



farming people

HRL news

Hazlett Rural Limited

New Dairy Grazing Service



HRL and Selwyn Rakaia Vet Services have launched a partnership that will see greater peace of mind for all parties to dairy grazing agreements.

The agreement between HRL Grazing and Selwyn Rakaia Vets Animal Health provides a full and comprehensive animal health programme for dairy stock under grazing contracts.

This is a step up from the previous situation where HRL monitored the progress of stock in grazing contracts it arranged and helped out with any support the grazier needed to fulfill the contract.

Donald Arthur, principal of Selwyn Rakaia Vets, and Jim Hazlett of HRL initiated the new agreement. Jim said the programme gives the stock owners increased confidence that their heifers are undergoing optimum growth and development, and for graziers the confidence that they are meeting their obligations under their grazing agreements.

"A lot of what this programme offers is already in place in the case of many grazing agreements. This really formalises the agreements so there's

increased confidence all round. We congratulate Selwyn Vets for the initiative and can only see increased benefits from grazing contracts for all parties."

Under the arrangement the owner of the stock will pay a monthly fee for a service that includes:

- An initial vet consultation involving all parties to the agreement;
- Three veterinary visits to the stock each year;
- All appropriate drench, vaccine and trace element requirements being specified and supplied by Selwyn Rakaia Vets;
- Six-weekly MINDA weighing and reporting back to the heifers' owners;
- Advisory input to feed and other management planning if requested.

Donald Arthur says the concept is being adopted in other parts of the country but this agreement is "... unique in that it involves a vet practice partnering with a stock firm."

Selwyn Rakaia Vets is one of Canterbury's largest vet practices with a total of 23 staff including 11 vets.

Season's Greetings!

We fondly hope that by the time December 25th comes around, everybody will be up to their knees in grass and have a good reason to sit down and celebrate.

HRL Directors and Management heartily thank all our farming people for their continued support during the year. It's you that make our business successful — and extremely enjoyable.

The HRL team is also due praise and thanks for their tremendous efforts during what has not been the easiest of years. They've all kept at their tasks, ensuring that our farming people have received the very best service possible. A mighty effort from everyone.

We wish everyone a very happy festive season and hope that families are able to gather and celebrate what is, when you look at what's going on in the rest of the world, a life of bounty.



INSIDE...

From the GM	2
A note from DH	2
Denis Hazlett R.I.P.	2
Client Profile: Alistair Stevens	3
The Blokes' Diary	3
Staff Profile: Sarah Foden	4
Hat Pic	4
The Blokes' Directory	4

STOP PRESS

We are delighted to announce that Tim Rutherford will be joining the HRL team as a livestock bloke in North Canterbury.

More details will be released soon.

WE ARE MOVING...

on December 15th 2014

Our new physical address will be ...
508 Wairakei Road, Burnside

Our new postal address will be ...
**P.O. Box 39-162, Harewood
Christchurch 8545**

Our telephone, fax & email addresses will remain the same.

FROM THE GM

The new season's now well under way but we could do with some sunshine! It's been a slow, cold spring after such promising rains early on. It seems we're in sort of a green drought and we all know what that can mean for lamb growth.

And sheep farmers need liveweight for a season that doesn't really look like it's going to be any different from last year, market-wise. The beef market is a different story altogether, of course, with values around a dollar a kilo better than last year, and pundits picking that it won't soften too much through the season.

The dairy situation is impacting on us somewhat, with milkers pulling their horns in money-wise. The signals from the Fonterra AGM were that markets have bottomed out, having adjusted to the ramped-up production internationally. I can recall a farm consultant telling me 12 months ago that this would happen, but neither of us could have imagined at that stage the extent to which he would be proved correct! Still, dairy farmers need to keep producing milk and they still need inputs to do it so we're confident that the rural supplies blokes' growing business will continue apace.

Sadly, we're losing another good bloke. Nic McMillan is moving to Hawkes Bay at Christmas time to take up an offer he couldn't refuse in a family farming operation. Nic leaves us with our blessing and we wish him well. His Rangiora-Oxford duties will be taken over by Sam Tod.



Please note we're moving on December 15th — about 800 metres back down Wairakei Road to number 508. The phone numbers remain the same but we have a new PO Box number. Please refer to the directory on the back page for the new details.

Finally, on behalf of all the team here in HRL, I extend deepest condolences to the Hazlett family on their tragic loss. May the old rural bloke rest in peace.

Ed Marfell
General Manager

A NOTE FROM DH

HRL is all about adding value behind and beyond the farm gate. Increasingly that is going to be expressed in bringing programmes to our farming people for their farming and business wellbeing and performance.

