompassing 500 hectares and just over 1500 cows.

Peter says dairy farming has changed a lot over the years.

"My focus in the business is all about the cows and the land. We need to put a high emphasis on sustainability and efficiency in order to get results. Sustainability is a key driver for us," he explains.

Peter says he and Sarah have a philosophy that revolves around building partnerships with staff and businesses.

"We have long-term relationships with our eight full-time staff. It's important to us to invest in their careers and, in return, they stick with us from season to season. That means they get to know our business, inside and out.

"Our partnership philosophy also extends to our suppliers and business partners. It's important that we

have continuity and relationships that last for years if we're going to build a sustainable business," explains Peter.

“ King Country Energy has always given us a fair deal and certainty of pricing. Their service is great and you can tell they are committed to being our electricity supplier for the long term. Their loyalty to our business is something we appreciate. ”

Peter has always been a King Country Energy customer. He says the company's philosophy matches his own.

"We use a lot of electricity on our farms, so it's important to us that our electricity company isn't just a nameless organisation who sends us an invoice once a month. King Country Energy has always given us a fair deal and certainty of pricing. Their service is great and you can tell they are committed to being our

electricity supplier for the long term. Their loyalty to our business is something we appreciate," says Peter.

The Walters' also enjoy supporting a local company.

"Working with a local company does matter to us. We know King Country Energy cares about our community and supports a lot of community projects. They're a local company, supporting local people and offer a competitive price. Why wouldn't you support them?"

