

SPRING 2024

Hazlett News

A newsletter for clients and mates of Hazlett Limited



Farming initiative to help feed struggling families

L to R: **Zellara Holden**, General Manager - Meat the Need; **Ed Marfell**, General Manager Hazlett Livestock; and **Sandra Alfeld**, National Partnerships Manager - Meat the Need.

Hazlett has entered a partnership to enable clients to donate animals to the farmer-run organisation Meat the Need that distributes highly nutritious New Zealand products to struggling Kiwi families.

It delivers food in the form of premium mince and milk to over 110 food banks and community organisations each month, yet still has a waiting list of agencies that need its help. Its website (www.meattheneed.org) says that in Canterbury alone, the charity has supported 15 food banks and community organisations with around 100,000 meals.

“Our aim is for no one to go hungry in New Zealand. We also believe everyone should have access to the nutritious protein that is grown right here in New Zealand. Alongside farmers, we’re on a mission to achieve just that.”

Meat the Need originated in the Tasman region four years ago. One of its co-founders Wayne Langford, now Federated Farmers national president, spoke to the Hazlett AGM two years ago about the initiative.

Another connection is farming client Sandra Alfeld of Glenhope Station who is the charity’s National Partnerships Manager.

Mirroring a programme to help cancer sufferers some years ago, this new arrangement will enable Hazlett clients sending stock to the saleyards where the company operates to direct that one or more animals be donated to Meat the Need. It will simply be a matter of advising your Hazlett agent or entering your wishes in the Comments box of Animal Status Declaration forms.

It’s a great way for clients to support not just the families in need but also these worthy farming colleagues who are making a real difference for the communities that support them.

Sales Calendar

Weekly Sales

Blenheim	Every Second Monday
Coalgate	Each Thursday
Temuka Prime Cattle & 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.

FENZ Levies for Property Owners & Drivers to rise

Increases in property and vehicle insurance premiums from the beginning of July are partially due to Fire and Emergency New Zealand (FENZ) increasing its levies, which fund nearly all of its operations.

The Government recently announced a 12.8% rise in the levy meaning from 1st July 2024, annual levies on property, vehicle, home and contents insurance all increased accordingly.

As we navigate these changes, a question is whether insurers and brokers should continue to collect these levies. The increase not only impacts policyholders but also adds administrative burdens on insurers and brokers. Should this responsibility remain with them, or is it time to explore alternative collection methods? Some other countries rely on motor vehicle registrations and property rates as an avenue to collect the funds.

Another consideration: those who choose not to insure avoid paying FENZ levies all together, pushing up the cost for those who buy insurance. It seems there could be a better, more fair, avenue to collect FENZ levies.

Of course, the work of Fire and Emergency New Zealand is significant and highly valued, but looking at a new way of doing this is worth a second thought.



James Smith

GM, Hazlett Insurance

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Hazlett proudly sponsored the Foxdown Farm Break 2024 on September 6th in North Canterbury.

We recognise that farming is tough at the moment and this event was staged in the knowledge that of course it's going to bounce back, however in the meantime we need to get around each other and share a laugh or an issue. It was a great opportunity for us to come together for a terrific night out and we were rapt to see so many of you there.

Early season opportunities

The last few months have been a critical period for our agronomy business and clients as we met with seed and chemical suppliers to negotiate terms for the new season.

Across the seed industry there are high stocks of quality proprietary seeds and as a result there are some excellent early season promotions providing opportunities to buy well.

Chemical suppliers not unexpectedly have experienced a challenging year and this, combined with new generic chemical companies coming into the market, has resulted in price reductions over a good number of products.

We have been actively doing pre-season planning and budgeting with our Agronomy clients, looking to take advantage of market opportunities to get costs down. If a pre-season plan and budget would assist, we are more than happy to provide these on a no-obligation basis.



Peter Engel

Hazlett Agronomy

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On-farm sales gaining traction in the North Island

Warm winter rains eventually arrived across the North Island which finally kicked the store sheep and in-lamb ewe job into life.

During quieter times of the year the Hazlett team has been busy securing additional on-farm sheep and cattle sales for the spring and autumn (watch this space). Whilst on-farm sales are not completely new to the North Island they certainly are not the norm.

We have been able to demonstrate the financial and animal welfare benefits to our farmer clients and buyers of this option, and it is now a real alternative to the traditional sale yards selling system and is gaining significant traction.

