

SUMMER 2018

# Hazlett News

A quarterly newsletter for clients  
and mates of Hazlett Limited

## 10th Anniversary, New Brand

On December 8th the new company brand featuring in this edition was unveiled to a tenth anniversary celebration gathering of company people.

The HRL branding is now gone and the company is henceforth known simply as Hazlett. Each of its growing business units will be known simply as Hazlett Livestock, Hazlett Insurance and so on.

This is the outcome of three years of work and consultation, led in the main by Ed Marfell and assisted by Sydney-based creative professional Tim Schneideman, who was also closely involved in the original branding as well as the evolution of the company's tone and manner since.

Given the rapid evolution of the company from a small team of livestock agents into a multi-pronged and well-resourced rural services organisation, the original brand identity was proving limited.

It did not, for example, well support the insurance division's substantial and growing portfolio of non-rural business.

The thinking was that the word Limited under the Hazlett Rural Limited banner was redundant and implicit, and Rural was also no longer required as the Hazlett name is well established in farming and related industries.



*The new Hazlett brand.*

The company considers itself fortunate to count numerous diversified clients with rural interests, and vice versa, within its roster: "We don't care where you come from, we're simply people committed to traditional values which are non-negotiable."

Ed was equally clear that the old brand had aged, its curved font was outdated and it lacked a "visual language toolkit" for the many and varied signage, vehicle, apparel, stationery and other applications required by the company's growing physical and digital presence.

"The more we looked at where we want to take our business, and the more we discussed it with key people whose opinions we respect, the more it became clear that our ten-year anniversary was the right time to set our brand up with the right refreshed tools for the coming decades."

## Season's Greetings

Along with our new brand, we extend refreshed season's greetings to all our friends, be they clients, staff or supporters on the sideline.

It has been a remarkable year for our company and we know it's been one of ups and downs for our clients - hopefully more ups than downs!

Now it's time put it all aside for one day at least and relax in the company of the loved ones who help us make things happen, cherishing the positive events of the year and relishing the prospect of more in 2019.

Happy Christmas -  
and all the  
best for the  
New Year

from the  
Hazlett  
People.



## Weather wreaking havoc

The wet spring has been a huge issue - both positive and negative.

Crops generally received too much moisture at a critical establishment phase. The blokes have been busy walking crops and post-emergence sprays are now going on but weather continues to be challenging.

Gisborne was finally drying out but has been soaked again. Hawkes Bay was looking like it was heading for a drought but now it's wet. Coastal Wairarapa is awash - heavy rain warnings were accurate, and some late-planted seed has been washed away completely.

The South Island didn't escape the weather with some parts of South Canterbury in late November having over 230 mm, and no sun in ten out of twelve days. They were having to use choppers for spraying as ground sprayers couldn't get on the paddocks.

This kind of weather brings the weeds out of the ground as well. When the sun finally does come out there will be a massive challenge there.

As they say, every cloud has a silver lining and as a result of the adverse weather we're seeing dry-stock farmers smiling as they will now be able to hold on to their store and prime stock animals until after Christmas. Our rural blokes are busy out there offering a lot more animal health solutions than is usual at this time of year. Dipping and drenching are already underway in the north, and conditions will also be conducive to fly-strike.

Also unusual for these uncertain times is the fact that clients have had a couple of reasonable seasons returns-wise and some are now turning their attention to deferred capital projects. There are plenty of fencing and water quotes going out.

So it's been a hectic lead-up to Christmas but the Hazlett Agri-supplies blokes are on the case, working hard to help clients through whatever the weather throws at them, which this spring is a lot!



**Tom Hamilton**

GM, Hazlett Agri-supplies

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## We can help with Arable Crop Insurance

It's a busy time of the year for arable farmers, especially those with crops in the ground already. It's a good time to think about insuring your investment.

Insuring your crop against the volatilities of the weather these days is extremely important. The weather towards the end of November brought us warm temperatures, single-figure temperatures, hail and even a tornado in Mid Canterbury.

We can assist with grain, seed and forage crops. To help us place arable crop covers, we require a completed signed proposal prior to acceptance of terms. It is also really helpful to provide farm maps for location of the crop in the event of a claim.

There is also an option for the United Wheatgrowers Scheme where cover is provided up to a certain dollar value per tonne: any claim in excess of this amount is insurable under the Crop Insurance policy.

Talk to one of the team today - they are here to help with your needs in this regard.



**Nick Percy**

GM, Hazlett Insurance

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## Animal Welfare Penalties - no wet bus tickets here

With changes to the Animal Welfare Act having come into force on the First of October and proposed changes to NAIT compliance it is timely to remind all clients of their animal welfare responsibilities.

We know that most farmers take this issue very seriously, but it is worth checking out the tighter rules and increased penalties in the 53-page Animal Welfare (Care & Procedures) Regulations 2018.

The MPI website carries all the information.

There is a new list of infringements for offences that may cause mild short-term harm to animals, attracting fines of \$300 and \$500; and for the new list of prosecutable offences, where harm has been caused to animals, the fines start at \$3000 for individuals and run all the way to \$25,000 for a body corporate.

In addition to the Calf Regulations (2016) there are no fewer than 27 different infringements (several of which relate to transporting animals) and 19 prosecutable offences, and we urge all farmers to familiarise themselves with these.

This is serious stuff and emphasises that as guardians of live animals we are expected to adhere to increasingly high standards of care and welfare.



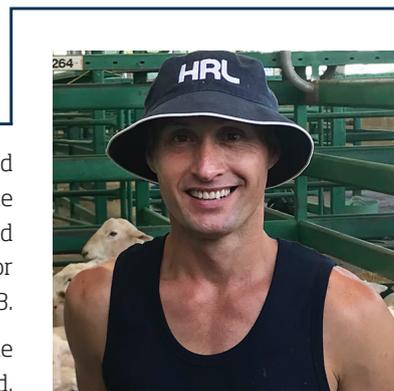
**Ed Marfell**

GM, Hazlett Livestock

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Proud to be sporting our brand is current world champion shearer John Kirkpatrick. This humble family bloke is 48, and lives with his wife and three children in Hawke's Bay. His best tally for ewes is 504 and his best for lambs is 713.

He has asked that the \$250 donation go to the Prostate Cancer Foundation of New Zealand.





**KEY BUSINESS RELATIONSHIP**

St Andrews College Centennial Chapel completed by Armitage Williams in 2016 has won an impressive raft of architecture, design and heritage awards.

Armitage Williams director Mark Blyth.

## Armitage Williams – Landlord and Insurance client

A chance meeting between two old Waihora Rugby Club members at a St Andrews College parent-teacher night led to what is today one of Hazlett’s more substantive business relationships.

Armitage Williams is a Christchurch-based construction and property development company founded in 1985 by builder Graham Armitage and quantity surveyor Paul Williams. It has completed a range of prestigious projects in Christchurch and elsewhere in the South Island over the years.

At St Andrews that night Ed Marfell ran into Mark Blyth. Mark had joined AW in 1991 and became a shareholder and director in 2005.

Hazlett had been quartered at 527 Sawyers Arms Road for two years but was running out of space, which Ed mentioned in the conversation.

AW just happened to have empty space at 585 Wairakei Road and so in mid-2011 Hazlett moved in there. It took three years for the fast-growing Hazlett to outgrow that space so AW offered its own premises further down Wairakei Road at number 508. Offering a storage facility, it was ideal ... until April Fool’s Day 2016.

Ed was relaxing over a beer after work that day, a Friday, when Paul Williams called him to say they were going to have to get out before Monday as an earthquake-related engineering report deemed the building needed strengthening. With new and far

stricter Health & Safety legislation coming into force that following Monday, remaining in those premises was not an option.

A conference call on the Saturday morning had AW offering a different and larger space back at 585 and, incredibly, Hazlett was open for business there, completely shifted, on the Monday. This time it took only two years to grow out of that space and AW again had something larger: the top floor of Matthew Fraser House at No.5 Sir William Pickering Drive, recently vacated by MYOB.

