

Hazlett News

A newsletter for clients and mates of Hazlett Limited

Ground to Cover and Support to Match

For a farmer spread across multiple properties from Sheffield to the Peninsula, standing still has never really been part of the plan for Ed Harrington.

Ed calls Leeston home and farms a further 950-odd hectares across leased blocks in Leeston, Sheffield and on Banks Peninsula.

Altogether the operation carries around 7,500 stock units, requiring plenty of organisation and more than a few kilometres on the road to keep everything ticking over.

The annual on-farm sale is an important fixture on the calendar, where hill-country lambs and any remaining early-born lambs are offered to the market. The sale is typically held in mid-March with around 3,200 lambs going under the hammer. Tied in with this is Ed's Dorset Down stud, which has become a significant focus in recent years, with one ram sold to another stud later winning the supreme award at the Wanaka A&P Show.

Alongside the sheep, cattle play an important role in the business, with 300 to 350 cattle typically fattened through the winter before being sold into the stronger spring schedules during September and October.

Supporting that side of the operation is Hazlett Funding. Ed has been a Funding client since 2018 and says the peace of mind provided by Nikki, Rachel and the team has been invaluable.

"The whole process is really good. You can't fault it," he said. "It gives me the power to go and buy what I need within reason, and the flexibility works well for us."

A recent example of Hazlett Funding's support came in 2025 when Ed found himself with more winter feed than expected after a dairy grazing arrangement fell through.



Rather than seeing the surplus kale go unused, he identified an opportunity to purchase additional cattle and retain lambs for further finishing. Hazlett Funding was able to provide the extra assistance needed, giving Ed the confidence and flexibility to make the most of the feed available and capture additional value from stronger spring market returns.

Ed also works closely with Hazlett Livestock agent Joe Adams.

"Joe's really good. He's a bloody top man," Ed said. "He loves his livestock, knows the markets, and is good to deal with."

Scott McIlroy and the Hazlett Agronomy team are involved too, and Ed is equally complimentary of their support.

"They do a mint job with the agronomy plans and keeping in touch with what's required."

Farming has been Ed's life since he was 18. He spent a couple of years shepherding before taking on casual farming work around Banks Peninsula, where there was strong demand for labour.

Ed Harrington on sale day in March 2026 with his best Dorset Down Lamb.

Along the way he also picked up shearing, something he still enjoys today, competing in speed shearing competitions and spending part of his summer in the sheds for a North Canterbury contractor.

While Ed still enjoys following rugby, a concussion injury brought his playing days to an end. These days much of his spare time revolves around family and travelling between properties.

Helping keep everything running smoothly at home is his wife Jen, while the couple are also busy raising their two children, six-year-old Briar and three-year-old Henry.

Looking ahead, bringing more of the operation together in one area through another lease block would reduce travel and create greater efficiencies, helping set Ed, Jen and their young family up for the next stage.

If you can help Ed find his new block (ideally 4000-6000 stock units) please contact Phil Manera on 027 462 0125.

Backing regional New Zealand for the long term

One of the things that gives me the greatest confidence about Hazlett's future is the quality of our people and their commitment to the communities they serve.

Over the past year, we have continued to invest across our business, not simply to become bigger, but to improve our ability to deliver value to our clients. Our growth strategy has always been grounded in knowing our communities well, supporting farmers and businesses alike, and ensuring they have access to trusted advice and strong relationships in every region we operate. That commitment is reflected in several recent appointments.

As our livestock business has grown across New Zealand, we have introduced a new national leadership structure, including the creation of a number of new roles. Ed Marfell has been appointed as Livestock NZ General Manager, Angus Hazlett as our North Island Livestock Manager, and Phil Manera as our Upper South Island Livestock Manager. All of these appointments bring deep industry knowledge, strong leadership, and genuine passion for helping both our people and our clients succeed. Their appointments reflect both the scale of the opportunities ahead and our commitment to developing talent from within Hazlett.

The investment does not stop with livestock. Across the wider Hazlett group, we continue to strengthen our teams where we see opportunity and where our clients need us most. A great example is the West Coast, where we are delighted to be welcoming a second new insurance team member, Roanne Wehner, in September.

Regional communities deserve access to quality advice and local support, and we remain committed to building in those areas rather than retreating from them. At Hazlett, we believe successful businesses are built by backing good people and giving them the support to thrive.

Whether it is livestock, insurance, funding, agronomy, or procurement, our focus remains on continuing to deliver value for our clients, growing sustainably, and investing in our team. We are proud to work alongside the farmers, growers, and businesses that keep our communities strong, and are excited about the opportunities to come as we remain committed to supporting the regions for generations to come.



Melanie Brooks

Chief Executive Officer

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The Hazlett Christchurch office has moved!

We've now settled into our new space at 5 Sheffield Crescent, Burnside.

While we were fond of our previous office, we'd simply outgrown it and needed a space that could better accommodate us now and into the future. Finding an empty meeting room was becoming more difficult than finding a car park in central Christchurch.

The move itself, just a short trip around the corner, went remarkably smoothly. We're pleased to report that everyone, furniture included, arrived safely.

With all the boxes unpacked, we recently held a team housewarming, bringing our people together to celebrate and connect.



EVENT SPOTLIGHT

The Mackenzie Half Marathon was another great day on the local calendar, bringing together runners, walkers, volunteers, and supporters from across the region. Participants were treated to stunning scenery, plenty of encouragement along the course, and a fantastic atmosphere from start to finish. It was wonderful to see so many people giving it their all. We're proud to play a small part in supporting an event that brings our community together.

HAT PIC



Paul and Kay Gardner are pictured here at Lord's Cricket Ground.

Paul and Kay are loyal Hazlett Livestock clients.

They would like the \$250 charity donation to go to the Prostate Cancer Foundation NZ.

Every reason to remain optimistic

What was already a positive market has found another gear.

Beef values have climbed again, which is great to see, and they've done so against the backdrop of a winter that has been milder than many would have expected. August and September are critical months for lambing and calving across most of the country, and for those in the high country the pressure can linger even longer.

There has been plenty of talk around the possibility of a Super El Niño. Whether that comes to pass remains to be seen, but as always, we can only really deal with what we get dished up.

There have certainly been pockets of wet weather around the country. Parts of the North Island's East Coast have taken a hammering, particularly Wairarapa, while the South has escaped some of it. The seasons seem less predictable than they once were, arriving early one year and late the next. At the time of writing, there is still plenty of winter left to navigate – but so far so good.

Lamb prices have reached new highs, pushing through the \$12 per kilo mark, while store lambs have sold well throughout the season and we're now getting down to the tidy-up lines.

Store cattle continue to attract strong interest, although numbers are limited.

There's a bit of demand coming through for in-lamb ewes and in-calf cows as well, and with further farm conversions taking place, land-use change continues.

The dairy sector has had a few hiccups through the auction system before finding its feet once more and is stable.

Global demand continues to underpin the market, despite the occasional uncertainty around US tariffs, with the shortage of protein throughout the world supporting values across the sector. We've been saying it for a while now, but we're in a good patch, and long may it continue.

More than anything, stability is what people are after. Even if values ease from current levels, they would still sit comfortably above long-term averages. If we can avoid the sharp swings and maintain some consistency, there's every reason to remain optimistic.



Ed Marfell

GM, Hazlett Livestock NZ

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Future Focused

We've completed one season and rolled straight into planning for the next, focused on delivering another successful year.

Our agronomy team has done an outstanding job over the past season. Through hard work, long hours, and a strong commitment to our clients, we have achieved excellent results in the paddock. It reinforces a simple principle – when we put in the effort, we see the rewards through better on-farm outcomes.

Over recent months we have been working closely with our suppliers to secure product requirements for the coming season. Overall, supply and pricing look relatively stable, with minimal movement expected across most products compared with last year. We did see increases in glyphosate, fuel, and fertiliser prices earlier in the season; however, these markets are now showing signs of easing, which is a positive for farmers. The team also secured some product carryover from last year to help support supply.

Training and development remain a major focus for our business. We invest significant time in upskilling to ensure we continue to provide the best possible advice and stay at the forefront of new products, technologies, and farming systems. This allows us to bring forward new seed and chemical options where they genuinely fit our clients' operations.

We are also pleased to welcome Rachel Butt to our North Canterbury team. Rachel is a valuable addition as we continue to grow. Our goal is not simply to be the biggest agronomy business, but to be the best – the team that farmers choose because of the quality of advice, service, and results we deliver. This is only possible through having skilled people and investing in ongoing training.

The All Blacks do not succeed without preparation and training, and the same applies for us. Continuous improvement is a key part of our culture, and we are proud to recognise Fiona and Paige, who have recently completed a Massey University qualification: Understanding Herbicides. This is an excellent achievement and reflects our commitment to continually develop and provide the very best service.

Thank you to all of our clients for your support. We look forward to working alongside you for another successful season.