Our thoughts recently have been with our Chathams and Pitt Island clients who have been doing it tough for the past five months with no shipping service in operation; hopefully now everything is back on track and the stock are flowing.



Tom Mowat

GM, Hazlett Livestock - North Island

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The Bell is Ringing

The bell never rings when the commodity cycle is at the top or the bottom - normally we are through it before we know it.

I am going to ring the bell for you though because I think we are through the bottom of this current cycle, which should give everyone a lift in optimism.

While it has been tough for our sheep farmers, lamb and sheep more generally will improve this year because numbers are well down, the kill profile is significantly ahead of last year and this means a shortage of winter lamb to process in the spring. Prices will lift as a result.

Beef is continuing its steady run. I am told the cow herd in the US is the lowest in 70 years - which provides a great opportunity for New Zealand farmers.

Overlaid across the top of this is that we are finally out of recession (just), inflation is coming down and that means interest rates will start to ease.

Rain has come to the driest areas.

The next six months will need to be navigated carefully. Look after your cash, spend what you need to grow grass. If you need cash, give us a yell. We have lots of ways to unlock cashflow from your stock.

Get ready to ... Go!



Richard Hegan

GM, Hazlett Funding

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More than a walk in the park

The following is an account by Hazlett livestock agent Hamish Zuppichich of a trek he took to Nepal in May with a group of friends and clients from the Mackenzie district. It was arranged by Joe Rush, a Fairlie local who is part of Koru Mountains, a business that organises such trips.

A year ago, Joe talked about creating a trek through Nepal that would involve some high passes, Renjo La (5350m), Cho La (5420m) and the option of a climb to Lobuche East (6090m). On May 1st, Joe, Nooki Anderson, Colin Jordan, Justin Geary, Hamish Orbell, Joe Harrison, Ross Ivey, Grant Munro, John Hannam from Christchurch and I headed for Nepal.

On arrival we had a day getting our final gear sorted and meeting our guides. Day 2 was a 12-hour, 285-kilometre drive from Kathmandu into the hills in old Toyotas. We had more close shaves than a Gillette shaving ad that day. The road rules were bizarre: indicating was optional, using the horn was compulsory and there is no road rage.

From there we were on our feet, on our march higher into the mountains; distances covered each day were from seven to 20 kilometres, daily elevation gain was 500-1000m. We stopped in tea houses and lodges for smokos, lunches and accommodation. The food was rice and pasta-based with lots of veges: with no refrigeration in the mountains we ate vegetarian. Walking was a great way to see the country and the Nepalese way of life. Most people fly in and miss the first five days of our trek which is a shame.

We had four guides and the six porters carried 24 to 30 kg each plus their own gear. We carried some water and spare warm clothes in our packs. Every day we thought the views were amazing but every day they got better. We were aware of the altitude and lack of oxygen, so the trekking pace wasn't fast, designed to help with the altitude adjustment. Their process obviously works as no one in our group got crook while two other New Zealand groups that were there at the same time had some members of their groups evacuated out by chopper.

I've been asked what the best thing about the trip was, which is too difficult to answer. First there is the Nepalese people, who were genuinely happy and friendly. We saw how unbelievably hard they work with everything done manually from sowing, weeding and harvesting crops, levelling ground for living and farming, breaking rock with sledgehammers for tracks and house building. We witnessed loads of up to 90 kg getting carted on a strap around their forehead and carried for days, and what looked like heavier loads than the animals were carrying.

We saw horses being used to cart people down who'd been affected by altitude and donkey trains and yak trains in mobs of 6-30, all loaded up and moving freight up and down the line. The animals did the same route every time: no one led them, they weren't tied together, but they knew where they were going and when to turn off. We saw donkey



LEFT: Hamish at the top of Renjo La (5360m) with Mount Everest behind his right shoulder.

ABOVE: With their guides under the prayer flags at the Sir Ed Hillary Families Memorial in Samshing: (rear l-r) Mingma Sherpa (head guide), Ramesh Sherpa, Justin Geary, Colin Jordan, Hamish Zuppichich, Nooki Anderson, Grant Munro, John Hannam, Joe Harrison and Karma Sherpa. (front l-r): Joe Rush, Hamish Orbell and Ross Ivey.



trains pass each other on the trail with none getting mixed up; they just knew what group they were in and what way they were going, with one person following behind.

Their culture revolves around the many Buddhist temples we walked past and visited, and all houses and lodges had a shrine to the Dalai Llama and to Buddha. There were many prayer flags tied to bridges, houses and shrines all over the countryside. One of our last activities was visiting the Pashupatinath temple in Kathmandu (a world heritage site) where we witnessed funeral services and bodies being cremated on wood piles which was very confronting.

The environment - unbelievable. The pollution in Kathmandu was something I've never experienced before. The atmosphere was full of smoke and dust blowing in from India. The city rivers are full of raw sewerage and rubbish, the low-altitude riverbeds full of rubbish too, all waiting for the monsoons to give them a clean and wash into the Pacific. This all improved as we travelled further into the mountains.

Climbing Lobuche (6000m) was the hardest thing I've ever done, an experience I will never forget: rolling out of our sleeping bags at 12 am, walking at 1am. A mix of fixed ropes and free climbing to get up and down. We couldn't have done it without our climbing guides: their skill, experience and professionalism were the key to us making it.

The Everest region was a sensory overload, the Southern Alps on steroids. Houses and villages over 4000m, passes over 5000m and mountains over 8000m (Everest is a monster), yak farms with fences made of stone and forests of rhododendrons over 4m high covering hundreds of hectares. Heating was dried yak dung, lighting was solar, cooking was over naked flame or gas, water heating for the odd shower was solar or gas.

The trip certainly exceeded my expectations. We were part of a great group of blokes, looked after by some awesome people, run and organised by a great company.



STAFF PROFILE

Alex Jarman

Livestock Bloke

Alex grew up in Christchurch but his family, with its Rangiora roots, has many farming connections and he spent numerous periods holidaying and working on farms during his younger years. Upon leaving school, he worked as a general farm hand before going to Lincoln.

He joined Hazlett in 2019 as a trainee under Travis Dalzell in North Canterbury until last year when he moved over to Sheffield to take on the part of the Kirwee district that Les Clement had been looking after.

Alex is a keen rugby player, having played for Glenmark but a few seasons more recently for Kirwee so the move suited him. He's still also servicing the Rangiora area and finds Sheffield a very convenient place from which to access both areas.

It's a varied territory in terms of livestock "... mainly lamb fatteners, a lot of trading lambs but also some cattle over on the Rangiora side, a bit of dairy, a bit of everything really."

So far, his career is as rewarding as he had hoped: "Dealing with the different farmers and seeing different ways of doing it ... trying to add something to their business to benefit them. It's quite rewarding in that regard: you see opportunity and you have people that trust you to take that opportunity. Sometimes it doesn't work out but most of the time it does. Actually being able to help people's businesses, it's really good. Seeing them win is very satisfying."



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Look change straight in the eyes

I'm picking that many will look back on this year as a huge learning curve and maybe some things will get done differently in the future. Some might even be thinking of taking the razor to their operations. Any idea is a good one - to begin with anyhow.

These are great times for sharpening the pencil: harder times are a great incentive to look harder for areas where costs can be trimmed. This could even lead to learning other skills, and understanding how to adapt, to set us up well for the future.

Another adage I saw recently was: if we can't change the people, change the people. We all need teams around us that are on the same page as us.

Scott Robertson said: "Be brave, and trust yourself and the process."

Change can be exciting, but rush slowly, make informed decisions, make your plan carefully and execute it patiently.

As always, honk if you're hurting.



David Hazlett

Rural Bloke

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Stock values OK but market quiet

We're in that winter mode now with everything selling well because of the shortage of stock after the drought months, and the consequent early kill, that typically leave us with reasonable prices but short supply.

Hopefully we're heading for a good spring but that will create another issue where there's a further shortage due to more feed becoming available for utilisation.

Scanning has been soft in some areas this year because of the drought and that could present a numbers issue next year as well, but it's the here and now that will be occupying everybody's minds presently.

Recovery from the drought has been a bit patchy; the rains, while fairly regular, have not delivered a lot of water. If someone out there knows how to organise an inch of rain a week and temperatures around 18-22 degrees with no wind, we'd like to hear from you.



Ed Marfell

GM, Hazlett Livestock

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HAT PIC

Canterbury Tactix player Kate Lloyd is the partner of Luke Knowles who joined us in January; that tie-up facilitated this great pic.

Hazlett people in Canterbury are keen Tactix fans and share the players' disappointment at their falling short right on the end of the season.

We're very grateful however for their support of the New Zealand Cancer Society in nominating it to receive this quarter's \$250 donation.

INSURANCE

LIVESTOCK

AGRONOMY

FUNDING

PROCUREMENT