



farming people

HRL news

Hazlett Rural Limited

More HRL people for improved coverage

The continuing growth of the HRL business has led to the recruitment of two new general managers.

Tom Hamilton and Nick Percy have taken on the rural supplies and insurance businesses respectively. Tom was a regional manager for a large rural trading entity while Nick was in a similar role with a leading insurer.

Thus HRL is now an enterprise more formally comprising four separate business units: **Livestock** (still under Ed Marfell), **Rural Supplies** (Tom Hamilton), **Insurance** (Nick Percy) and **Finance & Procurement**. David Hazlett is the GM of Finance & Procurement as well as remaining, of course, Managing Director.

As GM of Hazlett Insurance Brokers, Nick Percy relieves Peter Engel of one of his responsibilities – leaving the latter with the role of Chief Financial Officer.



Tom Hamilton



Nick Percy

Napier-based Tom is joined by four new Rural Supplies representatives (see back page) based in Gisborne, Hawkes Bay, Wairarapa and Manawatu respectively, adding to the four existing Canterbury-wide reps.

This complements the existing livestock presence HRL in the North Island, and an insurance presence in the lower North Island will shortly be added as well.

HAT PIC

As part of his contribution to raising funds for the Chalky Carr Trust, Razor Robertson took a few of us greenhorns for a surfing lesson at Sumner. Carr, a former All Blacks logistics manager and decorated Canterbury earthquake rescue hero, died of pancreatic cancer in January. He was awarded a medal for bravery for his actions in attempting to rescue victims of the CTV Building collapse that claimed 115 lives. Razor has asked that the \$250 donation go, naturally enough, to the Chalky Carr Trust for cancer victims.



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Upcoming Sales

COALGATE Weekly Sale
each Thursday

TEMUKA Prime Cattle & Sheep Sales
each Monday

TEMUKA Store Cattle Sales
each Thursday – except when
Calf Sales fall in April

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

Rural Supplies business expanding

New Rural Supplies GM Tom Hamilton is aiming to build on the operating model established back in 2011 that has proved so successful over the years since.

"That means sitting down with farmers and their managers to schedule their upcoming requirements, and then make the absolute commitment that those products and materials will be delivered on-farm by the dates on which they are needed, at the quoted price. Our goal is to simplify our farming people's lives while delivering quality expertise and value."

This will generally mean planning for the month or months ahead and the newly-expanded team will be disciplined in their approach to this to ensure that HRL farming customers get the best value and most timely service possible.

The Rural Supplies team expansion in the lower North Island is the start of more to come, says Tom.

"I'm looking forward to attracting more experienced blokes of equal calibre in other districts – the best in the industry, in other words."

Insurers signal important changes

A couple of high profile insurers recently signalled major game-changers.

Insurance has always operated on the premiums of many paying the claims of the few. Certain types of losses – such as flood, weather related events and natural disaster – have increased substantially over the last 10 years or so and one large insurer is changing to calculating risk for a particular property or asset, and assigning the full cost of that risk to the insured party.

Areas where insurers are likely to increase premiums due to heightened risk from earthquake, flooding and climate change-related sea level rises include Hawkes Bay, Dunedin, Wellington, Auckland, Christchurch and some rural related areas.

That is seeing some affected premiums increase by 30-40%, with one Wellington homeowner complaining of a \$5000 rise.

Another major insurer announced recently an end to free windscreen cover because of the high cost of safety technology embedded in them, and claims frequency. A modern vehicle's windscreen may feature things like cameras, rain sensors, heating elements, lights sensors, UV protection and even acoustic laminates. The repair costs of such windscreens have increased significantly in the last five years or so and now this cost is being passed back to the customer.

HRL's insurance GM Nick Percy says it is unfortunate but the message from insurance underwriters is that they will be increasing premiums. Our counter to this is to negotiate the most competitive deal we can on your behalf.

That disease

With the continuing strength of the beef market, the dairy forecast at \$7, and lamb, mutton and venison schedules as high as we've ever seen them, the only dampener is strong wool. This would normally see our farming people well positioned to sit the winter out, if not for Mycoplasma bovis.

Even at this time of year when cattle trading is quiet, we are seeing its impact in the store market with both demand and values of dairy and dairy-cross animals depressed.

With 25,000 head already killed, it's a case of waiting now until the spring when the animals have more stress on them that could cause any latent disease to express itself. That will indicate if the eradication campaign has had any impact, and guide the authorities in deciding later in the year what to do next.

