

What's your farm's potential?








Here's a summary of next season's Co-operative Difference and new customer incentives, as well as your farm's potential to achieve them based on data and achievements from 2023/24.

Farm: 37581

The Co-operative Difference

Te Pūtake The start of the journey



Complete all to achieve Te Pūtake and unlock Te Puku.

Updated 2025/26 achievements	Your potential	
Complete full Farm Dairy Records online	 You've completed full Farm Dairy Records, including optional questions, before – just do this again at the end of the 2025/26 season.	7c per kgMS for all milk supplied
Complete DairyNZ Workplace360 online	 You've completed this before. Next season there will be fewer, less complex questions.	
Review your Farm Environment Plan	 You're on track – we can see you've taken action here already. You can also review your FEP actions online.	
NEW Confirm your carbon removals	 Confirm any vegetation on your farm, and give Fonterra permission to include any claimable carbon in your emissions footprint for 2025/26. ¹	
Get your Animal Wellbeing Plan verified	 You've previously had your Animal Wellbeing Plan verified by us. Just do that again.	
Complete your Food Safety Practices & Procedures online	 You've completed this online before. Just do that again in the 2025/26 season.	
NEW Complete your Monthly Hygiene Checks on the Dairy Diary app	 You completed this for all of the months you supplied milk during 2023/24, just complete these again in 2025/26.	

¹ If you don't have any claimable carbon, you can still pass this achievement. Find out more at nzfarmsource.co.nz/makethedifference

Te Puku The mid-point

Achieve one or both – it's up to you. The more you achieve, the more you'll be recognised.

Updated 2025/26 achievements	Your potential	
Meet Milk Quality Excellence	 You supplied 167,788 kgMS (169 days) at Milk Quality Excellence in 2023/24. Keep up the good work.	3c per kgMS on all qualifying milk
NEW Emissions Excellence – have emissions lower than the 2017/18 Co-op benchmark (901 kgCO ₂ e/Tonnes FPCM from on-farm activity ²)	 Based on your data over time, we estimate your emissions are between 684 – 723 kgCO₂e/Tonnes FPCM . Keep up the great work. What you earn will depend on how far below the benchmark you are in 2025/26. To get support and find out more about emissions from on-farm activity, go to page 2 of this report.	Up to 5c per kgMS on all milk supplied

² Fat and Protein Corrected Milk

Te Tihi

The summit

Unlock this level by being a leader in your field.

No changes in 2025/26

Your potential

Supply ≥ 90% of the season at Milk Quality Excellence

You reached Te Puku in 2023/24 – well done. If you'd like some help to reach the next level check out our website or call the Service Centre on 0800 65 65 68.

Recognition

Customer Incentives

New for 2025/26

Your potential

Complete all Te Pūtake achievements to unlock customer-funded on-farm solutions – like tools or services³.

You achieved Te Pūtake last season. Keep up the great work.

Access to customer-funded on-farm solutions

NEW

Emissions Incentive
– have one of the lowest footprints in the Co-op
(This includes peat and land-use change. In 2025/26, this is ≤ 710 kgCO₂e/Tonnes FPCM)

Based on your data and data from third parties, we estimate your net footprint is between **684 – 743 kgCO₂e / Tonnes FPCM**, which is close to the target.

To get support and find out more about your farm's net footprint, go to page 2 of this report.

10c – 25c per kgMS customer-funded emissions incentive

³ Customer-funded on-farm solutions are also going to be available from August 2025 based on 2024/25 Co-operative Difference results.

Need Support?

Learn more about the new Co-operative Difference achievements, customer incentives, and support on offer at nzfarmsource.co.nz/makethedifference

Your emissions numbers, and what they mean

To unlock	What's measured	Your estimated number	What does this mean?
Emissions Excellence (see above)	Emissions from on-farm activity	684 – 723 kgCO ₂ e/Tonnes FPCM: <ul style="list-style-type: none">On farm activity: 704 – 723Carbon removals⁴: -20 – 0	The emissions created from your farming activities – like your feed, fertiliser and herd – minus any carbon removed by on-farm vegetation that is allocated to the Co-op ⁵ . Lowering emissions from on-farm activity is key to helping us achieve a 30% reduction in on-farm emissions intensity by 2030 (from an FY18 baseline).
Emissions Incentive (see above)	Net footprint	684 – 743 kgCO ₂ e/Tonnes FPCM: <ul style="list-style-type: none">On-farm activity and carbon removals (as above)Land-use change: 0 – 20Peat soils: 0 – 0	The emissions created from your farming activities (see on-farm activity above), plus emissions from peat soils and land-use change ⁵ . Lower net footprint milk is attractive to our customers, and helps to raise the value of all our milk by keeping our Co-op competitive.

⁴ This is an estimate based on your annual carbon removals, and the amount we can claim against your farm footprint may be less. Any vegetation included in the Emissions Trading Scheme or voluntary carbon market will also need to be excluded from your final removals number.

⁵ Visit nzfarmsource.co.nz/understandingyouremissions to learn more about how we calculate your emissions, key terms, measurements and more about where your emissions data has come from.

The information and insights provided to you in this report are sourced from information that you have provided through your Farm Dairy Records, together with milk quality and production data that we hold and third party data. While the information and insights provided may identify potential opportunities, such information is **general information only** and is not in the nature of advice. **Any modelled achievements are estimated projections only.** We make no representations or warranties (whether express or implied) as to whether information or data provided in this report is accurate, reliable or complete. You are solely responsible for your own assessment and evaluation of the information and for the actions or decisions you take in reliance on the information or data generated. Accordingly, Fonterra shall not be liable for any loss arising from any actions or decisions taken by you in reliance on the information contained in this report.