

JUNE / JULY 2014

Real Farmer

FOR EVERYTHING FARMING AND FAMILY

FarmIQ to unlock
pastoral potential

Healthy employees
are productive
employees

Rugby in the
heartland

Providing
a path
forward

From the CEO

This edition of Real Farmer has a particularly diverse range of reading, covering all manner of topics from rugby through to a farmers cooking programme.



Combine these with the usual array of informative articles and there's sure to be something of interest for everyone in your household.

One of our feature stories takes a look at a new dairying venture, with Pannetts Dairies Ltd opening the doors on its two giant free range barns which can house up to 1,000 cows. After a year

in operation, director and part owner Willy Leferink talks about where the idea came from and how it fits with the industry issues surrounding nitrogen loss and effluent management.

Another feature article focuses on West Otago Farmers, Brian and Nola Howden who along with their son Nathan and his wife Charlotte have bred Texel and other composite rams since 2005, but the family's farming history stretches further back and has seen many high points along the way.

We also talk to Mid Canterbury woman, Jen Sheppard who is working with Federated Farmers to provide young and migrant farmers with cooking classes, recipes and supermarket tours in an effort to improve food and nutrition knowledge, and in turn, employee productivity. Jen is passionate about food and these classes are set to benefit employees and employers alike.

There's also a profile on the Heartland Rugby competition; its history since it was borne out of the old NPC in 2006 and its importance in our regions today.

Economic commentator, Tony Alexander shares his views on where the NZ dollar is heading as the world economy moves on from the turbulent times of 2008 and 2009; there's also a look at the Farm IQ system of technologies created to provide a consumer driven, integrated value chain for red meat; and Ramsay Margolis discusses the importance of strong connections between co-operatives and its members.

Winter is here and as we fast approach the shortest day, I hope you'll take some time to settle down by the fire and read through this edition of Real Farmer.

Neal Shaw, Group Chief Executive

Upcoming Events

11–14 June
Mystery Creek Fielddays

Farm Safety Training
17 June—Ashburton
22 July—Ashburton

For more information or to RSVP, please contact Unique Solutions on 03 423 2273 or email cindy@uniquesolutions.co.nz.

Primary ITO Train the Trainer Workshops

11 June—Timaru
17 June—Glenavy

For more information on this free workshop, please contact your local Primary ITO adviser on 0800 20 20 20 or email info@agservices.co.nz.

4–5 July
West Coast AgFest

Ruralco will be attending AgFest, we're looking forward to seeing you there.

10 July
Lincoln University Dairy Farm Focus Day

For more information phone 03 423 0022 or email office@siddc.org.nz.



24



Contents

RURALCO NZ LIMITED

PO Box 433
Ashburton 7740

0800 RURALNZ (787 256)
ruralco.co.nz

EDITORIAL ENQUIRIES:

Our team welcome your contributions, enquiries and letters.

Please post or email to:
marketing@ruralco.co.nz

ADVERTISING ENQUIRIES:

Please contact the Marketing Department on:

Tel: 03 307 5100
marketing@ruralco.co.nz
www.ruralco.co.nz

CONTRIBUTORS:

Tim Brewster, Anita Body, Bernard Carpinter, Linda Clarke, Don Joseph, Ele Ludemann, Ramsey Margolis, Richard Rennie, Kate Taylor

PHOTOGRAPHY:

Rowan Craw, Megan Graham, Stu Jackson, Marloes Leferink, Charlotte Mackenzie, Diana Rowe, Melody Shaw

Trusted co-ops working for farmers



DISCLAIMER:

All information contained within Real Farmer is to the best of the author's knowledge true and accurate. Opinions expressed are those of the author and not of Ruralco NZ Ltd. Items herein are general comments only and do not constitute or convey advice. This newsletter is issued as a helpful guide to members.

FRONT PAGE PHOTO:

Willy Leferink in the Pannetts Dairy Barn

www.ruralco.co.nz



Features

- 2** Providing a path forward
- 10** FarmIQ to unlock pastoral potential
- 15** Succession in farming and breeding
- 19** Where to from here?
- 24** Healthy employees are productive employees
- 34** Rugby in the heartland
- 43** New life injected into Coalgate sales
- 53** Co-operatives—an extension of your farm business, or your other business?

Regulars

- 7** Taking responsibility a fading strength
- 9** Cows should be seen but not herd
- 13** Thoughts from across the rivers
- 21** Getting the basics right
- 47** Appropriate storage of fuel
- 48** In your patch: Geraldine & Temuka

Profiles

- 23** Charging your batteries
Newlands Ashburton
- 27** New pastures for local dairy services company
Stocker Dairy North
- 31** \$10 million upgrade to deliver feed when needed
SealesWinslow
- 33** Twenty years old and still going strong
ATS Instore Days
- 39** Raise superior calves for less than \$5 per head*
Donaghys

- 51** ATS Methven: supporting the local farming community
ATS Methven
- 55** From shelter belts to ornamentals
Lakeway Nursery

More

- 56** Co-op News
- 59** Out and about
- 60** Classifieds

A middle-aged man with a mustache and short grey hair is smiling at the camera. He is wearing a grey polo shirt with a pocket on the left chest containing a pen and a pair of glasses hanging from the collar. He is standing in a stable aisle with metal railings and green plastic striping. The background shows the complex metal truss structure of a large indoor facility.

Providing a path forward

At a distance what appear to be giant aircraft hangers at Mitcham north of Ashburton are in fact on closer inspection, the graceful arches of Canterbury's newest concept in dairying.

BY RICHARD RENNIE

Pannetts Dairies Limited has completed its first year of operation, and the business offers an insight to what future conversions in the region may look like as the industry grapples with issues of nitrogen loss and effluent management through its huge growth phase.

The aeronautical theme of the two giant free range sheds on the Pannetts project extends beyond simply their look.

The sheds, built by Rakaia Engineering, were in fact designed by engineers with a background in aeronautical design with a strong understanding on how to capitalise on natural airflow and movement to ensure the twin barns provide the 1,000 cows with a healthy, well ventilated environment.

That and the fact they were built by a local firm helped convince director and part owner Willy Leferink they were a good option to take centre stage in the project.

"We had done a lot of research, looking at numerous designs overseas and believe they are the best for the job, plus they also look good," says Willy.

Part of Willy's motivation to embark on the project came from his first glimpse of the Canterbury Land and Water plan. Provisions in the draft plan were tough, and while he knew they may change, the basis of it would remain and pressure would be on dairying to cut nutrient losses. He emphasises that while dairying comes under scrutiny for nitrogen (N) losses it is by no means the only land use that generates N leaching.

"However we knew that in the future it would be an issue. We wanted to see if such a project could enable conversions to occur into the



future, without adding significantly to the N levels and penalising those farms already established."

The Pannetts project is located in the Ashburton Zone of the Canterbury Land and Water plan. A glance across the district to the neighbouring Selwyn-Waihora zone and the recently released plan on the Hinds sub-zone gives some indication of what restraints may come on farming in the region.

"We are currently at 30kgN/ha but that is due to a large amount of tillage and ground work we did to level the farm at conversion."

In those zones the proposed rules have effectively capped red zone farms to nutrient losses based on a four year average from 2009–2013. From 2017 new limits will be set, and will be based on

ABOVE: From left, Seamus Howard and Joe Poletti
BELOW: Harvesting feed for the barn
OPPOSITE PAGE: Willy Leferink

good management practices. Overall the aims of proposals on nitrate leaching are to have the losses cut even further by 2037.

The converted property converted for the Pannetts project had been on the market for some time, with potential buyers concerned over the implications of nitrogen losses on the property's full productive capacity.

Under what Willy describes as elaborate water consent conditions, the project is required to have its nitrogen losses down to 8g per cubic metre of water, in Overseer terms this equates to leaching 25kgN/ha/year. This is significantly less than the typical 40-45kgN/ha/year experienced on most conventional dairy units in Canterbury.

"We are currently at 30kgN/hectare but that is due to a large amount of tillage and ground work we did to level the farm at conversion," says Willy.

He remains confident the 25kgN mark can be achieved, and the property is subject to regular Overseer Nutrient Management Programme audits to confirm it will meet its consent conditions. To also help meet consent conditions, application of urea is halted over winter.

Overall the planning process has proven arduous, with the district council requirements often cutting across the regional council's aim to try and get farmers working proactively to reduce their nutrient losses.

Willy admits he has been frustrated with some of the requirements that have been put into the latest district plan. This includes the cows only being allowed to be held indoors for no more than 14 consecutive days before going outside to pasture.





"It looks like the local District Council want to go farming. It's a requirement that really makes little sense, and goes against much overseas experience with housing cows indoors. If we want to remain competitive and sustainable in New Zealand we need to stay smart. It's good to have some base line rules, but the moment those rules impact on the business's management, they have gone too far."

He believes the whole resource management process is one that requires some serious reviews. "Particularly if farming operators are to be encouraged to try and manage their nutrient

losses with different systems, which is partly what this is about." He hopes issues in the future can be addressed by variations to the current plan.

A key part of the project is an effluent system that provides sufficient storage for three months, totalling 18,000 cubic metres. It is sufficient for the all year round milking operation to cease land application in May, and to commence come spring time when conditions are drier and warmer. The system includes a solids separator so dried solids can be applied to land to be cropped, and liquid through a sprinkler system. While nutrient loss management is part of the project's purpose, it also aims to deliver better production from the cows it houses. Simply put, happy cows are productive cows, and after the first year's production figures Willy is confident he has a happy herd.

"We are looking at a herd that once they are all settled will be doing 750–800kg milk solids a head. They were a relatively standard herd when we got them in, but they are proving what cows are capable of doing when they are fully fed, well housed and in a good environment."

He estimates the farm operating expenses will be similar to that on a conventional farm milking 1,000 cows, and estimates the farm will produce 700,000kgMS next year, compared to about 320,000kg from a similarly sized conventionally farmed herd.

ABOVE: The Pannetts Dairy barns in its picturesque landscape

BELOW: Richard the barn robot

OPPOSITE: Cows enjoying their meal

Rather than a typical seasonal production curve, Pannetts runs at almost a straight line level of output all year round with about 100–120 cows a month calving, and having their own "maternity ward". Willy admits to being pleasantly surprised at conception rates on the year round system.

He reports relatively few animal health problems, with a mastitis issue early on in the season soon sorted, and no real issues around lameness. Overall the cows have adapted well to the environment, with only 20 proving unsuited to indoor life.

From a management perspective the greatest challenge has been securing a full inventory of feed for delivery to the operation, with the year round production placing particular demands on supplement delivery.

An aspect he likes to highlight is the performance of staff and management on the farm.

"They have pulled off an amazing job without ever being exposed to such a system." He also thanks his fellow shareholders for sharing his belief in the vision.

Canterbury's Land and Water plan is rapidly starting to crystallise into hard and fast numbers through sub-regional plans laying



out allowable nutrient losses. It is likely dairy operators will have to alter their operations to comply in the future as a result.

However Willy says he is not advocating all farms need to embark on a retro fitted Pannetts type system.

“We are not proposing this is the silver bullet to dealing with future dairy issues.”

“I think it would actually be very hard to try and adapt an existing operation to this set up. I think there will be other options for farmers in the future to invest in. I think we will however probably have to do something about the wintering of cows, when those nitrogen losses can be high.”

He can foresee options that may include wintering pads on wintering blocks, with more supplement harvested and taken to cows.

As the Canterbury dairy sector eyes impending controls around losses, Willy hopes the Pannetts project will gain the interest rather than the ire of conventional farmers in the region.

“We are not proposing this is the silver bullet to dealing with future dairy issues. However this does represent an option that would have to be considered by anyone who is converting a drystock farm to dairy, reducing the nutrient footprint and therefore the penalty being imposed on all farms that already exist in that catchment”

PANNETTS DAIRY DETAILS:

LOCATION: Mitcham, Canterbury

FARM SIZE: 215ha

BUILDING AREA: 4.4ha

HERD SIZE: 1,000 cows

CALVING PATTERN: all year round

ESTIMATED PRODUCTION FOR 2014-15:
700,000kgMS



Zone chair welcomes innovation to catchment

The chair of the Ashburton Zone committee Donna Field says the Pannetts Dairies project provides an example of how future farm systems may evolve to adapt to nutrient controls in the region. BY RICHARD RENNIE

“We are very lucky here in Mid Canterbury to have such innovative farmers. Willy and his partners at Pannetts Dairies have put themselves out there at the leading edge of new approaches. Not all farmers will want to go this way, but we can at least see what an option is, now it is up and running.”

As zone chair Donna advises farmers to get up to speed with their understanding of Overseer, and what expectations are for industry best practice around nutrient

management. While the catchment Ashburton Zone is not as far along the path as neighbouring Selwyn-Waihora zone, work is progressing to determine allowable nutrient losses, as in all of the region's catchments.

Her experience on the Ashburton zone has been highly positive, with a remarkable level of professional respect between the skilled individuals who are on it.

“People have been able to put their own sector's interests aside, and focus on making the plan work for Canterbury.”

She said the level of understanding on complex issues involving water systems and aquifers has grown significantly in recent months.

“If you had asked me a couple of years ago what Managed Aquifer Recharge (MAR) was about, I doubt I could have explained it, but today it's a word we regularly use, and understand.”



Seametrics
WMP101 series



How much are you using?

We have a range of meters to suit your requirements.

