

Hazlett News

A quarterly newsletter for clients and mates of Hazlett Limited

Water ... Carbon ... Change is coming

Nobody needs reminding that farming is changing.

The days of setting your own goals on your own farm without reference to anyone else except the bank have gone. Your farm belongs to everyone it seems and, increasingly, they are setting the rules.

In response, we can either double down on our old ways or we can accept that some of our methods and approaches are no longer acceptable in the modern world and that we must adapt.

This has come into sharp focus in the last month or so with the Government's determination to start pricing farm carbon emissions by 2025. How that will play out is anyone's guess but what is clear is that, inside the farm gate, doing nothing is no longer an option.

Back in 2015 we hammered the importance of complying with new health & safety legislation – yes, draconian we thought – with the message that compliant farms would be profitable farms. It's the same today.

Whatever we think about climate change, the fact is that the way we look after the environment in which we farm is set to become more circumscribed.

Most farmers will think, correctly enough, they are already doing a good job in that regard but from now on doing so in a compliant way is set to become trickier. Many will need help – especially now that the banks are starting to demand evidence



Charlotte Glass

of commitment to new higher standards of environmental stewardship.

Just as in the past we started looking to specialist consultants in such fields as farm management, irrigation, agronomy and, more recently, health & safety, it is now timely to consider the inclusion of environmental experts in the farm's routine advisory mix.

And what on earth will they do?

Hazlett management received a presentation recently from just such a consultant, Charlotte Glass of Canterbury-based agriculture consultants, AgriMagic. Charlotte is a nutrient consultant with a background in farm systems management – as she puts it, a farm consultant specialising in good environmental outcomes.

Charlotte is clearly relieved that farmers have another five years before they're rolled into the Emissions Trading Scheme because, as she explains, while the tools are available to measure a farm's carbon emissions, there is no simple way currently to determine how much carbon an individual farm is sequestering, or not, in its soils and general vegetation such as riparian planting and shelter belts. So there is a lot more work to be done there.

"The more you find out about soil carbon, the more you wish you hadn't asked the question, because not all carbon is stored for the long term in soils – some of it respire, and it can be a little complicated!"



Another up and down year has gone by, with mostly good things happening in our own business and on the properties of our farming people.

Our motto is People Together and we like to think we have all worked hard together to strengthen our respective businesses.

Now it's time to celebrate our blessings, to enjoy the company of the loved ones who help us make all these good things happen and to share in the hope that 2020 will bring us more reward for our hard work.

Happy Christmas, and all the best for the New Year.
- Hazlett directors and staff.

She boils down farmers' challenge in the first instance to simply: Making A Plan.

She is less concerned with who does what, but rather with having what needs to be done down on paper. "We work with our clients and their professional and financial advisors to set the plan and then put them in touch with other experts in the network to help them with the execution of whatever operational matters they don't wish to action themselves."

Continued on Page 2

Her strategy for her clients is threefold:

- Accept that there will be change from a purely production focus and get ready for it;
- Learn to advocate their own situation to their communities and to articulate to others what they are facing; they need to be able to explain how their practices impact water quality and greenhouse gas emissions.
- Grasp the impact that environmental compliance (or, by implication, failure thereof) will have on the value of their properties.

"In the future, farm businesses will need to be run more like any other business. Farmers will have to be clear on their purpose and how they want to farm, and have a team around them to help them do that. Farming

Arable Crop Insurance

Insuring your arable crop against the volatilities of the weather these days is extremely important. Recent weather events so far this season have seen some warm temperatures, single-figure temperatures, hail and even a tornado in the centre of Christchurch!

We can assist with your grain, seed and fodder beet crops. To 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 insured crop in the event of a claim.

There are also options for the United Wheatgrowers Scheme where cover is provided up to a certain dollar value per tonne, and then any value in excess of this amount is insurable under our Crop Insurance policy.

Talk to one of the team today, they are here to help with your needs.



Nick Percy

GM, Hazlett Insurance
027 462 0028 / nperc@hazlett.nz

is no longer just about driving tractors or milking cows."

Farmers need to be able to operate successfully within their wider community, sharing and adhering to the environmental values of that wider community. This may be different from how some have operated in the past and they are very likely to need help to make the change.

Besides, as Charlotte adds, farmers could well look past the inevitable pain and ask themselves the question: "Is there an opportunity in all of this?"

Technology at our (and your) fingertips

Technology and data collection are becoming more and more important to maximising profitability and managing compliance.

One of the technical tools all the Hazlett Agri-Supplies blokes have at their fingertips is Agworld. Its comprehensive set of budgeting, scheduling and precision tools allows the Hazlett team to map farms, collect data, recommend cropping and spraying options, and monitor crop growth and progress.

It can then report this data electronically to you, and your agronomists, farm consultants, contractors, and many other agreed stakeholders who are able to all work together on the same set of data and make informed fact-based decisions.

There are many other features that Agworld offers; one visual feature that everyone enjoys looking at is a crop or pasture density map that is updated every couple of days by a satellite when it passes over your farm.

With Agworld and Hazlett you don't just get software, you get good old-fashioned service from real people who are experts in their field.

The Hazlett Agri-Supplies team is currently working close to capacity to ensure crops are in the ground, and monitoring for weeds and pests as they come through whilst battling the normal spring weather interruptions of rain showers and heatwaves followed by polar blasts, sometimes all in the same day.

Thank you for your business and all the best for the next few months.



Tom Mowat

GM, Hazlett Agri-Supplies
027 462 0190 / tmowat@hazlett.nz

Enjoy the purple patch

After a month of peculiarly unseasonal weather we seemed, at time of writing in late November, to be at last settling into what we normally expect November to bring us - plenty of sunshine and warm grass-growing temperatures.

Most people would have been feeling at that stage about a fortnight behind for the time of year in terms of grass and stock growth rates, and hoping that the late 'Christchurch Show weather' would at last settle in.

That would ice the cake that the markets are putting us through at present. It's a true purple patch, with lamb at \$9/kg, mutton at \$6, beef at over \$6 too and venison prices still riding their high.

But, just as it always rains after a dry spell, markets don't stay high forever. We've seen a lot of volatility over the past few years and who is to say that it might not strike again?

Let's be positive though, and enjoy it while we can. As our Christmas message on the front page suggests, let's be thankful that we've been able to capitalise on these high prices for a change - and thank the folks around us who help us do that.

Yes, there are challenges - the other story on the front page references that - but if we can't square up to those in times of strong markets, we will never get on top of them.

So my message is: be positive, enjoy the good prices of the moment and try to make sure that we use them to improve our future prospects.



Ed Marfell

GM, Hazlett Livestock
027 462 0120 / emarfell@hazlett.nz

Rural Fields

Selwyn district, Canterbury

For this business, loyalty is everything

If this story needed a keyword it would have to be loyalty.

Rural Fields is an agricultural contracting business providing a cultivation and drilling service throughout the Selwyn district. It's a niche business, with four permanent staff and that many again during the peak of the season, that doesn't want to grow faster than its clients.

As Sean Buckley puts it: "We like our clients to be loyal and we like to be loyal to them."

This philosophy sees Rural Fields operating on some properties every week of the year. The clients benefit from this, Sean says, because the more closely the company works with clients the more it becomes familiar with those clients' particular requirements.

The business places great store on its loyalty to suppliers as well, and hence has been sourcing its gear from only a very small number of dealers over the years. They know that when the inevitable breakages occur, this loyalty gets them back in the paddock fast.

"We assess three things when we're choosing who to buy from: the quality of the equipment, the strength of the dealer, and their backup through service and parts."

Loyalty also applies to their insurances. Hazlett Insurance's Peter Buckley (no relation) has been the Buckleys' broker for nearly twenty years - long before they started contracting and long before Hazlett became involved in insurance.

Peter has several contracting clients and he knows the key thing to servicing their

business is "... they need to know that when they need you they can trust that you can get the best outcome for them as quickly as possible."

If a claim drags on, it can get very expensive for contractors. Timing is everything during the season and downtime is money down the drain. Peter says a lot can go wrong with a major machinery claim so attention to detail before the fact is essential.

So he spends a lot of time exploring the risks with the business. When you have, say, a specialised air-seeder that was built in Germany, you can't simply get a replacement - or even a substantial repair - the following week, so contingency planning is critical.

"It's a trust thing, really. They need to know you've got their back."

The Buckleys have made their share of claims over the years but they do not have an inordinate amount of trouble with their gear; they are fastidious with it and will generally not keep anything more than a few years. They are high adopters of technology, which Sean says offers all kinds of benefits including such areas as reducing operator fatigue.

