

# Hazlett News

A newsletter for clients and mates of Hazlett Limited

## On-farm sales have come to the North Island

On farm lamb sales are catching on in the North Island.

In the last three months of this year, a programme of six sales has been underway. The last of them was due to be held in early December on Waikura Station, about three hours north of Gisborne, while the rest were in Hawke's Bay.

Up to 40,000 lambs plus sundry other stock were on offer.

Hazlett is behind all of the sales, with two being run in conjunction with other agencies. The agents know most of the finishers who might be interested in the properties' lambs and several of them are typically bidding on behalf.

This is a first for most of the properties, but certainly not for Hazlett which has been running them in the South Island, mainly in Canterbury, ever since it was founded. Long-servers such as Ed Marfell were involved in their prior employments too; Ed says they have been a feature of the Canterbury farming calendar for nigh-on 30 years.

They grew out of the tradition of farmers looking for lambs to finish travelling in small groups to certain areas where they knew breeders were all weaning around the same time. The vendors subsequently sought to heighten the competition by inviting all-comers to an on-farm auction.

Ed says the benefits for vendor and buyer alike are numerous: "You had neighbouring properties producing lambs at scale that had



**Hazlett auctioneers in full flight at Taurapa Station on Hawke's Bay's Ocean Beach, November 9th.**

good genetics. In earlier times they would be dealing with single buyers or a small number of individuals who wouldn't want to buy the whole crop and so the auction concept evolved to attract far more buyers.

"They have become a sort of festival with farmers who weren't buying but turning up for a day out and a chance to have a closer look at another farm."

Vendors do not incur trucking costs and they are free to withhold animals if they don't feel the bidding is strong enough. Hazlett's North Island manager Tom Mowat sums it up: "They (the sellers) are enjoying the cost-savings, the control and the ease of it all." For drought-prone Canterbury farmers another big benefit has been quitting all their lambs on one day if a feed pinch is on the horizon.

North Island farmers new to the concept can relax in the confidence that Hazlett is well experienced in staging these sales. Tom Mowat: "It's gaining momentum as farmers grow in confidence, and we have others waiting in the wings."

## Season's Greetings!

Yet again we sit down in the Festive Season with our loved ones while tumult and suffering continue exploding in other parts of the world. It is certainly a time to give thanks that we live and work in a peaceful environment - even if we don't like everything happening in it!

Hazlett people wish all farming and urban client families, and their teams, a very happy and safe Christmas and New Year.

Very best of wishes for the year ahead.





## Stick to your usual calendar

Well the lamb prices are continuing the fall that arrived so suddenly just before I wrote my note in the last edition. The pain is showing no signs of easing.

I suppose the only positive in the current situation is the failure of the much heralded El Niño to arrive on time, and that we have had rains we weren't bargaining for. So feed covers are good everywhere, which gives everyone the opportunity to put more weight on. The dry will come but it now looks as if we'll get it through summer, which is when many of us expect it.

So the weather is helping, and it certainly has helped with new-season lamb survival rates, the odd storm notwithstanding.

Some pundits are saying the downswing could last a year or maybe longer, but my years in the game suggest to me that they don't really know any better than the rest of us. It could come right at any time!

As to how to deal with this on the farm, in my opinion the best plan is to stick to your usual farm calendar. If you set about making dramatic changes to how you do things, in terms of, say, getting more mouths in to utilise the bonus extra feed, you have to be in a very robust position in the event that the wheels start falling off. Because it will, in all likelihood, turn dry over summer in the districts that typically see it.

It's good to see wool getting a bit of a boost but it's got a long way to go! Another brightish spot is beef, which so far is holding its own. And it's also great to see the arrival of on-farm lamb sales in the North Island.

Have a great Christmas.



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Smedley Station cadets headed south from Hawke's Bay to the Methven Rodeo in October.

They stopped off at Tempello Station in Marlborough courtesy of David and Jo Grigg, where they bumped into Ben Greenslade - hence the hats!

The Smedley cadets would like the \$250 donation to go to the North Island East Coast Rural Support trust.

## Workplace fatalities still high

There continues to be a high number of workplace fatalities in New Zealand. So far in 2023, New Zealand has recorded 44 workplace fatalities, with 10 of them occurring in the primary and agriculture sectors. An area of concern is the number of injuries and fatalities over the years related to cattle handling.

On the back of this ongoing risk, WorkSafe NZ has published a [safe cattle handling fact sheet](#) on its website, which can be a valuable resource for businesses in the agriculture sector.

Without disrespecting the devastating impact a serious accident has on the individual and their family, it is worthwhile ensuring you are adequately protected in the event of a WorkSafe claim against you and your business.

For further information on risk management guidelines or financial protections available, please get in touch with our insurance team.



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## The financial weather will improve

Yesterday it was 25 degrees, today it is 12 and freezing overnight. There is snow on the ground in Dunedin. A perfect storm.

Although surprises can still come (e.g. Gabrielle) the forecasting is now much better than it used to be which allows us to plan and prepare. Batten down the hatches so to speak.

The other point is the weather forecast allows us to understand how long the storm will be here before we can open the windows again. This gives us hope and optimism.

We have a perfect storm on the financial side too. Commodity prices are generally down, farm expenses are up a lot and so is the interest bill. A good time to batten down the hatches.

On the "financial weather forecast" the cycles seem to be more frequent than in the past, however the good news is, like the bad weather, they don't hang around for as long either.

Hope and optimism. We are in a cycle. It will get better. Plan well and get ready to open the windows - it won't be far away.



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### HAT PIC



# Hazlett Agri-Supplies evolves into Hazlett Agronomy

We are pleased to announce our agri-supplies business is undergoing a name change to better represent our evolution into a specialist agronomy business. As of December 1, 2023, we officially became Hazlett Agronomy.

While the roots of our business were founded in agri-supplies, the company has matured to the point where it is now time for us to redefine our brand to pave the way for our next phase of growth.

We are now home to a team of dedicated agronomy specialists, whose personalised advice creates a real impact for our farming families across New Zealand. The old brand no longer reflects our performance, activity and energy, or where we aspire to be for you, our valued customers.

We've transitioned from selling all things agri-supplies to growing a nationwide team of specialists, committed to simplifying your life through the delivery of expert agronomy advice. You can now benefit from customised agronomy plans that acknowledge that not every farm and paddock are truly alike.

We recognise that today, more than ever, every expenditure needs to yield a solid return on investment. We provide sound advice that empowers you to make informed decisions, ensuring that every dollar spent is invested wisely, from choosing the right seeds, to planting them in the right paddock, and applying the right agrichemicals, to achieve the right outcome.



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## Client Profile

# Charles and Emma Miller- Brown

## Manahune, Glenmark Drive

Manahune is 380ha of dryland rolling downs on Glenmark Drive and is good early and easy country typical of that district.

This profile is especially relevant to this issue in that the property was one of the original participants in the Glenmark Drive on-farm lamb sale that was started in 2009.

Charles believes Manahune is the only property of the originals to have never missed a year. Before Charles and Emma purchased it at the end of 2018, Stu and Sue Thompson participated in the sale.

This year's sale was held on November 21st while we were going to print. While final numbers had yet to be settled, the sale typically involves 6-7 properties with somewhere around 12-14,000 lambs and 2000 works ewes yarded.

Charles remains a great supporter of the event in which he sells all his terminal lambs immediately at weaning. He says being part of it is "... a no-brainer". It always works well for their property, getting a good number of Suffolk and Southdown cross lambs (around 2000-2500 and some years up to 1000 works ewes as well) off the farm as it approaches the district's traditionally dry summer. A large cut of them go straight to the works but the ratio of those varies from year to year.

"It definitely fits with what we're doing. You clear the decks. They move off and then you've got options. For the last couple of years we've had favourable summer rains, and we've gone out and bought more lambs in. Some years we put more one-year ewes on.

"Each year you wonder if you're doing the right thing, but each year the sale has proved to be the right thing. We've always got a good price and a good team from Hazlett here for the day." Charles is a keen Hazlett client, particularly valuing the input of Tim Rutherford and Callum Dunnett, the latter helping with buying and selling stud bulls and rams.

"Every year since we've been here we've had Skip Manera doing the drafting and he does a bloody good job."

Charles with Amelia, & Emma with Madison.



He sees the same buyers each year. "It's always good to see the lambs go to the same places because obviously those lambs are doing the job for those buyers and not letting them down."