Dairy Sheds - Stock Water - Effluent


SMART FARM SYSTEMS



Do you have peace of mind?

SMART FARM SYSTEMS *is ideal for monitoring...* your effluent system.

CALL US TODAY TO DISCUSS YOUR NEEDS



WATERMETRICS™

0800 493 7626

www.watermetrics.co.nz



Taking responsibility a fading strength

Visitors to Canterbury who understand agriculture often enviously tell us about the “bubble” the region farms in, thanks in part to good soils, but largely due to the ability to irrigate efficiently and regularly. NEAL SHAW, GROUP CEO

That combination means we are reaping the full benefits of strong commodity prices without the debilitating effects of drought that have afflicted some of our northern counterparts for two consecutive years.

But despite the awesome opportunities the region offers anyone with an inclination to take some risk and work hard, it is dumbfounding at times to see and hear of the wasted potential that floats on the edges of such a promising period in the region's economic history.

I recently had the unpleasant experience of having to sit through a court case for a teenager charged with burgling local homes. Little can be written about the case that was heard in the Ashburton District Court, with strict suppression around the individual's identity, and the exact nature of the burglaries.

The story that was able to be recounted in the local paper described the teen's lawyer's defence for the individual's actions.

The defence argued the individual had been pushed to the “point of emotional collapse” by bullying, and was in fact the victim in the whole saga.

Predictably the defence seemed to dodge the question about just how someone who was teetering on collapse still managed to find the wherewithal to commit six burglaries in houses.

The headline for the article on the charged teenager neatly rounded up the view increasingly taken by assorted social departments, courts, lawyers and often family members, describing the teen as the “victim”.

Little note was made of the undoubtedly stressful, fearful time the teen's victims had spent wondering if or when their home may be broken into again, and their private space uncaringly violated.

This opportunity to observe the time, effort and cost involved in processing individuals like this was sobering and saddening. On reflection it suggested there has been a major failure in this individual's life, that the excuse of being a bullying victim as explanation for their behaviour does nothing to help them acknowledge their crime, and less to get them to turn their life around.

The court experience was arguably the extreme example of complete absolution from personal responsibility. However it did highlight to me a general inability to accept responsibility for wrong doing, and do something about it, a view that permeates many of that individual's generation.

It is an inability that colours discussion with farm operators in the region as they struggle to secure

loyal, competent staff, and an inability that will threaten the region's ability to continue riding the wave of economic success enjoyed to date.

Many farm operators have shrugged their shoulders at locals' indifference to work and opportunities, and simply short circuited the recruitment process by employing overseas workers.

These are generally people who know what true hardship is, have strong family values and are prepared to lean into hard work with spirit, good humour and loyalty.

They are duly rewarded by grateful employers, and it is from their ranks the farming leaders of the future may well rise.

There is an interesting irony at play in the region right now.

As the purchase of farm land by overseas interests is questioned and sometimes lamented, we are seeing the rise of more overseas workers populate important, productive positions on the region's farms.

Perhaps more effort by local families to adopt the values these overseas workers carry naturally will deliver the generation we need, one capable of taking responsibility, working hard and reaping the rewards that will inevitably follow and are there to be had.

BELOW: Neal Shaw, Group CEO



We've got it all covered . . .



Underpasses • Box Culverts • Dairy Lanes



Earthworks



Effluent Ponds



Irrigation Watermeter Installation



Pipe & Drain Repairs & Unblocking



Full Workshop



Ready mix Concrete



Driveways and Tennis Courts

Community Support



Landscape Supplies

acl
Ashburton Contracting Limited

P 03 308 4039 A South Street, Ashburton W www.ashcon.co.nz



Cows should be seen but not herd

Cows are often viewed as a mob, yet there are many benefits in focussing on the individuals within the mob. As part of the Routes to Profit workshops run by Winslow, the question is asked about how each cow justifies its place in the herd.

ARTICLE SUPPLIED BY SEALES WINSLOW.

The chart shows an analysis of a herd of cows based on their expected 305 day yield. It shows that the bottom cows are only producing 200KgMS.

At a \$7.00 payout these animals would only be earning \$1,400 each.

Is this enough?

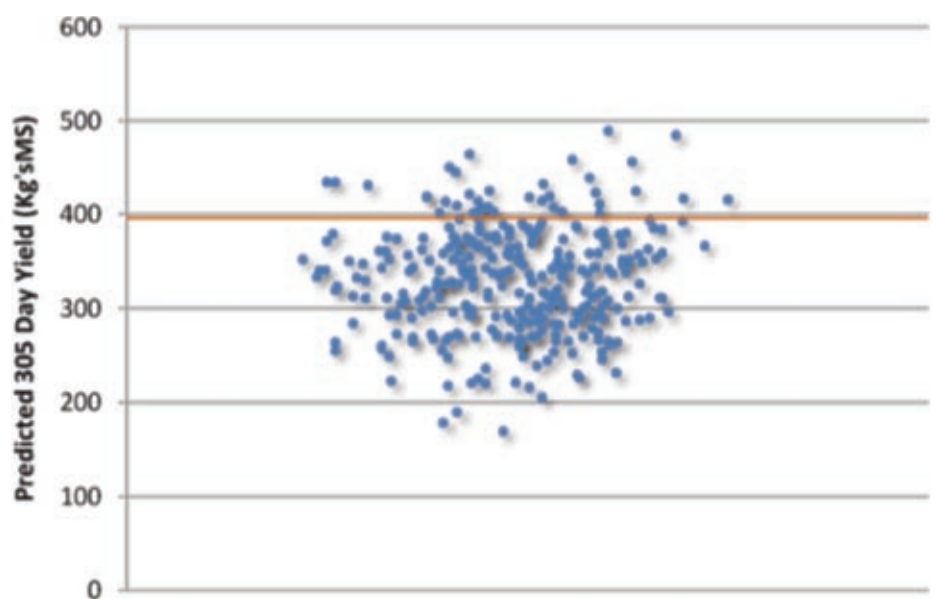
Analysis of the economic survey data indicates that by next season the average NZ dairy farm will have fixed costs (base farm costs) of around \$1,600 per head, so these animals would not even pay for the fixed costs of the business. Even worse, they will typically have variable costs of around \$800 spent on them as fertiliser, seed, sprays, shed costs, purchased feed, veterinarian and medicinal, etc, so will lose around \$1,000.

“Turning \$18,000 into feed at \$600/t would give us 30t of extra feed to put into the herd.”

If we were to cull the bottom 10 cows of this herd of 477 cows, the milk that they produced, if spread across the other cows, would only require a lift of 4.3MS per head. This equates to 0.014MS per day over the lactation length of 305 days.

The saving would be that we now have 10 less cows to feed, milk, treat, etc. If we assume that the maintenance cost of a cow including walking is 65MJ of energy, we would save 65MJ x 10 cows x 365 days = 237,250MJ of energy. In dry matter terms (assuming feed at 11.5MJ/KgDM) this is 20,630KgDM. If we then assume a cost of dry matter at 25c/KgDM the saving would be \$5,157.

There would also be the cash from the sale of these 10 animals. If they sell for \$1,800 each we now have \$18,000 of working capital. Turning \$18,000 into feed at \$600/t would give us 30t of extra feed to put into the herd. If we choose the right feed, we will drive dry matter intake and get very little, if any, substitution. Even assuming a 20% loss/substitution, the feed should produce an



extra 4,615MS which, at a \$7.00 payout, is worth \$32,307. This is pretty much a 2:1 return on the investment!

So challenge your herd and see the individuals and the contribution that they make.

SealesWinslow can assist with this process. Contact us on 0800 007 766 for an on-farm visit.

 **SealesWinslow**

The range of SealesWinslow nutritional products are available through ATS and Ruralco.

FarmIQ to unlock pastoral potential

Somewhere deep in southern hill country a farmer curses under his breath as he examines the in-calf rates for a mob of breeding cows. **BY RICHARD RENNIE**

Poor results for one particular mob leave him concerned and frustrated – he can see no apparent reason for the poor outcome compared to the rest of the herd, but has little reference to how each animal within that mob has done in the past to know who the main offenders are in that particular mob. Later that same evening at a restaurant in a provincial town a diner is also experiencing a sense of frustration.

The steak she ordered has failed to deliver as an eating experience, and she is wishing she had chosen the chicken. Despite its delectable appearance, she has had to fight through a tough cut with little flavour that the waiter's best efforts could never redress.

Her sense of dissatisfaction will be recounted several times to friends, posted on her Facebook site and referred to in a bitter Twitter tweet the next day, with both beef and the restaurant slated for the experience.

They are two very different people, at opposite ends to the red meat process, but sharing very real frustrations.

However thanks to the efforts of industry, farmers and government, both may find that frustration a thing of the past as the FarmIQ project pushes on with the goal of integrating and improving the red meat experience from farmer to consumer.

The programme is one of the longest standing Primary Growth Partnerships (PGPs), established four years ago.

The PGPs aim to increase the level of private sector investment in innovative research; given NZ has one of the lowest levels

of sector Research and Development of any OECD country. They rely upon private and public sector financing with strict accountability and performance targets set and reviewed regularly by an overseeing board.

The FarmIQ programme was born in 2010 as a seven year partnership between Silver Fern Farms, Tru Test, Landcorp and the Ministry for Primary Industries (MPI).

The government and commercial interests placed total funding of \$150 million into five key projects that truly represent a "paddock to plate" approach to lifting the red meat sector's productivity, and profitability.

Those key projects encompass market research and product development, processing feedback, farm performance, genetics, IT and Farm Management Systems.

Four years into the project and results are already starting to roll into both the farmer producer "back end" of the sector, and into the aisles of supermarkets around the country and the world.

Over 100 farmers are involved in helping develop the Farm Management System due for commercial release later this year. With it comes the ability for farmers to unlock the wealth of information previously held within separate sources of the farm business.

The Farm Management System offers a cloud accessed "information hub" for sheep, beef and deer farmers, with complete integration of genetics, yields, fertiliser history, and farm mapping to enable them to make more informed decisions on farm.

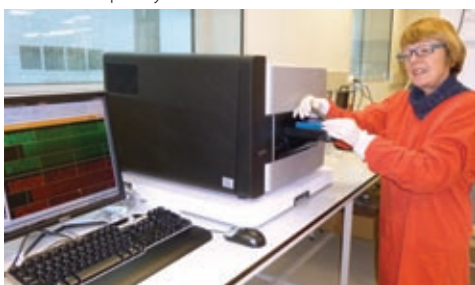




At the consumer end of the red meat chain, the results of the most intensive level of research ever undertaken on consumers' red meat eating experiences has delivered a new beef grading system.

Launched in March by Silver Fern Farms the Eating Quality Master Grading System was based on consumers in the United States and New Zealand sampling 96,000 portions of beef then a team of experts developing a system that defined the "ideal" beef cut, based on tenderness, juiciness and flavour.

Meantime, in between the chiller aisle in the supermarket and core information sources on farm, the FarmIQ programme has also been working on developing cutting edge genetics technology in the form of a high density SNP chip. This is capable of detecting genetic markers that can be used as predictors by ram breeders for heritable traits directly related to carcass yield and meat quality.



FarmIQ CEO Collier Isaacs points to the programme bringing these disparate parts of the chain closer together, with information from each fed back to farmers.

"Farmers are starting to receive the information they require to produce animals that meet consumer preferences, and for this they will receive payments based on meat quality. They are also getting a tool that helps them drive farm productivity.

"Consumers will be offered premium-branded red meat that consistently meets their eating quality preferences. And the processing industry will begin to build approaches and relationships based on delivering value."

FarmIQ brings that frustrated beef farmer with poor calving performance some answers by being able to link in different information sources of his business, while the unhappy diner may ultimately only have the chef to blame, rather than the steak.

FarmIQ shines light on farm performance

When Ruralco Cardholders Duncan and Tina Mackintosh of Whiterock Mains at Rangiora started on the FarmIQ programme four-years ago their first step was to "measure, measure, measure".

The couple knew that to improve their business they needed to have some benchmarks for comparison, and needed to measure key areas to understand what improvements were needed.

The "base farm" data they gathered on key performance areas of fertility, growth rates and survival identified they were focussing more upon the weight gains in their sale lambs, while ewe replacement lambs were tending to miss out.

"We found we were doing well to weaning with all of them, but after that we were not getting ewe replacements up to weight. We were not getting the lambs into their bellies so scanning percentages were not what they could be," Duncan says.

Now with the ewe flock electronically tagged, weight gain monitoring is possible and the couple can link weight levels back to targeted scanning percentages, a key benchmark they now review regularly.

Studying the three years data collected earlier they found a relationship between weight and scanning, and determined they needed a 46kg ewe hogget pre-mating to achieve their 120% scanning target they set. With regular weighing at key periods they also now have data on daily growth rates.

"So it becomes a case of working backwards to weaning now, and calculating how much feed we need to achieve that." This year they achieved 45.8kg against the 46kg target, against previous years' averages of 39-42kg.

Duncan says the FarmIQ programme has helped him and Tina focus far more closely in a controlled way on their farm's performance, and also made the business more interesting and challenging.

"There is nowhere to hide, you have the numbers and the data, and you are forced to review and really look hard at your performance."

Further south in eastern Otago near Waikouaiti Ruralco Cardholders Rob and Kirsty Lawson are using their involvement as a FarmIQ farm to pick some of what Rob calls the "low hanging fruit" of profitability opportunities on the 2300ha property.

"Initially for us FarmIQ has been to get a better process in place for doing the basics right, and moving to a more technical level from there."

A key performance indicator they have worked on with FarmIQ has been lamb growth rate performance from docking to finishing. Going a

step further in analysis, they found the terminal sired lambs they aim to quit early and feed on the better part of the farm were diverging significantly in weight from their lambs run on the rougher tussock country.

"We were seeing a 5-7kg weaning weight difference when adjusted to 90 days, and asked 'what can we do to get that group on the tussock to catch up?'"



Regular FarmIQ dry matter monitoring indicated the quality flats on the farm were also generating considerable surpluses, just as the tussock fed lamb growth rates were flat lining.

"So we made the decision to wean twin lambing ewes earlier onto that better country to capture that surplus, and lift lamb weights quicker."

They have also moved to carry more two-year old cattle through to help maintain pasture quality and on-going growth on that part of the farm for longer.

Other monitoring work on growth rates in plantain-chicory swards is also providing valuable insights to future cropping options for summer.

Rob agrees the FarmIQ involvement is as much about a culture of improving and growing as it is about monitoring and measuring.

"It's about running the business better. The beauty is farmers can choose to take out of it what they need. We aren't looking for the most technical system, but getting those basics right and moving up from there."

ABOVE LEFT: Duncan and Tina Mackintosh, with FarmIQ Business Manager Jansen Travis

LEFT: Researcher Di Hyndman of AgResearch Invermay holds a new high-density SNPchip, in front of a monitor showing a read-out

ABOVE: Monthly cutting from this cage in a crop of plantain, clover and chicory will help calibrate a computer-based growth forecasting tool

BELOW: IQ farmers Shelley Dew-Hopkins (left) and Ian Hopkins (right) of Rangiwahia, get a demonstration from Silver Fern Farms graders Nina and Anne



Got mechanical, auto electrical or hydraulic problems?

- Vehicle Servicing & Repairs
- Auto Electrical Repairs
- Air Conditioning
- Topcon Suppliers
- Warrant of Fitness
- Agricultural Machinery Repairs
- Hydraulic Installations & Repairs
- Battery Town
- Courtesy Vehicles Available

Call the experts to get your vehicle back on the road!

From auto electrical servicing and mechanical repairs to air conditioning and GPS installations. We offer a nationwide mobile auto electrical service - or just drop your vehicle into our workshop: **187 Alford Forest Road.**



Meet Kevin... Our new Manager

Kevin brings over 30 years workshop experience to the Autosparks team.

Call us on 307 2696

PROUDLY ASSOCIATED WITH:



187 Alford Forest Road, Ashburton
P 307 2696 M 0274 55 22 72 E autosparks@xtra.co.nz



SUZUKI FIELDAYS 2014 SUPPORTING FARMERS BOOTS 'N ALL



KingQuad 500 4X4 AUTO LT-A500XL4

- Liquid cooled fuel injected 4-stroke
- CVT transmission with Hi/Lo Ratio and reverse
- Push button 2WD/4WD select with diff-lock option
- Independent front and rear suspension
- Fully sealed oil-bathed multi-plate disc rear brake
- 24 Month/15,000km warranty

\$11,299 excludes GST
SAVE \$1000



KingQuad 400 4X4 AUTO LT-A400FL4

- Electronic fuel-injection
- 4 stroke, 4 valve engine
- CVT transmission with Hi/Lo and reverse
- 2WD/4WD handlebar control
- Sealed rear brakes
- Torque-sensing limited slip front diff
- Twin shock rigid rear axle
- Comfortable T-shaped seat
- 24 Month/15,000km warranty

\$9,999 excludes GST
SAVE \$1195



TROJAN FARMBIKE DR200SEL3

- Quality made in Japan
- Dual side-stands
- 200cc electric start 4-stroke
- 5-speed
- Comfortable seat
- Handlebar-mounted carrier
- Large mudflaps

\$4,899 excludes GST
SAVE \$360



MUDBUG FARMBIKE TF125

- Quality made in Japan
- Dual side-stands
- Comfortable seat
- Handlebar-mounted carrier
- 125cc 2-stroke
- 6-speed

\$3,299 excludes GST
SAVE \$200

Offers available until 30 June 2014 or while stocks last. Only available at Fieldays or participating Suzuki dealers. Prices are recommended retail excluding GST, savings shown include GST. Offer not available in conjunction with any other promotions.

Jeff Marshall Motorcycles | PHONE 03 308 2055 | 187 West Street, Ashburton





Thoughts from across the rivers

When I got into my car at the airport I noticed a card on the seat from the parking people. It included the remark v. dirty.

BY ELE LUDEMANN

I couldn't deny that the car was carrying the layers of dust which gather when you regularly drive on unsealed roads, but "v.dirty" seemed to be an unnecessary and urban response to rural reality.

It wasn't the first time I'd come across this rural-urban divide over the state of my car.

Some years ago when I stopped for fuel the petrol station attendant said, "You from the country?"

I followed his eyes from the mud-encrusted tyres, up the dusty sides to the number eight wire which did duty as a radio aerial and grinned weakly. I'd meant to wash the car before I left home just as I always meant to give it the regular valet service it undoubtedly deserved. But regular seldom translated into frequent and who would notice if it did when I lived on an unsealed road?

When it was dry the cleanest car was dusty again by the time it was driven the first 100 metres from our cattle stop, and if it was wet the sides would be splattered with mud before I've even made it to the gate.

I don't have that excuse now because the

road is sealed to our gate in the direction I drive most often and we bit the bullet and sealed our own drive.

However, there are still unsealed roads around us and almost every time I go out I have to use at least one of them.

"I followed his eyes from the mud-encrusted tyres, up the dusty sides to the number eight wire which did duty as a radio aerial and grinned weakly."

When we were first married, the car often doubled as a farm vehicle. Thankfully these days my car is my own and rarely, if ever, has to do duty on the farm.

The ute is another matter. Not only does it almost always carry the dust and dirt which goes with on-farm driving on the outside, a fair bit of muck makes it way inside on the clothes and boots of the driver and passengers.

None of this matters when the vehicle is used solely for farm work and the driver is dressed

appropriately. But it can leave those using it for other tasks decidedly the worse for the encounter. I gathered graphic evidence of that when I took the truck to town and arrived with a broad and dirty stripe where my once white blouse had met the seat belt.

The proliferation of four-wheel drive vehicles these days make it less easy to differentiate between town and country cars, although the best of the latter are usually still somewhat dirtier than the former.

In a discussion on this I discovered that people who park the cars at airports have to check for scratches before they drive. The "v. dirty" wasn't a criticism but an observation there was too much dust to see the paintwork.

Even so, next time I went I washed the car en route so I could be sure it was "v. clean".

Ele Ludemann
homepaddock.wordpress.com



Harness the power of **wireless broadband** technology

Connect your farm with our managed wireless broadband solutions. Enable staff houses to have high speed internet & connect the dairy shed, its all possible!

Contact us today to arrange an on farm assessment from our broadband network consultant.

0800 000 945

ultimatebroadband.co.nz



*Services not available in all areas, assessment not available in all areas, travel charges may apply.



Succession in farming and breeding

Are the next generation of the Howden clan going to produce better sheep in West Otago? If they keep up their formula combining genetics, land and stock management, the odds are they will. BY TIM BREWSTER

The Waikoikoi family is in their fourth generation of farming sheep on their Donald Road property and over the decades have consistently raised the standard of their breeding stock to ensure a successful, ongoing stud operation.

Brian and his wife Nola have been farming the property since 1981, after Brian's father left the property. A former truck-driver, an activity he still has a passion for, Brian was asked to come aboard the company that had been formed for the farm which has now been in the family for 80 years.

But it's not just the successful continuation of their stock they've been working on, family succession planning for the farm is key as well.

Brian and Nola's son Nathan and his wife Charlotte joined forces in 2008 and with the expansion of the farming operation; the combination of family co-operation and consistent stock improvement appears to be a winning formula.

"We need to be one step ahead with the fertility programme. Knowing what they (purchasers) want in the future and trying to have it available. You never know if you're

getting the same client back the year after, but we've been pretty lucky, most of them have," Brian said.

Since getting back on the land, he and Nola have experienced substantial success in their farming, winning Romney Farmer of the Year and being runners-up in the AC Cameron South Island Farmer of the Year in 1991 and Clutha Farmer of the Year in 1995. In 2005, they were runners up in the Lincoln University Lamb Producer/Finisher Awards and both have undertaken judging roles for hogget competitions at district and national levels.

Long time Romney farmers, the Howden's attention had been drawn to the Texel breed which had been introduced in the early 1990's. Early adopters of the breed in New Zealand praised their resilience and strong growth rates and Brian and Nola started breeding Texel's along with their other rams after buying the MEBA Texel Stud from Errol Holgate in 2005.

In 2008 they sold their first crop of two-tooth rams. Following Nathan's return the same year the decision was made to make a bigger commitment to the breed.

"Probably my pushing it when I came back. They run off the smell of an oily rag," Nathan said.

Other attributes were their ability to maintain condition during lean times, a high confirmation rate and their high quality meat, he said.

The Texels were bred with the existing Romneys with good results.

"They went that well, all our commercial stock is now half Texel and half Romney. We were doing very well out of them (Romneys). It's pretty hard to change sometimes but we gave it a go and it's working pretty well. I was a Romney man through and through, a former Romney Farmer of the Year. To keep it simple we had to do all or none," Brian said.

The return of Nathan also coincided with the opportunity to expand an already successful operation.

The Howden's bought the Blythburn Genetex stud from the Wishart family in 2009 and an additional 121 nearby hectares to bring the farm's total working size up to 387 hectares.

Last year the farm produced 142,755kgs of meat with an 18.5kg average lamb weight for a yield of 368kgs of meat /hectare along with 30,000kg of wool.

With an estimated 30% of their work allocated to the stud, the Howden's sell between 100 to 110 two-tooth rams a year and between 30 and 35 Genetex (Romney and Texel) ram lambs.

The stud stock units this year totalled 600 stud ewes, 180 stud hoggets and 160 stud ram hoggets.

"All stock are treated the same, when our studs leave our gate we want them to maintain their condition. It's a false economy fattening the studs for view on our premises, only for them to go backward once they have left," Nathan said.

Of the 3,720 commercial ewes this year, 24% were allocated to the 'B' mob and all their offspring are sent to the works.

"The B mob are still good sheep but we're not going to breed from them because they've got faults."

"They're pretty hard cullers," Nola says of her husband and son. Strong quality control for stock and their stud is a crucial aspect of their success, Brian said.

The reputation of the stud and the commercial stock has been a big factor in securing a valuable supply contract with the Waitrose supermarket

chain in the UK, a contract the Howden's have had for 15 years.

The security of the contract enables them to buy additional stock when numbers drop and helps with their reputation to potential purchasers.

"We just seem to have people coming to buy our rams. Word of mouth is the best advertising.

One of the problems in ram breeding is you struggle to find better rams than yours," Brian said.

Managing customer expectations with breeding stock can also be a bit tricky.

"Some people will change their ram breed and expect changes overnight but it takes five generations," Nola said.

Brian and Nola are equal shareholders with Nathan and Charlotte who now have two small children, which means a good working relationship is vital.

"We seem to work very well. We have a policy where we talk on Sunday nights. We see each other most days. We plan our week. We have goals and objectives that have to be met and we know what has to be done for the rest of the week. We don't get up in the morning and wonder what we are going to do," Brian said.

"Best bit probably was I didn't come home straight away and learnt from other people as well. I didn't get set in Dad's ways," Nathan said.

After completing a diploma in Farm Management at Lincoln University in 2002, Nathan worked on a sheep, beef and cropping farm in Mid Canterbury. That was followed by a stint playing rugby and working on a high country sheep farm in Wales.

Following his return, he notes the changes in the area due to dairy farming has brought financial benefits to the area, but the traditionally tight-knit social values of the area have suffered.

"I think the community's probably not as close as it used to be. There's a lot more turnover. I don't think it's their fault completely. It's just that they're only around two, three or four years."

Like most parts of rural New Zealand, farming families traditionally have always been strongly involved in their local community. Brian is a Life Member of the local cricket club, chairman of the Cemetery board, committee member on the local Hall Board and Domain Board and a member of the Glenkenich Area Waterboard. Nathan is now chair of the cricket club and also helps Brian with his numerous duties.

Both men take part in a local discussion groups and are committee members of the West Otago Beef and Lamb Monitor Farm Programme.

Nola is strongly involved in the Women's Lion's Club in Gore as well as cooking at a rest home there. Charlotte is kept busy juggling a seven-month old and a three year-old, while working as a Landscape Architect for her own private practise, and acts as both the treasurer and secretary for the Waikoikoi Playgroup.

"It's extremely important to be involved in the community, more so now, with the increased number of dairy farms being developed around us, and the transient nature of the industry. It means that our involvement, plus that of the other permanent locals ensures that the community still operates at its best," Nathan said.

As a former member of the school trustees when Nathan was growing up, Brian notices he is no longer so aware of what's going on in the area. "Once your children leave school you lose touch with the district."

Apart from the increase in the dairying industry, some of the biggest changes he has noticed during his tenure since the 1980's has been the amount of information for stock management.

"Genetics has changed and availability of information. So many things you can blood test for. Electric fencing and break feeding is unreal. Scanning is a terrific tool. You can feed your stock accordingly. Ram harnesses are very important for managing feed, you put them out for a certain period of time and draft that colour off."

Being able to measure pasture cover accurately for feed budgeting as a result has been a big improvement, especially at lambing time.

Costs for supplies and services have risen, but things are still better than the early days, Brian said.

"When I started farming interest rates were 21% and we paid back 2% of principle on top of it. People say it's hard today, the figures are bigger





OPPOSITE PAGE: Nola and Brian Howden
ABOVE: The three generations of Howdens from left Brian, Nola, their son Nathan, his wife Charlotte and their children

but I reckon things were harder then. What we were getting for our produce wasn't much. The future is looking strong for the operation with plans for increased stock numbers and some cattle. The farm is well set up for cattle with plans for some bulls, plus growing whole crop of barley for a nearby dairy farmer Nathan said. "The set up is pretty good. We're trying to have a bit more diversification rather than all our eggs in one basket"

An ongoing part of their improvement is to increase the survival rate between scanning and tailing. This year they had a scanning success of 190% with 153% survival rate and would like to reduce the 16–17% difference down to 12%. Weather events and illnesses such as Salmonella Brandenburg can also affect mortality rates.

One of their more recent ventures is dabbling with the new breed on the block, Charollais. Early results have shown superior growth rates up to 5kg better than the other lambs on the property so this year they will be offering half Texel and half Charollais two-tooth rams for sale.

Despite the big changes in the area, the Howdens are intent on staying with their sheep farming as the benefits outweigh the other options Nathan says, "being able to work with family, being able to breed new breeds (Texel and Charollais), trying

different things within breeds (such as) crossing different breeds and playing with the percentage composition in each breed, to see which works best. Watching the stock develop over the years such as hoggets progressing through to two-tooth and on into mixed aged ewes, meeting new farmers or ram buyers, seeing how they run their operation.

We are always looking for new ideas (and its good) seeing the same buyers coming back year after year."

He says a big attraction is the lifestyle. "It's not the same thing every day, you're always trying to improve from year to year such as scanning and lambing percentages, weaning drafts and lamb weights, and you really can't beat a beautiful day out on the lambing beat. Texel is still going to play an extremely important role in the sheep industry, due to its high meat yield, confirmation and fertility."

But the challenges are there as well, "trying to be one step ahead of the purchasers, and trying to source sires, better than what we have ourselves. Try to keep improving the breed while seeing the numbers of purchases decline as they head into other industries such as dairy, dairy support and cropping."

Information from the NZ and Australian Sheepbreeders associations

Texel sheep were reported to have been on the North Sea coast of Europe for many centuries. The breed takes its name from the Isle of Texel in the Province of North Holland.

They were selected from Denmark and Finland to suit New Zealand and Australian conditions. In addition to their natural attributes of heavy muscling and leanness, they had to be mobile sheep capable of travelling distances, free lambing and easy care. A select Australian flock began quarantine in New Zealand in 1988 and an objective genetic selection program was implemented.

The Texels imported into New Zealand were sourced from Denmark and Finland because of their scrapie-free status. They were released from quarantine in 1990.

Use your card and save on everything for your home



- FURNITURE & BEDS • MANCHESTER & CARPETS
- APPLIANCES & COMPUTERS • OUTDOOR FURNITURE • MOWERS
- SPORTS & CAMPING GOODS • HEATING & HEATPUMPS AND MUCH MORE

PLUS WE DELIVER & INSTALL!



130-134 Beach Road, KAIKOURA Ph: 319 6350
 Colombo St MegaStore Ph: 983 3000 | Bush Inn Megastore,
 Riccarton Ph: 343 1300 | Northwood Megastore Ph: 375 9999
 38 Kermode St, ASHBURTON Ph: 307 9110 | 5 Stafford St,
 TIMARU Ph: 687-9159 | 28 Eden St, OAMARU Ph: 433-1000
 27 Stores New Zealand Wide | www.smithscity.co.nz | 0800 SMITHS

Smiths City
Makes it easy

MAY 2014



WE TAKE THE HASSLE OUT OF MOVING

- 📍 Houselots - nationwide
- 📍 New furniture
- 📍 Office relocation
- 📍 Insurance available
- 📍 Fully lined and equipped trucks
- 📍 Full packing service available if required
- 📍 Housecleaners & rubbish removal available
- 📍 Secure and alarmed storage
- 📍 Locally owned and operated in Ashburton since 1994
- 📍 Range of truck sizes to suit load and location
- 📍 Free quotes in Mid Canterbury

THE ASHBURTON FURNITURE MOVERS DIFFERENCE

From packing, clean-up, storage and moving your whole household to delivering a recent large purchase, we do it all. Call today for a quote.



Reuben & Hayley Carr
 0800 relocate (0800 735 622)
 afmovers@xtra.co.nz





Where to from here?

The rural community was affected like everyone else when the world economy took a tumble over 2008–09 and commodity prices fell away. BY TONY ALEXANDER, BNZ CHIEF ECONOMIST

For a period of time there was strong insulation for farmers from those price declines delivered by the NZ dollar falling away. But in the second half of 2009 as global worries dissipated, our currency rose strongly and with fits and starts some of our commodity prices have also risen - or soared for a while in the case of dairy products.

Where to from here for the NZ dollar? One popular argument is that a lot of good news is already factored into the NZD so the risk from here is that we lose ground. In addition, conditions are looking better in the United Kingdom and United States and in the latter the Federal Reserve has started to withdraw its extraordinary monetary stimulus. That withdrawal has the effect of delivering some extra support to the USD.

However, farmers, other exporters and investors should be wary that they don't start anticipating a large currency decline too soon. First up it pays to note that as a rule, the NZD only falls sharply when our trading partner growth rates plummet and that is not on the cards. Having said that, were war to break out in Europe or between China and Japan the situation could change sharply for the worse.

Secondly, NZ monetary policy is being tightened as our central bank justifiably sees little need for depression-fighting levels of interest rates

when our GDP growth rate will soon exceed 4%. Again, as a rule of thumb, the NZD tends to rise when our monetary policy is being tightened. That tightening process may extend into 2017 though before then and maybe even next year, policies are likely to be tightened also in many other countries. NZ is simply first cab off the rank in this process.

Third, casual observers may not know it, but the carry trade involving borrowing in low interest rate countries like Japan and investing in NZ and Australia has been largely inactive these past few years. But now that NZ is offering steadily improving returns there is a risk this currency-driving behaviour resurfaces and the NZD and AUD receive fresh boosts.

None of these factors allow us to state with any firm degree of certainty where exactly the NZD is headed on average, let alone on a particular cross rate. But they do suggest that while one day the NZD will correct back downward, it may not happen until monetary policy in NZ starts easing.

When might borrowers face that situation? It is impossible to say at this stage. Most of us forecasters feel reasonably confident saying that interest rates will rise about another 2% from their current levels and perhaps peak in late-2016 or 2017. But we really don't know how people will behave in the post-GFC environment as

borrowing costs go up. The next few years of tightening monetary policies around the world will be hugely experimental and central bankers overseas will be watching developments in our economy with intense interest.

Given the huge uncertainty surrounding interest rate movements one has to admit to huge uncertainty also surrounding exchange rate moves. Acknowledging both of these, this then implies that borrowers should look to hedge the many risks with a good spread of floating, short-term and medium to long-term fixed interest rates. Exporters may want to take advantage of occasional bouts of currency weakness to boost their hedging. As for investors, the huge uncertainties mean a high probability of volatility in equity markets, but slowly improving returns for those of conservative nature who favour bank term deposits.

This editorial comment is written by Tony Alexander. The views expressed are my own and do not purport to represent the views of the BNZ.

This editorial has been provided for general information only. Although every effort has been made to ensure it is accurate the contents should not be relied upon or used as a basis for entering into any products described. To the extent that any information or recommendations constitute financial advice, they do not take into account any person's particular financial situation or goals. Bank of New Zealand strongly recommends readers seek independent legal/financial advice prior to acting in relation to any of the matters discussed herein. Neither Bank of New Zealand nor any person involved in this editorial comment accepts any liability for any loss or damage whatsoever which may directly or indirectly result from any advice, opinion, information, representation or omission, whether negligent or otherwise, contained herein.

Farming people working with farming people. Simple really.



Hazlett Rural services consist of:

Livestock • Finance • Insurance • Business Advisory • Seed • Rural Supplies

We'll build a tailored solution to meet your needs, and then we'll come and talk to you about it face to face.

Ed Marfell 0274 620 120

(03) 358 7988 hazlettrural.co.nz



HANHAM

CONCRETE PRODUCTS



Concrete Water/Feed Troughs • Precast Panels • Silage Pits • Water Tanks/Effluent Tanks
Concrete Bunkers • Weeping Walls • Killing Sheds

For any quotes or enquiries contact us on
03 308 4816

Or call into the yard at
205 Wilkins Rd, Tinwald Ashburton

info@hanhamconcrete.co.nz





Getting the basics right

As calving approaches, planning for a successful lactation becomes a high priority. We are now about to come to the end of the current breeding season and embark on the next big phase in the cow's life cycle.

IAN HODGE, VETENT RIVERSIDE AND PUREMILK MASTITIS CONSULTANCY

Many investments go in to establishing a pregnancy and leading it to a successful completion, so taking some time now to plan the upcoming season will be time well spent.

Let's take a look at some of the big areas where some planning will reap the greatest rewards.

Mastitis

Mastitis is a multifactorial disease which can be well controlled by addressing more than one issue. First calving heifers can be teat sealed to prevent calving mastitis. This is a well proven strategy which, if done at the appropriate time and in the correct way, can reduce new clinical cases of mastitis by as much as 50%. Heifers should be teat sealed at a point 4 weeks prior to their first calving event. The effect of reducing the mastitis challenge at calving will last for several weeks in to the heifer's lactation and the return on investment for doing this can be significant.

If possible, cows and heifers can be brought to the cow shed and teat sprayed several times per week in the three weeks prior to calving. This will also reduce the calving mastitis challenge and maintain good teat skin condition.

At calving the things to concentrate on are teat spray coverage, teat cleanliness prior to milking, and milk out. Your milking machine may have been tested during winter but may well require a PureMilk milking time mastitis risk assessment in order to prevent mastitis from becoming significant.

Cow body condition

It is critical that cows are not allowed to lose more than one body condition score between calving and mating. This is a very difficult challenge as cows do not eat to full capacity for up to 10 weeks after calving. You must know the actual energy value of the diet and be prepared to change quantities fed if your cows are losing body condition. Be ready to monitor cows' energy status and involve your vet to check for any evidence of either clinical or subclinical ketosis.

Cow health

Deal with individual cow health events as they occur. Cows with post calving diseases will eat less and lose more body condition than healthy herd mates. Uterine infections (metritis) are common and must be dealt with correctly. Again, involve your herd veterinarian for the best advice. As well as metritis, ketosis, rumen diseases, metabolic diseases and lameness can all lead to reduced production and eventually sub optimal reproductive performance.

Metabolic diseases

Prevention is much better than cure in this department. If you have proven preventative strategies, stick with them, but also be prepared to change if you have good reason to. Monitoring cows regularly for evidence of metabolic diseases is very important.

Reproductive success

Planning for a high six week in calf rate and low

empty rate starts now. By controlling mastitis, body condition, post calving diseases and delivering the correct nutrition to the herd you will optimize your chances of good reproductive performance. Remember that you will be tail painting the herd somewhere around the 15th of September to capture as many pre mating heats as possible. Accurate heat detection is critical to achieve high submission rates and conception rates. You may be planning to synchronize some or all of your cycling cows, and you may have decided to use teasers with the non cycling cows to promote the development of cycling activity in that group.

But right now spend some time assessing the winter body condition of the cows. Perhaps some of them need preferential feeding? Draft them accurately as they approach calving to help avoid metabolic issues in the springer herds. But most importantly go and have a consultation in the warm vet clinic with your vet. It will be time very well spent.

VET-ENT

VetEnt	Ferrymead	Mosgiel
Ashburton	03 384 3070	03 489 4770
(Tancred St)	Halswell	Rakaia
03 308 2321	03 322 8331	03 302 7931
Ashburton	Leeston	Timaru
(Riverside)	03 324 3575	03 687 4445
03 308 2327	Lincoln	Queenstown
Cromwell	03 325 2808	03 442 9977
03 445 1229	Mayfield	
Darfield	03 303 6042	
03 318 8611		

DO YOU NEED A NEW BATTERY?

STOCKISTS OF
OVER 150
TYPES OF BATTERIES

Come and see the team at
Newlands Battery Shop, your
local **battery specialists**

- AUTO ELECTRICAL
- AIR CONDITIONING
- DIAGNOSTIC REPAIRS
- POWERTOOLS
- BATTERIES
- LED LIGHTING

For top service, expert
knowledge and Mid/South
Canterbury's biggest range
of batteries, *we'll keep you
running over winter!*

**TIMARU
BATTERY
SERVICE**



Newlands
auto electrical

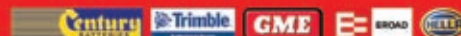


Ashburton Branch
80 Kermode St
Ph 03 308 7234

Rolleston Branch
825 Jones Rd
Ph 03 347 3476

Timaru Battery Service
45 North St
Ph 03 688 6800

www.newlands.net.nz



New from Plucks Engineering

One of our latest model Pond Stirrers

- ▶ Now with a two year warranty on the new type of motor and planetary gear box
- ▶ No greasing required at all
- ▶ New to the world of agriculture—the latest in five lip sealed bearings
- ▶ As usual, all bearings above the water line



Best of all the price is still the same!

