



farming people

HRL news

Hazlett Rural Limited

NAIT is nigh

A NAIT-tagged calf.



After all the delays and uncertainty, the National Animal Identification & Tracing (NAIT) scheme is almost upon us.

It takes effect on July 1st this year for cattle and March 1st next year for deer.

The scheme achieves traceable lifetime links between farmers, properties and animals. The driver is improved national biosecurity management, but farmers can extract plenty of management benefit from the electronic identification of their animals as well.

All cattle farmers must be registered and have a NAIT number. Registration involves identifying the property, to which the NAIT number is linked. Registration can be done online and takes less than 10 minutes.

From July 1 all cattle must have a NAIT tag if they are to be moved from a registered property. This is a special radio frequency identification device (RFID) ear tag that uniquely identifies the animal.

NAIT recommends the tag be applied to the animal's right ear, as this will assist meat processors, sale yards and farmers who have fixed panel readers, set up to read on the right. However, this is not mandatory.

Animals must be registered in the NAIT system within one week of being tagged. For initial bulk input, software in tag-reading systems outputs files that can be uploaded in the NAIT website.

Animal movements must be recorded in the NAIT system within two days of

Are you geared up?

HRL can help you to ensure you have everything in place for EID tagging and reading.

Call Rob Sharkie (027 462 0126) or Mark Clyne (027 462 0127) now!

the movement taking place — whether they are sold, sent off for grazing or sent to meat processors; thus the system 'knows' where every registered animal is at any given time.

If a tag is lost the animal has to be re-tagged. And NAIT tags can't be reused as they are unique to a single animal.

Existing capital breeding stock are exempt from the system for three years — except if they leave the property. There are very few other exceptions, the main one being bobby calves going straight to slaughter.

As a NAIT information provider, HRL is authorised to make the necessary

And HRL Insurance says ...

If you're investing in new technology for your yards to get the most out of EID tagging, check your insurance policy to ensure the new gear is covered. It always pay to check.

Any queries, give Sean Lysaght a call on 027 462 0123.

notifications when involved in transactions that result in animals being moved, and will do so on behalf of clients.

Canterbury Central Sale Yards Limited, a NAIT-accredited organisation, has modified its facility to enable all cattle arriving at the yards to pass an EID tag-scanning plate. If anything turns up at Coalgate after July 1 without a NAIT tag, the saleyards company is required to tag that animal; it must leave the yards with a tag.

The system also requires HRL to 'wand' all animals in a private sale situation and record the animals' numbers — just before they go on the truck, not a week beforehand when the number to be loaded may differ from the number eventually loaded on the day.

Barry O'Carroll "... spotted this familiar looking fella wearing the company hat in Las Vegas a couple of weeks ago."

Barry's chosen charity for the \$250 donation is the Salvation Army.



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FROM THE GM

We've just finished a busy calf-selling season and it's time to reflect on a period of mixed fortunes. The downward pressure on the dollar, however long that lasts, has to be good for as long as it does last! That is the case for cattle anyway, but lamb has a different struggle at present, with all the uncertainty in Europe.

We hear a lot of comment about how the forecast winter lamb price has dropped from the (up to) \$200 paid for big heavy lambs last year. While that is fair comment, I'd be inclined to question just how many lambs actually achieved that return and how much of a percentage of individual farmers' output across the board they represented. But we are seeing a very substantial correction in the market, that's for sure.

Fonterra's downward revision of the 2011/12 payout is already having an impact beyond the dairy paddocks. The dairy support option that is of increasing importance to many of our non-dairy farming people has taken a slight hit.

On other HRL business fronts, it's all full steam ahead. Rob and Mark have been growing the rural supplies business in impressive fashion and have lately been working hard with suppliers to further improve the value they can add to clients' businesses.

Peter is flat out writing finance agreements with an increasing number of clients who can see the worth in HRL livestock funding, and of course insurance renewals at the ends of March and June are keeping Sean busy.

So, along with many of our farming people, we're hoping for a chance to have a few days off later on when the season finally quietsens down!

Ed Marfell
General Manager



Who's producing the best lambs?

Entries are invited for the 2012 Mint Lamb Competition, run in conjunction with the Canterbury A&P Show with the support of HRL, Novartis, Alliance Group, Allflex and Rural News.

The competition, now in its sixth year, is open to any New Zealand sheep farmer and all breeds. It aims to celebrate the quality and variety of New Zealand lamb, with a focus on increasing consumption of one of the country's largest export earners.

Over \$4,000 in cash and other prizes is on offer.