So it's a stressful time for everybody, not least for the owners of those 25,000 dead animals. Nothing is harder for a livestock farmer to swallow than seeing perfectly healthy-looking capital stock, typically the product of many years of careful breeding, marched up into a truck headed for slaughter.

We feel deeply for those folks... and we sincerely hope they don't face the cruel double-whammy of finding when they come to restock that their compensation payments are insufficient to cover the cost of replacement. Values are depressed now, but if there is any kind of all-clear at the end of all this, you can be sure that they'll recover fairly quickly.



Staff Profile...

Joe Adams *Livestock Bloke*

Darfield-raised, Joe landed his dream job upon leaving Christchurch Boys High three years ago.

From a farming family, he spent plenty of time with his Dad around stock and yards as he grew up and always wanted to work in the livestock industry. When the HRL opportunity presented itself, he grabbed it.

From his Darfield base he services the Ellesmere district.

He relishes the challenge the job presents of demonstrating to clients that he can deliver the goods, and enjoys the positive responses that produces.

And he likes the company he works for too: "I just like the whole team environment really. Everyone gets along – the whole atmosphere of the company is great and we're all mates."

Joe plays at flanker for the Darfield seniors and when he's not doing that in his spare time he can often be found out in the hills chasing pigs.



Outstanding herd, outstanding sale

Brian Leslie at work, with Ben Lill beside him and Dean Geddes in the ring spotting bids.

A leading dairy herd went under the hammer in early May at Bankside, with the sale being an amazing event in itself.

Alan and Marion Crowe, and Richard and Sharon Crowe, dispersed their remarkable Holstein herd of 310 pedigree cows for a sale average of just over \$3200. (The balance of the 700-odd herd was retained by a younger family member for a new enterprise at Swannanoa.)

The top animal, Annalea Authority Haidee, sold for \$14,000 to the Tahora stud of the noted Geddes family of Greenpark. Her daughter sold for \$9000.

Wielding the hammer was the noted and mercurial Brian Leslie of Dairy Livestock Services in Australia: "That guy was on fire – he just knows how to sell cattle," marvelled Richard Crowe after the sale.

The sale was organised by an HRL team led by Ben Lill*. Richard called the job they did, and the way they worked in with the auctioneer, "... a real credit to them".

"Ben and Jim (Hazlett) and the boys were amazing. Those guys need a huge pat on the back. I can't recommend Ben highly enough. He was amazing. And it was really cool how they worked in so well with Brian. People could see how well it was run. There's just no other stock

companies offering that quality of service at the moment, to be honest, and they smoked it."

On offer was a herd of entirely pedigree cows.

"The whole herd was fully registered. Our plan was always to breed a whole herd of registered cows, not just a part herd or elite cows; our genetic programme always covered the whole herd. That's why they sold like rockets – because we had so many good cows."

The history of this herd goes back to 1960 when Alan and Marion Crowe started a humble 22-cow operation at Ohoka. Three years later they moved to Coldstream near Rangiora, running 170 cows on 52ha, and there formed Karalea stud. From very early on Alan saw the future of his herd lying in Canadian and then US genetics.

Richard joined his Dad in the 1980s for about nine years before heading off for outside work and, a bit later, sharemilking. Alan and Marion sold the Rangiora place and converted a property at Bankside to take 500 cows.

Richard and Sharon meanwhile built a stud around their sharemilking activity in Marlborough and in 2003 they also moved to Bankside and they combined the family's two herds to create Annalea stud.

In the years since, Annalea has built an international reputation. It is currently the second-to-highest ranked herd globally on the number of excellent cows in a herd. The stud has stayed exclusively with US genetics, which Richard says suit the New Zealand grass system well.

"The cows are larger, higher producing, they produce more protein – they're higher in everything – and the New Zealand grassland system suits them so well because they've got the capacity."

The cows have consistently produced more kilos of milk solids than their average liveweight of 580kg; they currently average 630kg at 9000 litres.

"They have the ability to keep producing milk regardless. Our highest producer gave 15,000 litres – just short of a thousand kilos of milk solids – and last year we took the New Zealand record for the highest-producing three, four, five, six and seven-an-over year-olds on total production – five out the six classes judged."

Richard and Sharon are returning to Marlborough, this time to develop a vineyard enterprise.

* The team thanks Riverdown Steel for the yarding and Frizzells for the electronics.

A NOTE FROM DH

As you can see we've expanded our complement. I'm stoked that these quality blokes are prepared to wear our shirt and really proud to have them aboard.

Meanwhile farming people continue facing challenges from all points of the compass and they keep taking it head-on. If it's not Myco bovis, it's storms; if it's not storms it's technology that says we're doing it wrong; and if it's not the technology it's someone else telling us we're killing the planet.