PLUCK'S

DAIRY EFFLUENT SYSTEMS

Phone now to find a stockist and installer in your area.

0800 PLUCKS

0 8 0 0 7 5 8 2 5 7

PLUCK'S
ENGINEERING LTD

www.plucks.co.nz • enquiries@plucks.co.nz
Main South Road, Rakaia 7710, Mid Canterbury



Charging your batteries

Petrol stations of today will become charging stations of tomorrow when batteries help power cars and vehicles of the future, says third-generation Ashburton battery shop owner Robert Newlands. BY LINDA CLARKE

Robert's grandfather Bill Newlands established the battery and auto-electrical store Newlands in Ashburton in 1934 and the 80 years since have seen some big technological advances.

Robert says the future is exciting, with the development of hybrid cars which run on power supplied by a battery and petrol. Vehicle batteries as we know them will change dramatically.

Change has been a constant in the industry. In the early years, just five per cent of a vehicle involved electrics or wiring; now it's 25 per cent with computer technology running brakes, airbags, fuel efficiency, transmission and stability control, and motor performance.

Batteries are being developed fit for purpose, be it for mopeds, massive trucks, marine or motorbikes. Ten years ago, there were around 50 different types, Newlands now stocks over 170.

It can be confusing, but the experienced staff at Newlands' three stores—in Ashburton, Rolleston and now Timaru—are among the best in the business when it comes to diagnosing battery or auto-electrical ailments.

The company has recently bought the Timaru Battery Shop (Timaru Battery Services) and Robert says it is a natural fit for Newlands and will continue to supply batteries for all types of business or individuals with the three full-time staff there able to call on the experience of long-serving staff at Ashburton and Rolleston.

He said the apprentices and qualified technicians in all three shops were actively involved in ongoing battery training and able to advise on the right product for the right application. Picking the wrong battery can have dire consequences.

"If someone puts in a battery that is too light for the application or the wrong battery, it can severely affect the starting performance and the operation of the vehicle's electronic systems, and because many modern vehicles are more electronic, that leads to problems with the vehicle.

"It will be slow to start and that will cause excess wear on the starter motor, and the battery will fail earlier."

Some new generation vehicles sport stop-start technology, something once confined to hybrid cars but now spreading to conventional vehicles. Stop-start systems help save fuel by shutting the engine off when the vehicle is at rest, coasting or slowing down—a stop at a red light will cause the engine to cut off, once the light turns green and the driver applies pressure to the accelerator, the engine will switch on again.

The battery is an important part of this system, and designed for a vehicle stopping around 18,000 times a year.

Newlands is a proud agent for Century Batteries, an Australian-Japanese company that has been around almost as long as it has. The company makes batteries better suited to Australia and New Zealand's weather conditions.

Robert said batteries were often a grudge purchase—"you know you have to have one"—but the right choice was easy with good advice.



TOP: Rolleston Branch
MIDDLE: Ashburton Branch
ABOVE: Timaru Battery Service

Newlands turns 80 in July and the company plans to celebrate with a month of special deals and special events. Robert's father John, who retired in 2000, and long-serving staff will be central to celebrations.

The company is a long-standing Ruralco Supplier, having been signed up with ATS, and now Ruralco, for about 35 years.

Robert said expanding to Rolleston four years ago had also been a good move for the business, with agricultural, commercial and urban growth in the Selwyn area.

The three locations also give Ruralco Cardholders plenty of choice.



Newlands
Servicing the South since 1934

Newlands Ashburton
80 Kermode St
Ashburton
Tel 03 308 7234
Fax 03 308 1283
sales@newlands.net.nz

Newlands Rolleston
825 Jones Rd
Rolleston
Tel 03 347 3476
rolleston@newlands.net.nz

Timaru Battery Shop
45 North St
Timaru
Tel 03 688 6800



Healthy employees are productive employees

Healthy employees are productive employees—one of the reasons behind special cooking classes at Jen's Kitchen. BY KATE TAYLOR

Ashburton cooking school owner and Ruralco Cardholder Jen Sheppard has joined forces with Federated Farmers to provide cooking classes, recipes and supermarket tours for young and migrant farmers.

"It's a health and safety issue. If workers aren't eating properly then they're not working properly—that's the loss of a huge asset in a multi-million dollar business. Farming is physical work and employers need to make sure their workers are eating good food to prevent wasted down time with sickness or fatigue. Eating properly is extremely important and I'm showing them how easy it is."

Mid Canterbury Federated Farmers Dairy Chairman Hamish Davidson says Jen is a passionate and focused person and Federated Farmers is 100% behind what she is doing.

"It's great she can make a business out of a real need in the community. She identified the need first in their own farming business and then recognised it was more widespread."

"Mid Canterbury's workforce in the dairy industry is built around international people and they have to be able to come here, live comfortably and integrate into New Zealand society (and know) how to find food and how to prepare it in

a New Zealand kitchen. We definitely support the concept from a community-need point of view. There is a need. Ten years ago international people coming in were chucked in a farmhouse in the middle of nowhere and left to sink or swim really. Now, that's not okay. We need to help them to become part of the community."

Jen is working with a few different nationalities such as Irish, Danish, Chilean and Filipino. Many of them are simply not used to what is grown or made in New Zealand.

"We show them about the different cuts of meat and identify the range of meat available to us from



the cheaper mince options through to higher-end fillets. Seasonal fruit and vegetables is another issue—making people aware of what's out there in the seasons to go with what they can cook.”

“Jen is working with a few different nationalities such as Irish, Danish, Chilean and Filipino. Many of them are simply not used to what is grown or made in New Zealand.”

As well as her own classes, Jen recently travelled to Te Awamutu in the North Island to cook for a group via the Young Farmers “pay it forward” Facebook page. There is now also a South Island version of the page.

“We enjoyed cooking with these guys. We made pasta bake, curried sausages, lasagne—it was quite



easy, which surprised them, as well as how filling they were. We also talked about making them last more than one meal and what to do with leftovers.”

“Some of these guys had a basic cooking knowledge, but it was really more about hands on showing them how to do this.”

The basic crock pot is a great asset for these people. “Most of them usually opted for having takeaways or a one-stop-shop like a pie. We talked about taking another step. Rather than just buying the pies, cook up potatoes and vegetables to go with it to make it more substantial. They seemed to really appreciate it, although at times it was almost like a comedy, some of them were hilarious.”

“Some of these guys had a basic cooking knowledge, but it was really more about hands on showing them how to do this.”

Certainly with the learning curve of many new immigrant farm workers—the teaching doesn't stop at the kitchen.

“With the involvement of Ruralco Suppliers such as ATS, we're trying to encourage buying some of the bulk products they have. Many of the immigrants are not familiar with our supermarkets and need a tour or several visits to understand what's there. It's good to have recipes with pictures of what the products look like, such as a tin of peaches or tomato sauce, so they know what they're looking for, so it looks a bit familiar to them.”

A former hairdresser, Jen's training and early working career was in Christchurch but she has returned to live and work in Ashburton where she grew up on a farm.

“I was always interested in food. I don't have a degree or anything—I'm a home cook who loves

to eat home food. I love making people aware of food. . . of eating good, healthy, hearty food.

As well as kids cooking classes, her business caters for business with staff and team building and corporates.

Jen's Kitchen is also an ambassador for the Food Revolution (as made famous by the Jamie Oliver Foundation). There are three ambassadors in the North Island and two in the South Island.

“This is one of the driving factors—it's a food revolution within the farming community. Our whole industry is about producing and feeding. Together with Federated Farmers we're promoting that New Zealand does great food and making people aware we have some great produce in New Zealand to be able to use.”



The official global Food Revolution took place on May 16 with people eating healthy food around the world—including Jen's Kitchen.

“We had an open day in the kitchen. People came in to see what we're doing, to learn about the Food Revolution and we encouraged them to make their own conscious decision to eat healthy food.”

Jen's husband Richard and two children have a sheep/cropping/dairy support farm and think it's a wonderful way to bring up a family.

For Jen, utilising locally-grown produce comes naturally, as both she and Richard grew up on family farms where most of the meat was home kill and served with three vegetables.

“But I have to give Mum credit here. She was a really good cook and I learnt a lot from her. We were so lucky being brought up on the farm with a vegetable garden and the meat supply at the back door—it was so much easier to source things and so much easier to enjoy doing it all for you.”

“At the end of the day it's pretty simple stuff. It's not rocket science. It's all about just helping, encouraging and getting people to look after themselves and making sure they can cook something nutritious and enjoy what they do.”

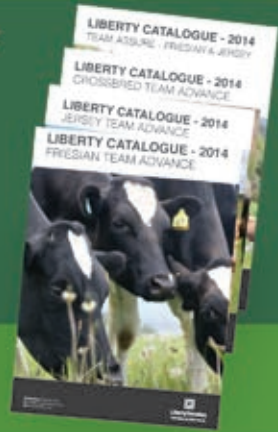
ABOVE LEFT: Jen Sheppard
LEFT: Farmer cooking with Jen
ABOVE: Successful cooks

CHECK OUT THE 2014 LIBERTY BULL TEAMS

LIBERTY TEAM ADVANCE AVERAGE OF \$6.75/straw
Friesian, Jersey and Crossbred teams BW\$ driven high merit young
bulls and daughter proven bulls

LIBERTY TEAM ASSURE AVERAGE OF \$10/straw
Friesian and Jersey teams BW\$ driven predominant daughter proven bulls

INSEMINATION SERVICE \$5.75/straw



Check out our website for more details on all bulls or call/email
Liberty for an information pack and catalogues

P +64 7 843 5054 | Freephone 0508 454 237 | Fax +64 7 843 9770

E office@libertygenetics.co.nz | W www.libertygenetics.co.nz



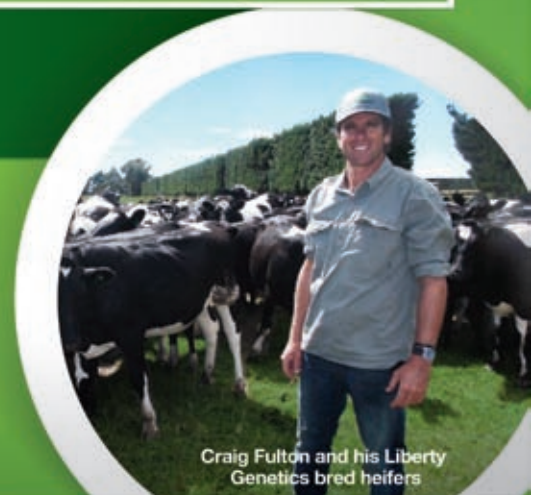
LibertyGenetics
PROVING THE BEST VALUE

LIBERTY GENETICS DOESN'T DISAPPOINT

Canterbury Comfort's Craig and Hannah Fulton
couldn't be happier with their move to
Liberty Genetics 5 years ago.

"Liberty provides us with semen at a great price and BW\$,
at good sperm concentration and key conformation
and production traits from top NZ bull families"

"Liberty Genetics was founded by NZ Farmers for NZ Farmers so
you know there is no compromise on quality - after 5 years
with Liberty the proof is in the paddock and the bank account"



Craig Hemmings, General Manager on 021404262 • Sandi Thompson, Operations Manager on 027 331 5208

Dave Hayman, Geneticist, Breeding Manager on 0274 965 983 • Glen Williams, Sales Manager
on 027 272 5494 • Bill Lott, South Island on 027 685 8814 • Freephone: 0508 454 237

E-mail: info@libertygenetics.co.nz • Website: www.libertygenetics.co.nz



LibertyGenetics
PROVING THE BEST VALUE

New pastures for local dairy services company



Stocker Dairy Services is expanding into North Canterbury with a new satellite base in Culverden.

BY LINDA CLARKE

The trusted Mid Canterbury dairy business will celebrate 20 years next January and owners Shane and Cheryl Stocker say opening a new branch in Culverden is an exciting development.

The Stockers have built up their own dairy business over two decades and will be entrusting the new branch to Daniel and Hannah Wilkes, who have moved to Culverden. Daniel is a qualified plumber and has been in charge of Stockers' plumbing department in Ashburton for three years. He hails originally from Karemea but learned his trade in Christchurch.

Shane and Cheryl have been impressed by his capacity for hard work, especially since he came to Stockers from a domestic plumbing background. "He knew nothing about dairy sheds but now he is a gun. You have to have a different mindset about water and reticulation for dairy sheds. Everything is bigger, from pipe sizes to pumps," Shane said. "He has had a couple of years of hard learning."

Daniel is also IPQ registered to test and install backflow preventers, mandatory equipment in dairy sheds to prevent contamination of water sources. Backflow preventers must be tested annually and certified. Daniel's wife Hannah, who

currently owns and operates a hair salon in Christchurch, will also be an important part of the Culverden team. She will be in the store three days a week. She might be a city girl, but loves her new life in the country.

Cheryl said the couple would be starting out in the dairy consumables business much like she and Shane did 20 years ago, but with the back-up of the main Ashburton store.



The new Culverden identity will be known as Stocker Dairy North. It will be based on the main street, across from the town's Four Square supermarket.

Stocker's are agents for GEA/Milfos milking equipment, though they service all makes and models.

Shane said Stockers had existing clients in the Culverden area, which was home to about 70 dairy farms, and others in the Kaikoura and wider Hurunui area.

The 20m x 11m Culverden building has been painted in Stocker colours and will sell a range of dairy consumables; it will also feature a workshop and house a service vehicle used for on-farm call-outs 24/7.

While the Culverden area is still developing new dairy farms, there are plenty of existing sheds and milking equipment requiring servicing.

Shane said the company had been mulling expansion plans for the past 12 months and saw North Canterbury as a logical move with its existing client base.

"Daniel and Hannah are just the right people to make it happen. Daniel has been single-handedly running our team of five plumbers and he was looking for an opportunity to get up and going.

"He is a very good dairy plumber and will have the added confidence of being able to call on us in Ashburton. We can see their potential and are 100 per cent behind them.

The new Culverden store opens 9 June 2014.

ABOVE: Milfos equipment available from Stockers used in a dairy shed

BELOW: From left, Cheryl and Shane Stocker, with Daniel and Hannah Wilkes

CULVERDEN

31 Mountain View Rd
Culverden 7392

Tel 03 315 8141
Fax 03 315 8161



Rural Fire Truck Connection

Stocker Dairy Plumb are proud to support the Ashburton District Volunteer Rural Fire Fighters.

Help them, and your farm out by fitting a Rural Fire Truck Connection Point to your water tank.

Only
\$767 +GST*
Installed

*Excludes travel



490 West Street, Ashburton • 03 307 6388
www.stockerdairyplumb.co.nz





GREAT KIWIVI LINER CHANGE

Purchase rubber liners from \$19.80 per set, book in future liner changes at this price and receive \$\$ to spend at Canterbury of New Zealand online*. Speak to us today.

*Price excludes GST. Terms and conditions apply.

**490 West Street, Ashburton
03 307 6388**



GET YOUR WINTER SERVICING DONE NOW

Book your service at Malcolm Lovett Automotive today!

AND REMEMBER:

We offer Ruralco cardholders 12.5% discount

We are your authorised Mitsubishi Parts & Service

We service and repair all makes and models



Malcolm Lovett Automotive

299 Havlock Street, Ashburton

(03) 308 9109

malcolm.lovett@extra.co.nz



THE FRONT STORE ENGINEERING SUPPLIES

Seriously Good Gear

2000W INVERTER GENERATOR

Powers the most sensitive electronic & electrical equipment. Comes with USB charging port.

TM GT2000I



\$945

5600W GENERATOR ELECTRIC START

13HP, 4 stroke, 5.6kW. Durable steel roll cage frame. 25L fuel tank runs 10hrs continuous. 1 yr warranty.

TM GT6500ES



\$995

9000W GENERATOR ELECTRIC START

Ideal for running multiple power tools, welding machines & full households. 1yr warranty.

TM GT10000



\$1995

FRONT STORE TIE DOWNS

2.5ton, 9m length. Strong & durable.

EF R4FS



\$22.17

FRONT STORE WELDING HELMET

Blade auto darkening. 9-13 shade. Light weight. Suits MIG/ARC.

CW F9WH



\$149

THE ULTIMATE MAINTENANCE PACK!

WD-40 specialist products.



\$59.99

0800 378 673

NELSON :: BLENHEIM :: ASHBURTON :: TIMARU :: OAMARU :: TWIZEL

ALL PRICES EXCLUDING GST





\$10 million upgrade to deliver feed when needed

Farmers purchasing animal nutrients from SealesWinslow will have better access to feed at times of peak demand, with a \$10 million upgrade underway to increase production at its manufacturing facilities.

ARTICLE SUPPLIED BY SEALES WINSLOW

One year on from becoming a wholly-owned subsidiary of farm nutrient co-operative Ballance Agri-Nutrients, SealesWinslow is making significant investments in its service and manufacturing capabilities to better meet the needs of its customers.

“Feed plays a significant role in farm profitability and animal health at key times of the year, particularly around calving and in summer when pasture growth slows right down, so continuity of supply is critical,” says General Manager of Animal Nutrition, Graeme Smith.

“It can be a challenge to deliver on orders fast enough during peak seasons, and we are really looking to up our game to make sure we have product for all of our customers where and when they need it.”

Mr Smith said that in the feed market it is important to get the balance right between fresh, quality feed, and building enough inventory to cater for spikes in demand.

“We need to make more, make it better, and make it faster, as well as make provisions for smarter storage and distribution solutions.

Farmers already have access to the product through ATS (Ashburton Trading Society) stores, and SealesWinslow is also looking at ways to utilise select Ballance service centres as distribution hubs to provide greater access for customers to pick up bagged product.

Mr Smith said that the project—flagged for completion before the coming spring season—will have a significant impact on SealesWinslow’s ability to manufacture and deliver a comprehensive range of stock feeds, with a strong focus on product quality and manufacturing capacity to ensure best product, best delivery.

While the company is focusing on getting the back end of the business in order, they are also giving just as much attention to the front end to increase the availability of on farm services which are supported with specialist animal nutrition and complete farm nutrient management advice.

Two new field consultants in Northland and North Otago will join the current team of twelve, and the specialist animal nutrition science extension arm of the business will be aligned with the core Ballance science extension team, adding additional science extension officers in both the North and South Islands. An animal nutrition science manager role has been added, which will focus on working with the market to demonstrate the economic benefits of the strategic use of animal feed.

ABOVE: SealesWinslow National Distribution Manager Richard Doherty overseeing the demolitions at Morrinsville to make way for the upgrade

SealesWinslow is a supplier to ATS Retail so you can purchase any of the range of their animal nutrition products through your Ruralco Card today by contacting ATS on 0800 BUY ATS (289 287).



What’s planned for the Ashburton mill upgrade?

New textured feed (muesli) production plant for Ashburton to extend capacity to deliver a range of compounded muesli-style feeds

Improved production capacity in Ashburton to enhance ability to delivery dry pellet compound feeds

An upgrade to the Ashburton molasses block plant to improve production capacity and product quality

Increased bagging capacity at Ashburton including the introduction of robotic stackers to speed the process and reduce heavy lifting hazard for employees

Integration and enhancement of the information systems to improve and enhance business process such as order tracking and production planning

Enhancements to the manufacturing plant process control systems which enable better process control and improved product quality assurance.



HEAVY-DUTY FARM COVERS GUARANTEED TO LAST



SEAT COVERS

Single bucket seat from only \$148.50^{+GST*}
Bench seat from only \$243^{+GST*}

- Easy to wipe clean
- Great protection for your seats
- Extremely hard wearing
- Snug fit
- Free fitting

* Ruralco member pricing only



TROUGH COVERS

Keeping stock drinking water pure and clean. Easy to move.

AUTO TRIM REPAIRS

- Deer Crush Pads
- Potato Harvester Chutes
- Canvas & Vinyl repairs

Call Peter & Toni May today on
03 308 8893 to find out more!



AUTO TRIM, CANVAS & SHADE

151 Alford Forest Road, Ashburton

www.fb.com/PeterMayCanvas

Visit www.petermay.co.nz



Supreme
Award Winner



Max has spied a great phone line
deal so you can keep in touch
with your loved ones!

Fixed
Line
(ADSL)

FROM
ONLY **\$65** <sup>+ GST
PER MONTH</sup>

- ✔ 30GB data cap
- ✔ Landline rental & local calling
- ➕ Free wireless router

Farmside are the experts at getting rural Kiwis online. And now, it's never been easier. From only \$65, you can get broadband in no time at all, so call Farmside and get connected today.

Terms and conditions apply see www.farmside.co.nz/landline

Cheers Max

www.farmside.co.nz
0800 Farmside (32 76 74)



farmside
connecting rural nz

INSTORE DAYS '14



20 years old and still going strong

From its humble beginnings in a gazebo 20 years ago, the ATS Instore Days has grown to become one of the most anticipated days on the rural calendar for farmers, ATS retail Suppliers, Ruralco Suppliers, and key business partners, alike.

BY ANNIE STUDHOLME

The inaugural ATS Instore Day was a small affair when it began with ATS offering a wide range of discounts across the retail store while Ravensdown set up onsite providing fertiliser specials from a 3x3m gazebo in the car park, with special guest former New Zealand cricketer Lance Cairns.

Over time, the number of suppliers taking part grew as ATS looked for new, innovative ways to build the event into one of the co-operative's showpieces, while simultaneously playing a key role in delivering ATS's mission of lowering farm input costs for members.

Throughout its history, space has proved a major constraint forcing the ATS Instore Days to move from location to location on the ATS site over the years to keep pace with its growing popularity. With the addition of the new carpark after purchasing The Manse on Havelock Street a second marquee was introduced and the scale of the event continued to blossom.

"It's quite satisfying to have been part of it all the way through, from its humble beginning to what it is today. I don't think anyone could have anticipated it would get this big. It just keeps

getting bigger and better," said Group CEO Neal Shaw.

Much of its success can be attributed to the large numbers of ATS members that flock to the event annually taking advantage of the deals on offer. Although the event now attracts competition from its competitors, Shaw says you have to remain pragmatic. "Any competition is good for the farming community as a whole," he says. Today, the two-day event is the only one of its kind in the region. It has developed into a miniature field days spread across two marquees covering more than 1600m² and boasts more than 80 Ruralco Suppliers and ATS Retail Suppliers, as well as a large catering area and entertainment for the children.

Although it's been built up around a number of core retail suppliers and key business partners, new suppliers are added annually to guarantee there is always something fresh and new for members.

In recent years, much time and effort has gone into ensuring the marquees are well laid out, with site holders and members alike welcoming the improved feel and spacious layout. Site holders too continue to lift their game, displaying their goods and services in a professional, engaging and informative way, providing members with a wealth of knowledge.

Undoubtedly, the incredible specials and discounts on offer from the Gift & Homeware Shop right through to agricultural chemicals and dairy requirements are a huge draw card for members, but for many it's about much, much more than business.

"Farming can be a lonely occupation, and over the years the ATS Instore Days has become a great opportunity for members to catch up with family and friends as well as ATS staff, retailers and suppliers. It also provides a platform for retired members to re-establish that connection with ATS members and staff," says Neal.

The ATS Instore Days are open to all ATS members and new Ruralco Cardholders, many of which will be attending the event for the first time under the partnership agreement with Ravensdown. "It's exciting. It brings a new dimension to the day, and any buying and spending will ultimately help shareholders."

If you are unable to make it to the Ashburton store, the deals and specials will also be available at the Rakaia and Methven stores, or by telephoning our Customer Service team on 0800 BUY ATS (289 287). The ATS Instore Days specials will also appear on the ATS website.

Plans to make the 20th anniversary of the ATS Instore Days extra special are in the pipeline, but will remain under wraps until closer to the event. Rest assured though, the 2014 version promises to be an event not to be missed.

ATS

ATS
Tel 0800 BUY ATS (289 287)
ats@ats.co.nz
www.ats.co.nz

ASHBURTON
97 Burnett St
Ashburton
Tel 03 307 5100
Fax 03 307 6723
ashburton@ats.co.nz

METHVEN
88 Main St
Methven
Tel 03 303 2020
Fax 03 302 8184
methven@ats.co.nz

RAKAI
68 Elizabeth Ave
Rakaia
Tel 03 303 5440
Fax 03 303 5430
rakaia@ats.co.nz



Rugby in the heartland

The Heartland Rugby Championship is aptly named. This national competition is based in New Zealand's smaller regional centres, the agricultural areas that generate the nation's wealth, and where rugby remains a core part of the social fabric. The players are amateurs and the unions field the representative teams with backing from local sponsors and teams of volunteers. **BY BERNARD CARPINTER**

It's all very different from the professional rugby that grabs the headlines, but that doesn't mean the rugby is of a low standard. Mid Canterbury Captain and 2013 Heartland player of the year Jon Dampney reckons the Heartland competition compares well with the ITM Cup for the big provinces. "The level of rugby in the Heartland competition is of a high standard and some players get selected for ITM Cup teams."

"It's very physical and teams show a lot of pride and determination to put on a great performance. You never see a scoreline where it blows away, it's always really close—anyone can knock anyone over. I reckon the standard of footy there is outstanding."

In the past, when the game was completely amateur, many of New Zealand's greatest players were farmers. Their work made them strong and fit. Farmers and other people working in the agricultural sector are still

an important part of the Heartland teams - Dampney himself is a dairy farmer.

"There are quite a few farmers in teams and a lot of guys that have a lot to do with farming" he says. "Everyone's got something to do with it."

However the agricultural connection can also pose difficulties, as South Canterbury Chairman Brent Isbister explains: "The Heartland competition happens when lambing and calving

is on. There is a group of guys who are self-employed and can't make themselves available. In earlier days they may have been available but that's the reality of the modern world."

Rugby in the Heartland is very much a community thing. "We've got generally good support in our local community," Isbister says. "We've got a good sponsorship base and we're well supported by the local rugby community, and because we're running representative teams right down into the primary

providing pathways for players, coaches and referees," Isbister says. "That's what we try to do—provide a pathway to help people get to their potential."

What does it take to be a top Heartland team? The man to ask is Jon Dampney, who plays at number eight and captained Mid-Canterbury to their first Meads Cup victory last season.

"Hard work!" is Dampney's initial answer. "We're not professionals, we've all got jobs. We want to have a

Winning the Meads Cup was especially sweet for Dampney because he had twice been in teams that lost the final. "It was awesome to win it as a team and a relief, because you don't get to play in a final very often," he says. "To win one was unreal." The 2014 Heartland season kicks off on August 23.

MAIN IMAGE: Jon Dampney playing for the 2014 New Zealand Heartland XV team

BELOW: Mid Canterbury playing South Canterbury



age groups there's a lot of parental support. "Our main and longest-running sponsor is Speights; we're very grateful for their ongoing support. Our other major sponsors are XCM, a local apparel manufacturer, and Trust Aoraki, a local charitable trust who give us significant support in running representative rugby across the grades." All of the teams in the competition are often supported by their local businesses.

Local news media give good coverage to their teams and last weekend's game is likely to be a talking point in the region—especially if the team won. Dampney: "The way we went last year there was a lot of talk around in the community and it reflected in the support we got at each game, especially at the final."

All the South Island Heartland unions except for North Otago are part-owners of the Crusaders franchise and its licence, Isbister says. "While we've had significant financial support in the past from the Crusaders, the professional game has changed quite markedly so mostly the types of support we get now are non-financial support.

"For example, we run a pre-season game for them, we use some of their player resource for promotional activities, and we tap into their academy and coaching base for support around player development and coach development. Using our franchise contacts to enhance that is valuable."

Budding stars from Heartland teams could well get signed by the Super 14 teams. "That's part of the deal; it's about player identification,

laugh and a beer at the end of the day but you've got to work hard beforehand.

"We had an experienced team that was well balanced between forwards and backs. This helped a lot with the style of rugby we wanted to play."

"We're not professionals, we've all got jobs. We want to have a laugh and a beer at the end of the day but you've got to work hard beforehand."

The final against North Otago was played in a howling nor-wester. "It was terrible. The North Otago guy did a kick-off and it went back over his head and over the dead-ball line right behind him! Considering the wind and everything, both teams put on quite a good display of footy really; the ball skills and everything were outstanding from both teams."

The Mid Canterbury team included former Chiefs player Murray Williams and former Manawatu captain Grant Polson. The team also had a new coach, Glenn Moore, who had worked with Otago and the Highlanders.

"Glenn and Grant Keenan [assistant coach] were awesome," Dampney says. "They brought a lot of the technical side in and that rubbed off on the players. We learnt so much from them and to get to where we did, we put it down to their knowledge of the game and getting it through to us. The boys really appreciated it."

History

The Heartland championship was launched in 2006 as part of a major restructuring of provincial rugby in New Zealand.

Fourteen of the biggest unions compete for the ITM Cup in the National Provincial Championship and twelve, mostly from smaller population centres, play in the Pink Batts Heartland Championship for two trophies, the Meads Cup and the Lochore Cup.

The South Island teams in the Heartland competition are Buller, based in Westport, West Coast (Greymouth), Mid Canterbury (Ashburton), South Canterbury (Timaru) and North Otago (Oamaru).

Wairarapa Bush won the first Meads Cup, which is the more prestigious of the two trophies, and since then Wanganui has been the most successful team with three wins. North Otago has taken the cup twice and in 2012 East Coast—based in the small settlement of Ruatoria—did very well to win the competition. Last year Mid-Canterbury claimed the Meads Cup and South Canterbury won the Lochore Cup.

At the start of the season the Heartland teams are divided into two pools of six, using seedings so that the two pools are of roughly equal strength. The top three teams from each pool then enter the Meads Cup group, and the bottom three go into the Lochore Cup group. After another round of three games the top four from each group enter a knock-out finals series.

*ElectraServe provide exceptional customer service . . .
just ask any of their clients.*



ElectraServe . . . for everything electrical

TV/Audio & Home Automation specialists



Tony



James

- Pre-wire new home
- Outdoor speakers
- Ceiling speakers
- Home automation (Control 4)
- TV distribution
- Satellite & UHF

Appliance repairs



Paul

Washing machines, fridges, freezers, ovens, dryers, dishwashers and all small appliances (toasters, heaters etc). Drop your appliance into our workshop or we can service in your home. Satisfaction guaranteed!

**LABOUR AND SERVICE CALL FROM
Ruralco offer \$39^{+GST}**

Solar Power/Heat Pumps & Ventilation



Ryan



Andrew



Adrian



David



James

Call the professionals today to start planning your residential, industrial & commercial heating and cooling requirements. See how easy it is to install solar panels in your new or existing home. Phone the solar team today to start saving huge money on your electricity bills.

24/7 Breakdown Service

We pride ourselves on being available to our clients.



Jaco



Mitch



Kieran



Josh



Elliot



David G



TJ



Adrian



Grant



Johnny



Jack

- Overhead lines removal and underground mains installation.
- Design, manufacture and installation of irrigation pumps, seed cleaning and grain drying electrical control equipment.
- Pump/irrigation automation/remote control; control your pumps via cell phones anywhere in the world.
- All farm, industrial, commercial and domestic wiring, repairs and new installation.
- New home electrical installation.

ElectraServe offer you the best advice, service and electrical options and solutions available. They pride themselves on being leaders in the electrical industry.

TRUST - With General Manager Blair Watson's **Personal Money-back Guarantee**, 45 years history of providing electrical service in Mid Canterbury and an approved **Master Electrician National Workmanship Guarantee**, you can have complete trust that ElectraServe will do an exceptional job.

EXPERIENCE - More than 35 local staff with comprehensive experience in all facets of electrical work. ElectraServe provide their staff regular industry training meaning they are at the top of their game and often leaders in their field. They are very proactive in training the next generation of electricians, so their staff have the benefits of fresh ideas and modern training mixed with practical experience and maturity.

VALUE - ElectraServe believe they employ some of the best electricians in Mid Canterbury, coupled with only selling the highest quality parts giving their customers a professional quality installation that will result in better output, less maintenance, less downtime giving customers the best value.

Harmonic filter installations

Due to significant issues caused by network harmonics, EA Networks now require harmonic filters to be fitted to all variable speed drives (VSD's) on irrigation systems that have more than 20 kw of pumps controlled by VSD's. This new upgrade is hassle free and simply involves speaking with Blair

or Graeme at ElectraServe to ensure the new compliance is met. In recognition of meeting this compliance, EA Networks is offering a generous subsidy if the upgrade is carried out within a given time frame. Please phone 308 9008 and talk with Blair or Graeme.



the ElectraServe guarantee

Blair Watson, General Manager personally guarantees ElectraServe's tradesmen's workmanship. If you are not 100% satisfied with the quality of the work, ElectraServe will put it right . . . every time, or your money back.



Graeme Church



Blair Watson

ElectraServe

EcoSmartElectricians



New Tru-Test 5000 Series Weigh Scales—hard work, made easy

Tru-Test's 3000 series have remained New Zealand farmers' preferred weigh scales for over a decade. While we acknowledge a job well-done, it's time to embrace something new.



Tru-Test introduces its new weigh scale range, the 5000 series, comprising the XR5000 and ID5000.

What's new?

SET UP—MADE EASY

The 5000 series offers an intuitive interface that's easy to use. It offers step-by-step set ups, on-screen help, predefined settings, functionality to customise 'favourites' and provides automatic recall and back up making it easy to switch between jobs and make changes on the go.

DATA CAPTURE—MADE EASY

The 5000 series will take the sweat out of managing data in the yard. New features include

target weights, treatments and favourites offer powerful tools to benchmark animal data, manage target weight progress for multiple mobs, create compliance audits for withholding animals, or customise to every farmer's specific criteria.

DATA TRANSFER—MADE EASY

The 5000 series provides numerous data transfer options with USB to PC, Bluetooth, USB stick and smart phone apps (Apple and Android) for both the XR5000 and ID5000.

DATA STORAGE—MADE EASY

No farm operation is too large for the XR5000 which holds up to one million records, 100 data fields and 1000 sessions. The XR5000 is ideal for data-hungry farming – breeders, finishers and commercial operations. By comparison the ID5000 will capture 2–3 data fields and store up to 250,000 records with the capability of adding fields for more information. It's ideal for graziers and farmers needing reliable and accurate weighing.

VISIBILITY—MADE EASY

The 5000 series has a 7" colour screen with ground-breaking transfective technology to deliver

perfect clarity even in the harshest light. An automatic sensor registers brightness switching between inside-outside modes ensuring instant readability and harnessing the sun's energy for extended battery life.

Tru-Test's XR and ID 5000 use Tru-Test's unique Superdamp III technology to lock onto the weight of a moving animal and remain the fastest, most accurate weigh scales on the market. The series is built tough with rugged, water/shock-proof design and durable push-button technology.

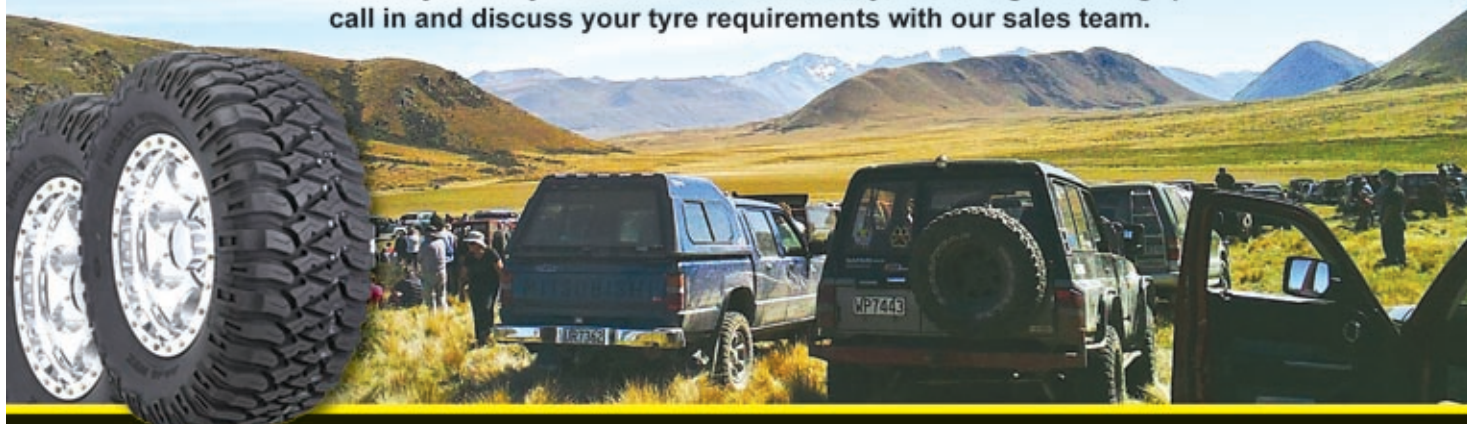
The 5000 Series Weigh Scales are going to be on show at the 2014 ATS Instore Days in the Tru-Test site but if you cannot wait until then to hear more about or to purchase this exciting new product please visit your local ATS store or call 0800 BUY ATS (289 287).



Get to the best parts of our country with Mudgrip Tyres

Mudgrip tyres on your 4WD will make seeing our countryside so much easier.

Neumanns Tyres & Tyre General branches carry a full range of Mudgrips - call in and discuss your tyre requirements with our sales team.



NEUMANNSTYRES

197 Wills Street (behind Countdown), Ashburton. Phone 03 308 6737 (24HRs - after hours call out applies)

Fax 03 308 8591 • www.neumannstyres.co.nz

Our network of tyre stores can be found South Island wide under the Tyre General branding. • Motueka • Nelson • Blenheim • Amberley • Christchurch • Temuka • Washdyke • Oamaru • Cromwell • Alexandra • Dunedin • Gore • Invercargill





Raise superior calves for less than \$5 per head*

A new season of calving is just around the corner for Canterbury dairy farmers. Donaghys can provide you with cutting edge solutions while reducing farming costs with their scientifically proven ProCalf® System for new born calves until post weaning.

ARTICLE SUPPLIED BY DONAGHYS

Donaghys ProCalf® is a premium calf probiotic extract with rennet which includes microbes licensed from AgResearch to promote growth, development and health in calves raised on milk or calf milk replacer.

ProCalf® is designed to support the early development of a calf's rumen and establish beneficial microbe populations for digestion of hard feed, pasture and calf milk. An initial 5mL dose of ProCalf® followed by a daily 2mL dose will promote faster growth, weight gain and increased uptake of feed in your calves.

ProCalf® has been scientifically trialled and proven. A field trial on a South Canterbury farm showed an average daily gain of 696g per day (29kg after 42 days) for ProCalf® treated calves versus an average daily gain of 571g per day (24kg after 42 days) for untreated calves. This equalled a 21.8% weight increase for calves treated with ProCalf®. In the trial, ProCalf® treated

calves were able to be weaned one week earlier than untreated calves.

Farmers wanting to maximise the performance of their calves post weaning can complete the ProCalf® System with Donaghys ProCalf® Finisher to continue faster growth and weight gain. This is a probiotic extract scientifically formulated for calves after being weaned from milk through to heifer pre-calving. ProCalf® Finisher can be used in situations when rennet is not required and when whey based calf milk replacer is being fed. It activates beneficial rumen microbes aiding in the establishment and activity of beneficial micro flora, promoting continued rumen development, improving microbial function and enhancing digestion and feed conversion. The liquid form is easy to use—just add to drinking water, feed or drench.

Scientific trial results of ProCalf® Finisher (following the ProCalf® trial mentioned above) showed calves continued to put more weight on (4.9% over control). Treated calves were 9.2kg heavier than control by the end of the trial.

ProCalf® is available in 1, 5, 10 and 20 Litres. A new feature for the upcoming season is the more convenient 5 litre backpack of ProCalf® meaning you can administer to your calves with ease. A twin pack with two 5 litre ProCalf® backpacks is also available with a free drench gun. ProCalf® Finisher is available in 1, 5, 10 and 20 litres.

Find Donaghys ProCalf® and ProCalf® Finisher in your local ATS store to make sure your calves get the best start this season.



"I have used ProCalf for three years, with results that leave no alternative but to continue using the product each year. ProCalf is natural and proactive resulting in healthy consistent calves, in addition ProCalf works well medicinally for any sick or dietary scouring calves. Our calves always look deeper in the body with excellent growth rates and transition well onto feed changes and pasture conditions. We are very happy with the results and the low cost using ProCalf"

Helen Hillier, Dorie. Rears 360 calves.

*Cost per calf based on label rates for Donaghys ProCalf® added to calf milk and used over 42 days at Donaghys RRP incl GST.



THE WINTER HEAT PUMP SALE

HEAT PUMPS FROM ONLY

\$1995 INSTALLED

Panasonic FUJITSU
MITSUBISHI ELECTRIC

IMMEDIATE INSTALLATION

*INCLUDES BACK TO BACK INSTALLATION

Call Jacky, Dean or Alister today on **308 9019** for your free in-house consultation

1/2 PRICE installation on ALL heat pumps*



smith+church
APPLIANCES + beds

Alister Dean Jacky Trung Carmeena Robin Paul Bill Alison Matt



Moore Street, Ashburton | Phone 308 9019

BLACKLOWS TRADEZONE ASHBURTON

Avoid costly downtime and see your Blacklows team first for all your mechanical engineering requirements. Stockists of grease, oil, filters, hydraulics, nuts, bolts, seals etc . . .



XCEL-ARC

WELDING COMPONENTS

Welding electrode
2.5mm x 2.5kg packet

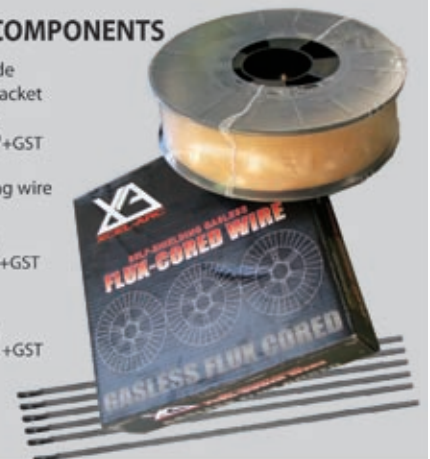
\$18.26+GST

Solid MIG welding wire
.9mm 5kg

\$25.22+GST

.9mm 15kg

\$45.22+GST



Extensive range of HEATERS & GENERATORS

We all know how unpredictable the weather can be. It sure pays to have reliable back up equipment to ensure you get the job done. Call in and see the diesel heating and generator experts. Full range in-store to meet your requirements.

Full range of engineering supplies & accessories for all your repairs & maintenance. Kerrick Hot & Cold Waterblasters & Industrial Vacuum Cleaners. Esseti Welders & Accessories. Stockists and distributors of Trailer Equipment. Locally owned & operated family business for 61 years.

BLACKLOWS

TradeZone
INDUSTRIAL
ASHBURTON



South Street, Ashburton PHONE (03) 308-3147
Fax (03) 308-1042
Email blacklows@xtra.co.nz
FREEPHONE 0800 452 522



We'll look after your health so you can look after your farm



It's good to take short breaks regularly when working long hours.

Having a good life depends on your ability to work, be active and enjoy yourself.

And having health insurance means you can:

- access medical treatment more quickly by avoiding public waiting lists
- reduce financial stress by having the cost of your treatment covered in part or in full and reduce your time off work
- have more choice in when you receive treatment for qualifying conditions.

Join the Ruralco association scheme

Southern Cross health insurance is available for you and your immediate family through the Ruralco association scheme. Even better, if you pay for your Southern Cross health insurance with your Ruralco card, you'll earn points towards your Ruralco annual rebate.

Assistance with ACC reviews

Accidents happen on the farm. Southern Cross can help you with your claim review if ACC declines to cover your accidental injury claims. In 2013, 170 members were successful with their ACC claim reviews.

Care for your family

You only need to pay for your first two children (under 21 years) on a policy* – the rest are free.

Southern Cross Member benefits

- **Discounts** – we've lined up some great offers with our partners so you can save money on everyday products and services, such as travel insurance and eye exams.
- **Plan options** – with the widest range of health insurance plans, it's easy to find the right option for your budget
- **We pay more in claims** – for every \$1 we received in premiums, we paid out 90 cents in claims**.
- **Online options** – with the Southern Cross online member portal you can easily manage your health insurance policy at a time and place that suits you. You can also claim online.
- **Not-for-profit** – we're New Zealand-owned and not-for-profit, and we work for the benefit of our members – not to increase returns for shareholders or overseas owners.

*Terms, conditions and exclusions apply, see the policy documents.

** Over the last five years ended June 2013.

It's easy to join.

Call **0800 438 268** or email getcover@southerncross.co.nz to join, and quote 'Ruralco ASH0003'.



HEAT YOUR HOME EFFICIENTLY

the HEAT IS ON with HITACHI HEAT PUMPS

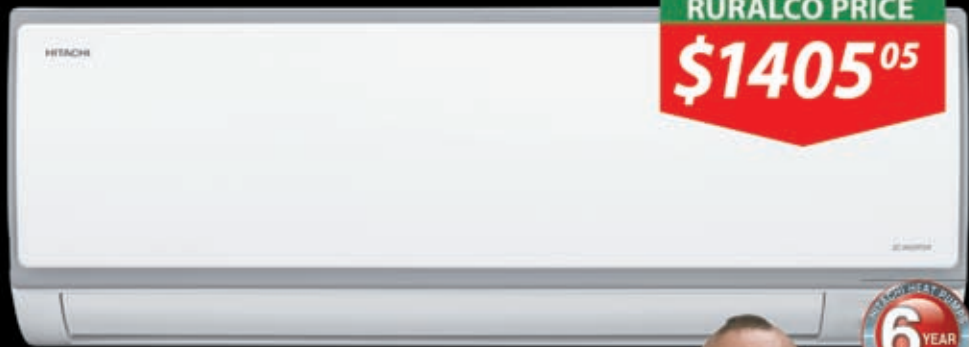
Hitachi heat pumps are one of New Zealand's fastest growing heat pumps brands, from wall mounted heat pumps, to full IVX multizone solutions. Features include quiet operation, high efficiency and a super 6 year warranty on home installation, we know you will enjoy having a Hitachi in your home.



Heat Pump

Ideal for bedrooms or small living spaces.
Anti-allergen filter for cleaner air.

I44999



EXCLUSIVE RURALCO PRICE
\$1405⁰⁵



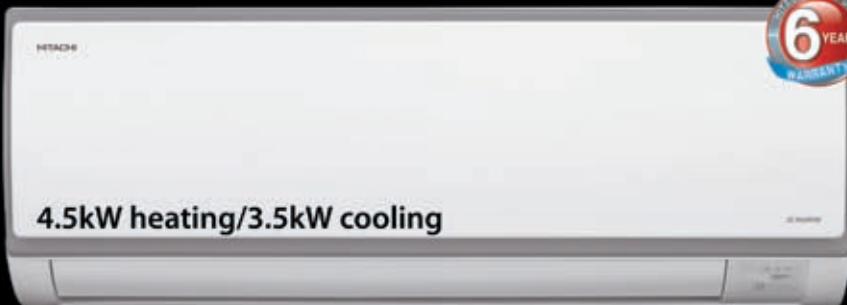
3.4kW heating/2.5kW cooling



I44888

Heat Pump Air Conditioner

Ideal for bedrooms or small living spaces.
Anti-allergen filter for cleaner air.



EXCLUSIVE RURALCO PRICE
\$1657⁷⁵



4.5kW heating/3.5kW cooling



I44777

Heat Pump Air Conditioner

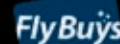
Ideal for medium to large living spaces.
Anti-allergen filter for cleaner air.



EXCLUSIVE RURALCO PRICE
\$2261



6.1kW heating/5kW cooling



ASHBURTON MITRE 10 MEGA

West Street, Ashburton

PHONE 03 308 5119

TIMARU MITRE 10 MEGA

23 Bank Street, Timaru PHONE 03 687 2033

OAMARU ROBERTSON'S MITRE 10

Corner Cross & Severn Streets, Oamaru

Phone 03 434 9860

MITRE 10

MITRE 10 MEGA

*Price doesn't include installation. Heat pumps must be installed by an accredited heat pump installer. Installation service available in-store.

New life injected into Coalgate sales

Early May was the annual Coalgate High Country Calf Sale, and also marked a five year milestone for what has become a vibrant part of the Canterbury community.

BY RICHARD RENNIE

The Canterbury Central Sale Yards at Coalgate also provide regular Thursday sheep and cattle sales, offering not only a welcome sales option for farmers across the region, but a social venue to exchange the latest news in the industry and catch up with colleagues and friends.

The yards jointly owned and operated by Hazlett Rural and Peter Walsh & Associates have come a long way from the decrepit overgrown site they once were.

Their use had fallen well into decline after being open for over a century, with only occasional cattle sales, and sheep yards into almost total disuse.

This was until the two sales companies saw the opportunity to offer farmers an alternative to selling stock at the established yards in Christchurch.

HRL General Manager Ed Marfell recalls how the yards were progressively transformed into a usable, robust venue, and how quickly the region picked up on the value of having some centrally located sales facilities.

"We had our first sale in April 2009, a cattle sale and another followed a month later. The pressure came to ramp up the sales and the cattle were quickly followed by sheep in August that year. Before long we were into fortnightly sales, then of course the weekly format we run now."

While dairying has been the "rock star" sector for Canterbury's agricultural growth in recent years, Ed says it has been highly encouraging to see the support sheep and beef farmers have injected into the yards' success.

Now every Thursday marks sale day at Coalgate, and with it a valuable economic injection to a town of only 270 people. The yard's tuck shop has provided a valuable fund raising outlet for



two local primary schools, and two locals are employed fulltime with the yards.

"And Hororata Engineering have secured good work on repairs and maintenance here most weeks. The level of community spirit and support that has gone into the place is quite something."

The yards themselves are part of Canterbury history, first established and opened by one of Canterbury's founding run-holders and politicians, John Hall. Hall was as much a pastoralist as politician and saw the value of having yards established in a location that represents something of a cross roads for the region.

"The geography works well for the yards. They sit on the edge of Coalgate, with the Waimak' gorge

ABOVE: Angus weaners yarded at the Coalgate Sale
BELOW: Line up of buyers at the Coalgate Sale

and stock from North Canterbury coming through and to the south stock come through from the Rakaia gorge and the rest of Canterbury."

Ed says it is also helped by earning excellent support from the region's transport companies offering timely stock delivery.

The numbers of sheep and cattle going through the yards have been moving steadily upwards, with around 4,000 sheep and 350 cattle selling each week. The calf sale recorded good yardings of 1,150 quality high country station calves.

The success has been helped by taking a customer focussed approach to the yards and selling through them. All cattle are weighed and scanned prior to auction and a catalogue is produced and loaded up on the website the night before.

Ed says a look at the success of the Temuka sale yards gives some possibilities of where Coalgate could head in the future.

"The Central Plains scheme will really change the land around here, and you look at the dairy content in the Temuka yards now. Coalgate sits in an ideal location to take advantage of any opportunities that come from that growth in dairy."



NEED A CALF SHED?

ANY SIZE, SHAPE
OR COLOUR
-NO PROBLEM



dpi 26963/14

115 Alford Forest Road, Ashburton 7700 • Ph (03) 308 9099

TOGETHER, WE'RE BUILDING NEW ZEALAND

PlaceMakers
Know how. Can do.

ANY SIZE, SHAPE OR COLOUR

NO
PROBLEM



115 Alford Forest Road, Ashburton 7700 • Ph (03) 308 9099

TOGETHER, WE'RE BUILDING NEW ZEALAND

PlaceMakers[®]
Know how. Can do.

HELMACK ITM RURAL AND OUTDOOR TIMBER

"We'll see you right"



- Poles
- Posts
- Calf Pens
- Calf Shelters
- Pump Sheds
- Gates
- Wire

HELMACK 

Helmack ITM Rural & Outdoor Timber
Cnr South Street and SH1 (behind Rural Transport)
Phone: 308 6444 or 027 433 4536



NO HASSLE FARM BUILDINGS FROM HELMACK ITM

Let Helmack ITM take care of your plans, council pim, admin and compliance.



*Kit set or erected

Call Allan McCormick Today 0274 331 869 or email allanm@helmack.co.nz

HELMACK 

"We'll see you right"

92 Dobson Street, Ashburton | Phone: 307 0412
Hours: Mon- Fri 7am-5.30pm, Sat 8am - 12pm





Appropriate storage of fuel

Do you have oil, petrol or diesel on your farm or business? Do you know how to store, handle and dispose of it safely so it does not harm your family or employees or the environment? BY DON JOSEPH

Oil, petrol and diesel are hazardous substances that can cause harm to the environment and the health of your family, employees and stock, so it comes as no surprise it must be stored and used appropriately.

It is for this reason farmers have legal obligations under the Hazardous Substances and New Organisms (HSNO) