

# Hazlett News

A newsletter for clients and mates of Hazlett Limited

## "I just want to see him succeed."

That's how Peter Walsh explains his motivation for his continuing role in Hazlett.

Officially, he's the Company Ambassador. That sees him going around the sales, kicking the stones with clients old and new, sharing yarns and dispensing advice garnered from 57 years in the industry, as well as generally helping oil the wheels of the business:

"In particular, acknowledging and supporting the Hazlett decision-making team as they continue to lead their livestock and various other offerings to the New Zealand farming community."

On the second of February this year, the 20th anniversary of the day Peter struck out on his own having left PGG the previous October, Hazlett circulated a brief summary of his career "...to demonstrate what Peter has given to the stock and station industry ..."

His first posting out on the road, after a couple of years as office junior in PGG's Christchurch office, was in Cheviot as caretaker agent in 1967 when the then-resident agent Alistair Hopkinson went off to the UK with the All Blacks. Peter rolled Hoppy's company car en-route to his very first client call.

He later spent time at Banks Peninsula, Amberley and Darfield. Peter's recollections of those times reflect how management had to be addressed:

"In 1969 I was summonsed to Mr. D.C. Gould's office for a meeting to discuss my future with the company. I was offered an opportunity to transfer to Geraldine and, guided by Mr. Fraser



**The Walsh family in 2018: Bill, Tom, Peter and Karen.**

McDougal ('Tim') Templeton, then PGG Ltd Head Auctioneer, I asked how much extra pay I would get and when would the transfer take place, unaware that the one thing you didn't talk about in PGG was money. Tim had set me up. After a lengthy silence, the icy reply was:

'You are going to Geraldine as a junior rep. Over the past two years, your and (Greg) Cunneen's antics have been noted. In point of fact, Walsh, the company is doing you a far greater service by offering you this position rather than you are in accepting it. There will be no salary increase.'

"And of course, my reply was: 'Thank you, Sir!'"

After Geraldine he spent 11 years in Fairlie, "...an area where Peter still carries huge mana," notes David. Then followed leadership roles - head auctioneer in South Canterbury,

assistant branch manager in Timaru, then branch manager and finally group livestock manager in Christchurch. The PGG merger with Reid Farmers in September 2001 brought in new management faces and styles such that Peter felt he couldn't add much further value and he resigned: "... ending 37 years of service to that wonderful company."

This writer recalls asking him at the time what he was going to do next. He replied, "Oh, I'll just do a few cull cows and see what happens." What happened was, of course, a marvellously successful and substantial stock company that won huge respect in its region.

Peter observes: "This latest transition of Peter Walsh & Associates Ltd to Hazlett Ltd

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brings a special feel to it as during my time with PGG I had a great relationship and huge respect for the late Denis Luke Hazlett. He was a great chap to work with. Never a dull moment, always able to find an answer with a wonderful way of building relationships and growing the company he worked for. I am sure Denis would give a big tick of approval to the new Hazlett company."

Peter has been loyally supported (or led, he sometimes thought) all the way through by

his wife Karen who in the background made a hugely important contribution to the growth and running of Peter Walsh & Associates Ltd.

"You might not like her opinion, but you got it anyway and that has been the makings of any success we have had. Everything up-front, no grey areas; we have always been able to resolve issues quickly and move on. The success we have achieved with PW&A Ltd and PWA Ltd could not have been done without her.

"Karen is one very strong lady and I thank her for that as there has been no politics between the two of us - better described as 'these are the facts and this is the answer'."

Karen and Peter are proud also that their son Bill, a senior corporate lawyer at the BNZ in Auckland, was appointed to the Hazlett governance team. "It seems to nicely complete the circle for the future business of Hazlett Ltd."

## Living with Covid

Covid is imposing restrictions on everything in all kinds of ways, mostly but certainly not exclusively, off-farm.

Killing capacity issues are the big one, with some plants reported to be operating at as low as 30% capacity. Farmers face three-week delays in getting lambs away and up to eight weeks for cattle. This puts pressure on everyone downstream, and we are starting to see it in the prime sales.

Indications have been that the North Island plants are starting to come out the other side of covid and hopefully by the time you read this, it'll be the case here too.

On the other hand it's been an unreal season here in Canterbury, and when things are going backwards, at least having a good bank of grass softens the impact somewhat. We're seeing that reflected in the store market in this region, and with the schedules at all-time highs there's optimism that things will come right once we've got covid licked.

Unfortunately things are not so rosy in Southland where our mates are getting smashed by dry conditions, something those guys are unaccustomed to dealing with. That is likely to result in lambs coming up this way in increasing numbers.

We just hope everyone manages to cope with their individual situations, and remember your Hazlett bloke is just a phone call away.



**Ed Marfell**  
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## Early planning for spring critical

Wow! What a late summer and early autumn: good rains recorded in most areas have most of the country well set up for winter, the exceptions being Waikato and parts of Southland.

Whilst the unseasonal volume of rain at this time of the year has benefited most, it did create some real challenges and high stress for growers of grass seed; the cereal harvest was disrupted also.

David's use on the opposite page of the headline Unprecedented Times really does emphasise that we are not operating in 'normal times'. We at Hazlett Agri-Supplies have had to change our model to ensure we are doing everything we can to have plenty of seed and chemical on hand for when spring rolls around.

This means we will be holding higher stock levels and ordering chemical and seed up to six months in advance. This is not a sales pitch but a genuine request for Hazlett clients to discuss your spring requirements with your Hazlett rep now, as the picture is not clear as to what and when chemical products will be available. Seed is more certain given it is mainly grown in New Zealand. Fodderbeet and some chicory will need to be imported, so once again those who are most planned will be in the best position to receive product on time.