Hazlett relocated there earlier this year. While the lease was being negotiated on these premises discussions were also taking place around insurance, which culminated in AW appointing Hazlett as insurance broker for all of its business.

Mark Blyth: “We’re pretty loyal in our business relationships. We’ve had the same bank and the same accountant for 33 years, and indeed our business is built on key relationships with clients, so relationships are very important to us.”

Ironically, as Mark observed, while AW brought a “really good” claims history to the relationship, there has been some claims activity over the few months since, notably around travel covers: “...so they have been busy on our behalf, which I must say they’ve done really well and very efficiently.”

**STAFF PROFILE**



**Ange Scott**  
Hazlett Insurance  
Claims Administrator

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“At Hazlett you do feel you are part of ‘the family/whanau’, that you are part of ‘one team’, and that every single one of us here helps play a part in keeping the wheels turning”. “Being part of a company that makes you feel like that makes it very easy to come to work every day.”

Ange, who has lived in Christchurch all her life, has been working in insurance claims since 2003.

She started in State Insurance’s call centre, and after five years there she moved to NZI. She came to the Hazlett team two years ago. She says she has always loved working with insurance claims:

“My days are never the same and never boring. Not only having the interaction with people, but also being there to help them make their claim experience a little bit easier and hopefully not as stressful.

“Let’s face it, claims are not usually a fun experience and people want to know they are being looked after, no matter how big or small their claim is.

“I like being part of that and being able to help. It makes you feel good to know you can help someone.”

Being part of a company that cares about its own people as much as it does about its business and its clients is “pretty awesome”.

A few years ago Ange and Geoff decided they wanted to see some of the world – neither of them had travelled previously, and their blended family had grown up and were out living their own lives. The first destination of choice was Asia:

“It was the first place on the list to explore. After all, you need to start somewhere, right? And why not start with the letter A?

“We love it so much that it seems to be our ‘go to’ place when it’s time to recharge the batteries. I am sure we will move to another letter in the alphabet one day but for now we are pretty struck on the letter A.”



# The Quarterly Yarn

What a season.

In January 2018 we were staring down the barrel of a record drought. Now in December 2018, we are looking back at a boomer of a grass-growing spring. The lesson here is: enjoy the moment!

It all goes to show how farming is nothing if not a constant challenge to deal with whatever Mother Nature throws at us.

We take the good with the bad and hope we can leverage the former without letting the latter grind us down.

However ... while we have plenty of grass it is emphatically not the time to overlook the other challenges that won't go away anytime soon:

- Looking after ourselves and our mates;
- Our debt levels;
- Our compliances/licence to do business in New Zealand. I think we are getting better with this every day so ... let's keep getting better;
- Our drive to ensure our urban people understand what we are doing. It's a focus we need to steadfastly maintain ... the word blame should be expunged from the dictionary; those that blame should feel shame! We are one.



**David Hazlett**

Rural Bloke

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# The Bloke's Diary

## Upcoming Sales

<b>Coalgate Weekly Sale</b>	Each Thursday
<b>Temuka Prime Cattle &amp; Sheep Sales</b>	Each Monday
<b>Temuka Store Cattle Sales</b>	Each Thursday

(except when Calf Sales fall in April)

For all sale dates, please visit [hazlett.nz/whats-on](http://hazlett.nz/whats-on)

## Special Sales

<b>January 25</b>	Hawarden Ewe Fair
<b>February 15</b>	Sheffield Ewe Fair
<b>February 21</b>	Tekapo Lamb Sale
<b>February 28</b>	Tekapo Ewe Fair
<b>March 22</b>	Culverden First Calf Sale
<b>March 28</b>	Cheviot Southern Calf Sale
<b>March 29</b>	Cheviot Northern Calf Sale

## On-Farm Sales

<b>January 17</b>	Rakaia Gorge Lamb Sale
(NB: Weekly Coalgate sale moved to Wed 16)	
<b>February 4</b>	Castle Ridge Station Lamb Sale
<b>February 27</b>	Flock Hill Station Lamb Sale

# Hazlett People

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