Rather than some grand conspiracy, farming is just an ongoing string of real-life experiences, with real-life people doing the best they can – and I congratulate them all.

I know we say this a lot, but it's important to remind ourselves that in these times it's more important than ever that we surround ourselves with quality people and services to assist us ride through the good times and the bad times. It's really a question of looking after each other. And we should not just talk about these things; we have to walk the talk.

David Hazlett Rural Bloke



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Our New People

We warmly welcome these new additions to the HRL Team...

FINANCE & PROCUREMENT

Glenn Porter 021 161 8557
(Farm manager, Palmerston Calf farm);
assisted by his partner **Jessica Roach**

RURAL SUPPLIES

Tom Hamilton (GM), Napier 027 462 0172
Sam Black Masterton 027 462 0176
Grant Macaulay Hawkes Bay 027 462 0173
Mike McLean Feilding 027 462 0175
Simon Shortland Gisborne 027 462 0174

INSURANCE

Nick Percy (GM) 027 462 0028

ADMIN

Yvonne Evans (Technology/Management Accountant)

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Directory

LIVESTOCK

| | | |
|------------------------|-----------------------|-----------------------------|
| Ed Marfell | 027 462 0120 | emarfell@hazlett.nz |
| Joe Adams | 027 462 0119 | jadams@hazlett.nz |
| Marty Amos | 027 462 0122 | mamos@hazlett.nz |
| Brian Brice | 027 462 0118 | bbrice@hazlett.nz |
| Travis Dalzell | 027 202 0196 | tdalzell@hazlett.nz |
| Jim Hazlett | 027 462 0128 | jhazlett@hazlett.nz |
| Ben Lill | 027 462 0130 | blill@hazlett.nz |
| Phil Manera | 027 462 0125 | pmanera@hazlett.nz |
| Sam Matson | 027 462 0017 | smatson@hazlett.nz |
| Paul Ross | 027 462 0134 | pross@hazlett.nz |
| Tim Rutherford | 027 462 0135 | trutherford@hazlett.nz |
| Andrew Sherratt | 027 462 0124 | asherratt@hazlett.nz |
| Pete Smith | 027 462 0129 | psmith@hazlett.nz |
| Jon Waghorn | 027 462 0121 | vwaghorn@hazlett.nz |
| Geoff Wright | 027 462 0131 | gwright@hazlett.nz |
| Admin: | Steve Ludemann | sludemann@hazlett.nz |

RURAL SUPPLIES

| | | |
|------------------------|--------------------|--------------------------|
| Scott Mclroy | 027 462 0160 | smcilroy@hazlett.nz |
| Luke Brice | 027 462 0169 | lbrice@hazlett.nz |
| Hamish Marshall | 027 462 0158 | hmarshall@hazlett.nz |
| Colin Scannell | 027 462 0170 | cscannell@hazlett.nz |
| Admin: | Leone Bryce | lbryce@hazlett.nz |

FINANCE & PROCUREMENT

| | | |
|------------------------|------------------|---------------------------|
| David Hazlett | 027 235 5300 | dhazlett@hazlett.nz |
| Peter Engel | 027 434 0555 | pengel@hazlett.nz |
| Ian Hercus | 021 979 922 | ihercus@hazlett.nz |
| Angus Hazlett | 027 462 0136 | ahazlett@hazlett.nz |
| Jamie Hunt | 027 462 0156 | jhunt@hazlett.nz |
| Garry Mainland | 027 462 0133 | gmainland@hazlett.nz |
| Rowan Sandford | 027 215 3215 | rsandford@hazlett.nz |
| Andrew Scarlett | 027 462 0126 | ascarlett@hazlett.nz |
| Admin: | Jo Manson | jmanson@hazlett.nz |

INSURANCE

| | | |
|----------------------|-------------------|--------------------------|
| Sean Lysaght | 027 462 0123 | slysaght@hazlett.nz |
| Stephen Blyth | 027 462 0157 | sblyth@hazlett.nz |
| Peter Buckley | 027 462 0159 | pbuckley@hazlett.nz |
| Daniel Loh | 03 358 7246 | dloh@hazlett.nz |
| Admin: | Ruth White | rwhite@hazlett.nz |

OFFICE

Peter Engel (CFO) 027 434 0555

Phone: (03) 358 7988

Fax: (03) 358 7989

Ground Floor, Unit 3, 585 Wairakei Road
Harewood, Christchurch

Postal: PO Box 39-162 Christchurch 8545

Admin: admin@hazlett.nz