Lambs must be born after 1 July 2012. They will be judged on the hook at an Alliance plant for Best Overall Yield. The top yielders from each class (dual purpose, dual purpose/cross terminal, composite/crossbred cross terminal and terminal) from the North Island and the South Island and the next ten highest yielding lambs overall make the semi-finals. Those carcasses will be tender-tested at Lincoln University and then taste-tested at the Show on the Wednesday – 14 November.

Canterbury did pretty well in the competition last year. The overall winner was William Feetham of Hastings with a Romney cross lamb. He took home a trophy, a show ribbon, \$1000 in cash plus a \$700 Zolvix voucher. Second (\$500 cash, \$350 Zolvix voucher) was Sarah Rodie from Amberley and third (\$300 cash, \$150 Novartis voucher) were Dave and Rosie Clark from Rangiora. There's also a prize for the drafter of the winning lamb: Ross Dyer won the case of wine last year.

Competition convenor and chairman of the Canterbury A&P Association Sheep Committee Tom Burrows says the competition is an ideal performance indicator and "... an opportunity for farmers from throughout the country to prove they are the best of the best."

There is no entry fee. Proceeds from the lambs go to the Canterbury A&P Association to support the development of its Show. Entries open in July. For an entry form or more information on the competition, contact the Show Office on 03 343 3033 or email info@theshow.co.nz.

This year's Canterbury A&P Show is the 150th. The Canterbury Show is the largest A&P Show in the country drawing 100,000 people, close to 7000 animals and 600 trade exhibitors.

THE BLOKES' DIARY ...

July 5	<i>Coalgate</i>	All Sheep & Prime Cattle
July 12	<i>Coalgate</i>	All Stock
July 19	<i>Coalgate</i>	All Sheep & Prime Cattle
July 26	<i>Coalgate</i>	All Stock
August 2	<i>Coalgate</i>	All Sheep & Prime Cattle
August 9	<i>Coalgate</i>	All Stock
August 16	<i>Coalgate</i>	All Sheep & Prime Cattle
August 23	<i>Coalgate</i>	All Stock
August 30	<i>Coalgate</i>	All Sheep & Prime Cattle
Sept 6	<i>Coalgate</i>	All Stock
Sept 13	<i>Coalgate</i>	All Sheep & Prime Cattle
Sept 20	<i>Coalgate</i>	All Stock
Sept 27	<i>Coalgate</i>	All Sheep & Prime Cattle



CLIENT PROFILE: Phil and Sue Smith, "Balmoral"



Phil and Sue farm the homestead block of what was Balmoral Station, sub-divided exactly 100 years ago by the estate of F G Dalgety.

Balmoral is 958 hectares of heavy soils on a mix of flats, rolling downs and harder hill country. It rises from 300 metres at the homestead to 500m. A fair bit has been written about Balmoral in recent years as it was a Beef + Lamb Monitor Farm from 2009 to 2011.

Yes, there are still sheep and beef farms in the Amuri!

The Smiths came here from their home district of Oxford in 2001. Sue is from Lees Valley. They started on a substantial re-fencing and subdivision programme in '04 and began installing irrigation three years after that. They now have 125 hectares watered by centre pivot, K-Line and border dyking, and Phil reckons there's potential to take that area to 200 hectares.

Capital stock comprises 2000 Coopdale ewes, 550 ewe hoggets and 100 Angus cows. If the season permits store lambs are purchased and "... we have finished some Beefplan cattle as well."

Dairy support involves grazing heifers and carry-over cows rather than wintering dairy cows due to the heavy soils.

Around 80 hectares of brassicas are grown each year and Phil also works up about that much pasture again for renewal with AR1 ryegrass varieties. He sells surplus grass silage to dairy farmers; this year he's kept back about 400 tonnes of dry matter.

Jim Hazlett now helps with the farm's stock requirements, but Phil's history with the Hazlett brand of service goes

back to the late 1980s when he first went farming at Oxford. At around the same time David arrived in the township as a young PGG trainee agent.

"The good thing about Dave Hazlett is, if it's dry and you can't get anything into the works, he can always move stock. We were one of the first in the late 90s that he arranged to send lambs to works in the North Island for. And if you want stock he can always source it. So we've followed him wherever he's gone."

HRL ran an on-farm lamb sale on Balmoral in December last year. "It's the best thing out considering the way the lamb price has gone. We cleared virtually everything. We'll probably look at doing it annually."