Charles had just drenched and vaccinated this year's crop when we spoke to him in late October and was looking forward to "throwing everything at them" for the following month.

The family, including daughters Amelia, 3, and Madison, 1, currently runs 3300 ewes, 60 Hereford cows and 400 stud Suffolk and Southdown ewes (Limavady Suffolks and, in partnership, Bellfield Southdowns), producing around 100 ram hoggets and two-tooth rams each year. They have sold stud and commercial rams and ewes throughout New Zealand and also to South America and Asia.

Depending on the season, the farm trades lambs and winters about 140 cull dairy cows. This activity is, at times, facilitated through Hazlett's funding options, and the farm's relationship with Hazlett extends further to its placing of all its insurance covers with Hazlett Insurance.

Charles has an abiding interest in finer wool and up until now a good part of the flock ewes has been halfbreds. He is now changing focus to lamb production, moving to running a few more crossbreds, but still his halfbred hoggets produce a 21-micron clip.

He is also Joint Master and Huntsman of the Brackenfield Hunt, that meets twice a week between April and mid-July, ranging between the Waimakariri and Conway rivers, and looks after its hounds on Manahune.



## STAFF PROFILE

### Emma Rough

North Island Livestock  
Administrator

Emma is the engine room of Hazlett's North Island livestock operation. She does all the paperwork from the lifestyle block she shares with partner Hylton Bayliss and their two children, Olivia, 7, and Vince, 5, at Poukawa, ten minutes south of Hastings.



She supports, particularly, the procurement team as well as the North Island livestock team's operations. The on-farm sales described on the front page have been keeping her very busy of late - writing up all the pen cards being just one chore.

Emma calls it a lot of fun: "There's a great crew of people in Hazlett up here."

She grew up on a coastal sheep and beef property at Mahia in northern Hawke's Bay but has form in the South Island, too, having attended Lincoln for a year after spending her first post-school year shepherding. She then spent a couple of years with a stock firm followed by a ten-year stint in the meat industry.

Just after she had Vince, Tom Mowat, a former colleague, rang to say he was going to Hazlett and invited her to follow him. She had no idea who Hazlett was but made the move anyway and has never looked back.

Their farmlet, with its typical plethora of pet animals alongside a few commercial sheep and cattle, and Olivia's involvement with ponies, keeps her busy outside work but she finds time also to participate competitively (including Trans-Tasman) in CrossFit.

## Sales Calendar

### Weekly Sales

Blenheim	Every Second Monday
Coalgate	Each Thursday
Temuka Prime Cattle and Sheep	Each Monday
Temuka Store Cattle	Each 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.



**Congratulations to Henry Miller, winner of the Heartland Bank Young Auctioneers competition in November.**

**Henry came up with a winning performance against a very strong field. Well done on your hard work, dedication and perseverance.**

## 15 years on

Hazlett Ltd has been in business since December 10th, 2008. Without wonderful people this wouldn't happen at all. Our goal is for Hazlett to be a 100-year company and beyond, so on we go...

All Hazlett people want to thank everyone who has supported us on our journey to who and where we are today. We appreciate that support from you and your families, and we look forward to continuing on and providing you all with the best service we can possibly deliver.

**All the best, The Hazlett People**

## Look after the moat!

It's great to be able to say we've notched up 15 years in business - something that could not be achieved without great people. It makes us all feel proud as we position the stones in our company to shoot for our 100 years-and-beyond goal.

Lately we have been garnering from mates returning from winter overseas trips that they couldn't wait to get home, confirming what a beautiful place New Zealand is to live in. Conflict around the globe at present is alarming and our thoughts are with those of our clients who may have friends or family over there who are directly impacted by it.

You can only expect these wobbly old times to affect what we reap for the top-notch animals we continue to deliver for our global customers. Let's take this as a challenge to hunker down and map the financials to ensure we can look after our own people as best we can. It goes without saying that 24/7 measurements have to be the goal. For an effective long-term view, taking care of your moat (balance sheet!) is essential.

But right now, heading into Christmas is a great time to flush the dunny and look forward to enjoying great times with friends and family.

**As always, honk if you're hurting.**



**David Hazlett**

Rural Bloke

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**Hazlett**  
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