During times of pressure, be it from adverse weather, finance issues or any of those other things we all have to deal with, it is important that we adhere to the basics — farm health, business health, animal health and, dare I say it, farmer health — so that the good times are more enjoyable and the tough times more tolerable.

In HRL we greatly enjoy sitting down and planning with our farming people for their farm and farm business requirements. You see this in the way the rural supplies blokes meet with their clients, planning the whole season's merchandise requirements rather than just what's needed next week; and in the way Sean and the insurance team take a holistic view of clients' insurances ... now we're seeing it again in the partnership with Selwyn-Rakaia Vets reported on the front page.

It's all about trying to make the right things happen at the right times. There's a great old saying: Carefully plan your work; patiently execute your plan.

David Hazlett
Rural Bloke

Denis Hazlett R.I.P.

A mighty tree has fallen.



We have lost a father, a grandfather, a director, a mentor and a mate.

That Denis was taken, long before his time, in the course of helping out a mate says volumes about the cut of the man. His priorities were immutable in the order: family, friends, the stock and station industry, and horses.

Others have detailed Denis's illustrious career so we will not traverse it again here. Suffice to say that one who began his career as an office boy at 17 and rose as a comparatively young man to the most senior livestock positions in Wrightson and its predecessors was held in such high esteem that he was recruited by that company's major competitor in the South Island to become its General Manager. The old PGG prided itself in its assessment of people; Denis was the first from outside its own ranks to be asked to lead it. As with all his many leadership roles in the rural community, Denis took to the job with relish and stamped his mark of success upon it, garnering very high popularity and respect from staff along the way.

It is as if the stock and station industry was made for Denis and he was made for the industry.

Every reader will have their own memories of Denis — he was just such a charismatic character. He was a natural leader with his own firmly held views but he was always extraordinarily willing to listen to what one had to say, with a degree of attention and interest exhibited only by true leaders.

Just as a fallen tree nurtures the forest in which it lies, Denis's love, generosity, wisdom, humour and zest for living will continue to inspire those very many of us who had the pleasure and privilege of knowing him.



One man, his farm and his passions

Just when you thought the whole of Canterbury was losing its trees and its character to large-scale irrigation and black and white bovines, you come across farmers like Alistair Stevens.

Alistair farms Stromemore, just above Barhill in Mid-Canterbury.

In some ways this farm is like a glimpse into the Canterbury Plains' recent past: a smallish mixed dryland cropping farm doing the traditional mix of wheat, barley, white clover, grass seed, linseed, rapeseed and peas.

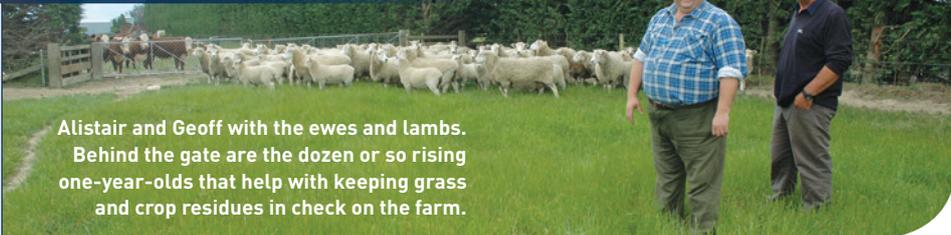
Alistair gets some of his spraying, topdressing and windrowing done by contractors, and the neighbour heads his white clover, but all the rest is done by him and his 'arable manager' Phil Elliot. There's a header and new 210 horsepower tractor in the shed; this is a very tidy operation, with nothing fancy about the crop rotation or the methods used to establish the crops. It just works.

Alistair is passionate about his trees so every paddock is fringed by neatly trimmed belts — shelter from both the sou'west, a reminder of the past stock emphasis on the farm under his father Jack who came here 60 years ago, and the nor'west. The fences are tidy and taut, held by stout concrete strainer posts for which Alistair still has the moulds.

Though a conservative farmer, Alistair Stevens is no blind traditionalist. He took up shares in the Barrhill Chertsey Irrigation scheme, that links a consent to take 17 cumecs of water from the Rangitata Diversion Race, to keep his options open. But he has since sold most of them, deciding that the physical layout of the farm doesn't lend itself to extensive irrigation. He hasn't written the idea off completely, however.

The main reason for holding off is that the nearly 250-hectare farm (including 40 hectares leased) is in five non-contiguous blocks with the farthest from the 107-hectare home block being 9.5 kilometres away. They are mostly Barhill silt loams and Hatfield soils, the type of ground that stood Canterbury dryland cropping in good stead for a very long time. Being closer to Methven, useful rains are had in most years.