He speaks highly of Peter's service.

"We have multiple insurances with him. We have a catch-up every year - revaluing everything for insurance purposes and so on. We never feel he's trying to sell us products we don't need. He recommends what we need and talks us through why we need it. And he sometimes tells us what we can't do!

Sean Buckley (left) with Peter Buckley of Hazlett Insurance.

"When we have a claim, we just ring him up and he does it all for us. He's nice and easy to deal with. He always rings back straight away. There's never any issues. We feel that he works with us.

"And he has such good insurance knowledge that you can always trust what he says."

HAT PIC



This is Liv Bayliss, daughter of Emma Rough, our Livestock Administrator in the North Island. They live in Poukawa near Hastings. Emma, who says she is confident Hazlett's 100-year plan is in good hands, wishes the \$250 donation to go to the Will-To-Live Foundation.

The Quarterly Yarn

Again we march on into the sunset with this monkey of uncertainty hanging over us. This comes with quite literally an extraordinary amount of opportunity.

I know - bloody easy to say but for most of us jolly hard to accept, or, more importantly, just getting our head around it. So I thought I'd maybe share some of my own adversity and learnings:

- Be patient; don't rush; stay in our own lane and run our own race.

- Night elves are normal; they start at 2am and normally knock off around 3:30am. But in the end everything is OK;
- Don't sweat the small things that are uncontrollable - it is what it is;
- Adversity is the best thing for us: it ensures we remain match-fit.
- There are so many people willing and wanting to help us; the challenge is selecting the people we have faith in and can build a trust with - select them now!

Breathe in, breathe out and believe.



David Hazlett

Rural Bloke

027 235 5300 / dhazlett@hazlett.nz

The Bloke's Diary

Upcoming Sales

Coalgate Weekly Sale	Each Thursday
Temuka Prime Cattle & Sheep Sales	Each Monday
Temuka Store Cattle Sales	Each Thursday

For all sale dates, please visit hazlett.nz/whats-on

Weekly North Island bidr® Auction	Wednesdays from 7pm
Weekly South Island bidr® Auction	Thursdays from 7pm

For all bidr® sale dates please visit bidr.co.nz

Special Sales

January 24	Hawarden Ewe Fair
January 29	Temuka 2 Tooth Fair
February 5	Temuka Ewe Fair
February 14	Sheffield Ewe Fair
February 20	Tekapo Lamb Sale
February 27	Tekapo Ewe Fair
March 20	Culverden 1st Calf Sale

On-Farm Sales

January 16	Rakaia Gorge Lamb Sale
January 22	T & R Ferguson Lamb Sale
February 3	Ashburton Gorge Lamb Sale
February 26	Flock Hill Station Lamb Sale

Hazlett Directory

FUNDING & PROCUREMENT

Phone 03 929 0317 Email hrrp@hazlett.nz

AGRI-SUPPLIES

Phone 03 358 7988 Email admin@hazlett.nz

INSURANCE

Phone 03 358 7246 Email insurance@hazlett.nz

LIVESTOCK

Phone 03 358 7988 Email admin@hazlett.nz

Please visit hazlett.nz for contact details of our people.



STAFF PROFILE

Andrew Sherratt

Mid/South
Canterbury
Livestock Bloke

Originally from Geraldine, Andrew attended Christchurch Boys High School until 2009 before tackling a B.Com Ag at Lincoln. From there he went to PGW as a general agent where he says he learned his trade in the Tinwald saleyards.

Another hockey player - whose team manager at school was David Hazlett, and who played regularly with Angus H - he left after 18 months for France to play semi-professionally, living in Paris. It was the ideal OE you would think, and you would be right. He enjoyed the opportunity to see Europe immensely for two years.

He came back home nearly two years ago and joined Hazlett in its push into the lower part of Canterbury.

Now the Temuka saleyard is where he plies his craft and he enjoys the contacts with clients and colleagues that the couple of days a week there offers.

Andrew values the Hazlett environment, saying "...everyone's backing you and the company supports you."

He still plays hockey, now for the Harewood club, so he is in town three times a week, twice for training and for Saturday matches. He and his partner Courtney live just outside Ashburton and when he's not in the yards or on the phone, he likes to get away hunting, fishing or jet boating.