**Watch out for our autumn product specials with a fishing trip prize.**



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## Position yourself to win

Recently I was talking to a competitive track and road cyclist discussing the National Criterium race he had just finished.

He described how he was right at the front, in the "second wheel position" - ideally poised to pounce on the last lap. As he came around the final corner he caught his pedal on the ground and he finished in the bunch and not on the podium.

He further described to me that as the race progressed he had developed three strategies to win and was feeling confident coming into the last lap. I remarked: "A lot needs to go right to ride the perfect race. However at least you got yourself in a position to win."

Farming is like that too. Take this year for instance. A year of record commodity prices which should deliver strong profitability, except that inflation, rising interest rates, labour shortages, covid and constraints of processing space are nipping away at a winning year.

Like cycling, success is more likely to come for farmers and growers who develop multiple strategies to win. Control the things you can and keep perspective on the things you can't. Make decisions - don't procrastinate and take advice from the people you trust. Keep your eye on the wheel in front and position yourself to win.



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## Unprecedented times

Great to have a wide range of sport back on with the added thrill of crowds. I must say I enjoyed the women's cricket World Cup.

What's happening in northern Europe at present makes me very confused, giving me that terrible sick feeling - and latterly, to boot, feeling sorry for myself for catching covid.

The war puts a few days of feeling under the weather into perspective: mild illness is a picnic compared to having live missiles flying around your neighbourhood, grabbing people's lives and those of their loved ones, tragically in front of each other.

We send our love and our energy to those beleaguered people of Ukraine, and of course anyone else in the world, who are hungry, bereaved or displaced because of any conflict that is outside their control. It is unimaginable.

I still don't believe we are giving sufficient credit to the critical workers in our processing plants, or their colleagues in the supply chains: we just can't salute them enough for keeping those facilities rolling, albeit in constrained fashion.

Then of course there are the marketing, shipping and airfreight people working on the logistics of getting our beautiful products to the other side of the world under life-changing circumstances.

On behalf of the Hazlett people we salute and thank you.

As always, honk if you're hurting; a problem shared is a problem halved.



**David Hazlett**  
Rural Bloke  
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## The younger the driver, the higher the risk

An interesting benefit of the insurance industry is the statistics it provides in helping us understand risks.

One that stands out is the vulnerability of our young people when driving. Drivers between 16 and 24 years old make up 13% of license holders but contribute to 30% of injuries and 25% of fatalities.

For all of us who are parents these are unnerving numbers, so what can we do?

Something worth considering is the professional driver training courses. All Hazlett drivers must attend such a course; the feedback is very good and some have been impressed enough to put the drivers in their family through them.

Adding to the risk to young drivers is that they often have a first vehicle that is older, with a poor safety rating, and this is seen as a rite of passage before they earn a better vehicle. However the investment in a more modern vehicle with a 5-star safety rating may be the difference between life and death.



**Peter Engel**  
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### HAT PIC



**Snow Buckley, flanked by Henry Miller, selling a pen of lambs at the Tekapo Lamb Sale in February.**

**The team wishes the quarterly \$250 donation to go to Arthritis New Zealand.**

## STAFF PROFILE

### Ian Hercus

Rural Bloke

Originally from the Haka Valley, Ian has been in the farming sector all his working life, having been to Lincoln, shorn, farmed, managed Landcorp farms and milked sheep.



He joined Landcorp in 1993 in Te Anau to manage one of its farms there, and subsequently was posted to various places around the North and South Island, finishing his time with them running their whole South Island operation. The point where the country's largest farming business decided to centralise its operations in Wellington in 2007 was when Ian left.

He was then recruited by Southland entrepreneur Keith Neylon to manage the sheep-milking enterprise Blue River Dairy that he had started in 2003. During Ian's time there, the company converted two Southland sheep farms to sheep dairying (adding to the one they had already done) and built a processing factory with a cheese plant, a dryer, a canning line and established export markets. The company's milking flock rose to around 10,000 head and employed 70 staff.

Ian describes it as "relentless" and after eight years he was "buggered" so he and Kaye moved to Wanaka where he took on a role with the sheep genetics company, Headwaters that was established in 2006 to breed ewes with high levels of fat to thrive in New Zealand's high country. He managed that business for three years, during which time he built a relationship with a stock agent doing their store stock by the name of David Hazlett.

When Ian left that post David suggested he join his operation; that was 2018. Ian asked David what the job was and the reply was something along the lines of: "I don't know yet." He took over management of the Palmerston calf-rearing unit that Hazlett Ltd owned; when that was sold, he moved into the procurement operation that David runs. Ian looks after the livestock management side of that – "David does the buying and selling and I do the bit in the middle: managing the relationships with the farmers who are growing the stock on the way through." He also manages the QA aspects of the pipelines into our processing partners.

Ian clearly enjoys his work as a procurement bloke and says he really appreciates the quality of the people and the culture in the business.

Ian and Kaye have stayed in Wanaka; about four years ago the couple took up a contract with NZ Post to operate its courier/mail service in the town. When NZ Post started contracting out its services, Ian and Kaye were among the first to work with the company under its new model.

They have two adult sons who are aircraft engineers.



## The Blokes' Diary

### Weekly Sales

Blenheim	Every Second Monday
Coalgate	Each Thursday
Temuka Prime Cattle & Sheep	Each Monday
Temuka Store Cattle	Every Second Thursday
Charlton	Each Thursday
Lorneville	Each Tuesday

For all sale dates including special sales, please refer to our calendar or visit [www.hazlett.nz/whats-on](http://www.hazlett.nz/whats-on) for up-to-date information.

## Hazlett Directory

### FUNDING

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Please visit [www.hazlett.nz](http://www.hazlett.nz) for contact details of our people.

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