Alistair is a client of HRL through a long



Alistair and Geoff with the ewes and lambs. Behind the gate are the dozen or so rising one-year-olds that help with keeping grass and crop residues in check on the farm.

association with Geoff Wright who worked for 25 years in the district with PGG, Wrightson and Canterbury Meat Packers before joining HRL in 2012. Geoff links with the HRL Rural Supplies team to find outlets for Alistair's grain, but mostly his role is finding lambs for Alistair to finish.

Stromemore's ewe flock is at a historical low of just 50 ewes, but Alistair buys in ewes and lambs all counted when the crop is in — last year he finished 2500 lambs after harvest. Harvest is early, as Alistair and Phil get the crops established early on, starting with winter wheat and barley in April. So while large-scale croppers are anxiously watching weather forecasts in the autumn, Alistair and Geoff are looking at the sales for opportunities to capitalise on crop residues and the late summer flush those good soils promote.

Alistair is a single man, so with his conservatively run — some might say stress-free — farming operation he has time to indulge another passion: vintage machinery. There are still two Clydesdales grazing away on the farm, but it's what's in the sheds at the back of Alistair's new house that are testament to a couple of generations of avid collecting. There is a vast array of working horse gear, along with a substantial assemblage of drays, traps and gigs, a good number of them in restored condition. A freshly rebuilt pair of wheels lies beside a stack of parts of a wagon, recently acquired and awaiting assembly.

A wall of ribbons attests that many of these items have had plenty of exposure at shows and rallies, but Alistair wistfully observes it's a fading pastime, with younger people, even rural ones, having so much else to divert their attentions and energies these days.

You can't help thinking there's a museum in the making here. A busload came through one day a few years ago, serving only to demonstrate to Alistair that OSH

and other bureaucratic requirements make displaying for the public too hard — "...the regulations have ruined all that."

It's the community's loss, as there's a whole lot more than horse gear here — a fine little trove of stationery engines (some of which were being tidied up for the Christchurch Show as we visited), two ornate restored petrol bowlers from many moons ago, and a couple of beautifully presented British vehicles: a 1964 Morris Oxford station wagon ("start 'er up if you like" — and we did) and a 1971 Morris Minor ute. A superbly restored 1934 Austin 12 occupies the double garage attached to the new house alongside the farm ute. The vehicles are all in running order. Classics, all of them. It's amazing how even a J1 Bedford in original order can stoke the memories!

Everywhere you look in these sheds there are bits and pieces large and small that have a story to tell. What will happen to it all is anyone's guess but you can be sure it will provide Alistair Stevens with a great deal of pleasure for years to come. And good on him.

The Blokes' Diary...

Jan 08	Coalgate
Jan 15	Coalgate
Jan 21	Coalgate
Jan 22	Rakaia Gorge Lamb Sale
Jan 29	Coalgate
Jan 30	Hawarden Ewe Fair
Feb 02	Castle Ridge Station Lamb Sale
Feb 04	Coalgate
Feb 12	Coalgate
Feb 13	Sheffield Ewe Fair
Feb 19	Coalgate
Feb 26	Coalgate
Mar 05	Coalgate
Mar 06	Beltana Farming Cattle Sale
Mar 02	Coalgate
Mar 19	Coalgate
Mar 26	Coalgate
Mar 27	Culverden Calf Sale



STAFF PROFILE ...

Sarah Foden *HIB Admin*

Sarah brought a varied work background, including several years of insurance experience, to her role at Hazlett Insurance Brokers.

Wellington-born, she travelled to the UK to stay with her father and family for about a year when she was 11, but decided to stay and complete her schooling there. She did her GCSEs at Thomas Mills in Framlingham, Suffolk, and her A Levels at Suffolk College. She returned to Wellington at 17 with just a little work left to do, which she completed by correspondence.

She tried university for a year and completed the first year, but decided it wasn't for her and went into banking. Another career move shortly later saw her doing a pre-police course at the New Zealand Institute of Sport, followed by two years in prison work.

Finally, Sarah decided that an office role was for her and she joined her Mum's

health and life insurance brokerage and helped establish a fire and general arm in that business. She worked in that for five years until she herself became a mum to Djavon in November 2012. While on maternity leave she and partner Auki decided to shift to Christchurch which offered better work opportunities for Auki as well as proximity to his family. When they arrived, Sarah re-entered the insurance sector, joining HIB. That was 12 months ago.