In his development work, Phil draws on the experience of Otago-based pasture consultant Peter Desborough whose advice on developing hill country without cultivation has produced results on Balmoral that Phil calls spectacular. An area of 95 hectares has been developed from scrub that fed nothing and now supports set-stocked twinning ewes. Another 45 hectares of higher-altitude native has been brought in by oversowing, raising carrying capacity from zero to seven stock units per hectare and is now finishing lambs.

But Rob Sharkie also has some input into this farm, and Phil says his advice is valued. It was Rob who persuaded him that he could do better from his newly irrigated land by putting it into pasture, rather than cropping and winter

Phil and Sue who is a district nurse as well as a farmer, with their 1865-vintage stables, built of bricks from the kiln on The Glens of Tekoa. Balmoral also has an historic woolshed, built in 1875 from a hardwood kitset imported from Australia. Missing from this picture are the couple's three daughters who are boarding at Christchurch Girls' High School: Johanna, 17, and 14-year-old twins Aleisha and Jactyn.

grazing dairy cows. (The Smiths are one of four shareholders in the Rotherham Machinery Group which takes care of all the cultivation, hay making and silage on the property.)

"And so we stuck with Rob when he went to HRL. He shares his knowledge, of which he has a vast range — and he doesn't just sell you a product but takes an interest in the whole farm and follows through on how the product performs. He's a whole-picture man."

A note from DH

Serious change is about to hit the New Zealand cattle industry.

The NAIT scheme has been (and probably remains) controversial, but here's the thing: NAIT is now on the New Zealand statute books and there's no point in harping on about it. HRL's role, responsibility in fact, is to do everything possible to ensure the scheme works as hoped.

We'll also be encouraging our clients beyond compliance to investing in technology to take advantage of all that valuable performance information clipped into the ears coming through the yards. There's money in those tags. If we all muck in together and make NAIT work for us, we'll all be better off. That set me thinking about the question of teamwork: Farming people all have the same objective: to provide for our ourselves and our families and, to me, it follows that we should all be pulling in the same direction. If we do that, we'll avoid the booms and busts, the wild swings in supply chains and markets — all those things that keep us awake at night.

Our industry is a joint endeavour, not a competition. Let's play it that way.

David Hazlett (Rural Bloke)

Rob Sharkie

Rob's father worked for Dalgetys in Motueka, and his grandfather worked in rural servicing for a period as well, so you might say he was born into his career.

When he left school he wanted to be a mechanic but couldn't get the apprenticeship he wanted. After working on a friend's farm for a brief spell he joined Wrightson as a trainee in 1980, going out on the road in 1982.

He survived the merger with Dalgety-Crown in 1986, but in 1994 he resigned and joined CRT who appointed him Nelson regional manager, and from there he moved to Blenheim in 1996, in charge of Nelson and Marlborough.

"It was the year of the drought, a hell of a year." Nonetheless the CRT business in the region was going well. In 1999 he was invited back to Wrightson in a business development role, with a management position in the wind. He accepted and a number of his clients followed him.

Two years later he was Wrightson's Nelson/Marlborough district manager. In 2003 he moved to Christchurch to take a similar position.

Following the merger with PGG "... they asked me to go back into rural supplies which I did, looking after all the reps in New Zealand, then looking after the total South Island rural supplies business.

"In 2009 they went back to a regional structure so I became regional manager for Canterbury-West Coast where I enjoyed working with all parts of the business again."

The following year was his last with the company. It was time for a change in focus, he says, and in 2011 he joined HRL. "It was a good move. They're like-minded people. Everyone looks after each other; the businesses cross over to the point where the stock agents help us to sell rural supplies and vice versa.

"What we've got here is probably the stock and station firm that everyone's been trying to create for 100 years!"

Rob says he looks back on a career in rural supplies that also gave him exposure to all business arms of a rural servicing company, with the added experience of managing large teams of people in his final ten years under the mark of the lion.



"I'd love to be farming, but I never had the opportunity. But over the years I have looked after probably 150 farms and helped them become more profitable. I enjoy helping farmers make money. My role in life is to help them be successful. It's been a hard career. But also very rewarding. "And over the last ten or twelve years in management, I also enjoyed helping staff to grow in their roles."

Rob admits he has always been deeply absorbed in his work but he doesn't think the family (wife Karen, Bryce who is 23 and Krista, 21) were disadvantaged and he looks with pleasure on the fact Bryce and Krista are successful at what they are doing — Bryce is milking cows in Rotherham, with partner Emma Kate & their son Jackson and Krista is a QA at the Hellers plant, where Karen also works in a production management role.

Weekends at home in Woodend see Rob either gardening or thinking about taking a spin on his 2008 Triumph Speedmaster.

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