Scott McIlroy

GM, Hazlett Agronomy

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I've been in a car accident. What do I do now?

A few weeks ago I was involved in a near miss close to West Melton.

I managed to stop in time, but unfortunately the three vehicles in front of me were not so fortunate. All three were involved in a chain-reaction crash, causing significant damage and deploying airbags. Thankfully, nobody was seriously injured.

As luck would have it, there was an insurance broker right behind them.

The drivers were understandably shaken and, as it turned out, none had ever been involved in an accident or lodged a motor vehicle claim before. We first checked everyone for injuries, took photos of the scene, moved the damaged vehicles off the road where possible, cleared debris, and restored traffic flow. Once everyone was safe, I gathered the practical information needed for the claims process, including driver licence details, registration numbers, photographs of the damage, and witness information.

The drivers later thanked me for helping them through what was a very stressful experience. It reminded me that while most people thankfully don't experience vehicle accidents often, they can leave you feeling overwhelmed and unsure what to do next.

If you are involved in a motor vehicle accident, remember these five key steps:

1. Make safety your first priority

Check for injuries & move to a safe location if possible.

2. Call emergency & towing services if required

Particularly if anyone is injured or the road is blocked.

3. Gather information

- Obtain driver licence, registration, phone number from all parties involved including witnesses.
- Take photos and gather evidence – photograph the scene, damage, vehicle positions, and registrations.

4. Don't accept liability

Until the dust has settled and the facts are in hand.

5. Contact your own insurer or broker

Lodge a claim with your insurer, who will manage repairs and guide you through the process.

You can download our Motor Accident Checklist [here](#), or on the Hazlett Insurance website under "Make a Claim".



James Smith

GM, Hazlett Insurance

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From paddock to plate, it starts with a date

When you're registering calves, it's important to enter their month and year of birth.



OSPRI are reminding farmers that when registering calves in NAIT, it's important to record the month & year of birth.

If the exact date isn't known, entering the 1st of the month is acceptable and still meets traceability requirements. Remember to tag and register all calves within 180 days of birth, or before they leave the farm for the first time – whichever happens sooner. Accurate records help support a stronger primary sector.



We are humbled to support an incredible project by Vicky Simpson of ER Imaging Photography.

Vicky has captured the heart of Molesworth Station through stories and photography, all while raising funds for children impacted by brain tumours. A tremendous effort went into bringing this book to life, the first print run selling out. The reprint is going fast, with copies still available at the time of writing at erimagingphotography.co.nz - go to "shop". Books are \$120 (192-page hardcover), and all proceeds go to Brain Tumour Support NZ.

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STAFF PROFILE



Wayne Andrews

Livestock Bloke, South Canterbury

Born in Gore and raised in the small West Otago settlement of Heriot, Wayne has spent a lifetime connected to farming. The land has been a constant throughout his working life, with his career beginning in farm labouring roles before progressing through the ranks to farm management.

In 1992, Wayne made the move to South Canterbury, settling into a region that would become home and where he would build a long-standing career in the livestock industry. He spent 14 years managing a sheep and cattle property, while also furthering his knowledge through study, earning a Diploma in Sheep and Beef Production Management and Agribusiness Management.

By 2006, Wayne was ready for a new challenge, joining Peter Walsh & Associates before later becoming part of Hazlett when the businesses merged.

This September marks his 20-year anniversary, a milestone that reflects both his experience and commitment to the industry. Wayne also acknowledges the support of the company and the great colleagues he has worked alongside over the years, saying they have played a big part in making Hazlett what it is today.

Another aspect Wayne highly values is working alongside farmers, understanding the realities of day-to-day farming life. Having seen the sector through good seasons and difficult ones, he remains optimistic about where things stand today. As he puts it, "In my career, I've never seen farming so good."

Family has always been a major focus outside of work. Much of the past two decades has been spent supporting his children through their sporting pursuits alongside his wife, Sonia. Recently relocating from Pleasant Point to Geraldine, the move has created a little more freedom to enjoy weekends and make the most of time together as their children begin forging their own paths.

Need help with livestock costs?

Our flexible funding solutions give you the cashflow you need – without adding debt to your balance sheet. You stay in control, while we carry the load.

Livestock funding made simple. To find out more contact our Funding team on 03 929 0317, or reach out to your local agent.

Simple | Flexible | Easy

Sales Calendar

Weekly Sales

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

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

INSURANCE

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AGRONOMY

FUNDING

PROCUREMENT