Sarah will have a second child soon but will return to HIB, which she says she really enjoys and has goals of growing her client base and to also complete in time the relevant qualifications for advanced broking. She is a gregarious person and likes contact with people both at work and socially.

A keen netballer, Sarah played rep level in the UK and back in Wellington played social grades. She would like to resume playing but is mindful of the time constraints of motherhood — and the two broken bones she has suffered on court over the years.



HAT PIC

This is James Pearse with Rammstein, named the supreme champion all-breeds pig at the Canterbury A&P Show. Every year the NZ Stock & Station Agents Association conducts an auctioneering competition at the show for young auctioneers; this year's winner, Cam Bray from Kirwee, then auctioned off in succession a \$1000 ram voucher and Rammstein, a purebred Hampshire (complete with processing voucher). The buyer of the latter was none other than HRL GM Ed Marfell who, entrepreneur that we all know he is, very soon found buyers in a couple from Blenheim. So rather than a one-way trip to the works, Rammstein has ended up in boar heaven. The \$250 donation goes to Canterbury A&P Youth.



THE BLOKES



Ed Marfell

Mobile 027 462 0120
Phone 03 322 1268
emarfell@hazlettrural.co.nz

David Hazlett

Mobile 027 235 5300
Phone 03 327 2814
dhazlett@hazlettrural.co.nz

Craig Miller

Mobile 027 462 0117
Phone 03 318 8350
cmiller@hazlettrural.co.nz

Travis Dalzell

Mobile 027 202 0196
Phone 03 314 8652
tdalzell@hazlettrural.co.nz

Brian Brice

Mobile 027 462 0118
Phone 03 329 7079
bbrice@hazlettrural.co.nz

Jon Waghorn

Mobile 027 462 0121
Phone 03 314 8165
jwaghorn@hazlettrural.co.nz

Jim Hazlett

Mobile 027 462 0128
Phone 03 312 9559
jhazlett@hazlettrural.co.nz

Phil Manera

Mobile 027 462 0125
Phone 03 347 4989
pmanera@hazlettrural.co.nz

Marty Amos

Mobile 027 462 0122
Phone 03 307 8833
mamos@hazlettrural.co.nz

Ben Lill

Mobile 027 462 0130
Phone 03 347 6306
blill@hazlettrural.co.nz

Hayden Ross

Mobile 027 462 0133
Phone 03 308 7841
hross@hazlettrural.co.nz

Geoff Wright

Mobile 027 462 0131
Phone 03 302 6107
gwright@hazlettrural.co.nz

Paul Ross

Mobile 027 462 0134
Phone 03 347 6306
pross@hazlettrural.co.nz

Rowan Sandford

Mobile 027 462 0136
Phone 03 374 6815
rsandford@hazlettrural.co.nz

Sam Tod

Mobile 027 462 0129
Phone 03 374 6815
stod@hazlettrural.co.nz

Robert Sharkie

Mobile 027 462 0126
Phone 03 312 2491
rsharkie@hazlettrural.co.nz

Simon McAlister

Mobile 027 462 0124
Phone 03 324 4281
smcalister@hazlettrural.co.nz

Hamish Marshall

Mobile 027 462 0158
Phone 03 318 0107
hmarshall@hazlettrural.co.nz

Emmett Ryan

Mobile 027 462 0127
Phone 03 318 0107
eryan@hazlettrural.co.nz

Sean Lysaght

Mobile 027 462 0123
Phone 03 358 7246
slysaght@hib.co.nz

Rebecca Stoop

Mobile 027 462 0156
Phone 03 358 7246
rstoop@hib.co.nz

Sarah Foden

Mobile 027 462 0119
Phone 03 358 7246
sfoden@hib.co.nz

Will Hayde

Mobile 027 462 0157
Phone 03 358 7246
whayde@hib.co.nz

Kristine Winter

Mobile 027 462 0159
Phone 03 358 7246
kwinter@hib.co.nz

Peter Engel

Mobile 027 434 0555
Phone 03 358 7988
pengel@hazlettrural.co.nz

Office

Postal P.O. Box 39-162
Harewood
Christchurch 8545
Phone (03) 358 7988
Fax: (03) 358 7989
508 Wairakei Road
Christchurch (No mail service)

Leone Bryce

lbryce@hazlettrural.co.nz

Jo Manson

jmanson@hazlettrural.co.nz

Sandy Boyd

sboyd@hazlettrural.co.nz

Debbie Hansen

dhansen@hib.co.nz

Sharon Hunt

shunt@hazlettrural.co.nz

Sarah Corbett

scorbett@hib.co.nz

Antoinette Hight

ahight@hazlettrural.co.nz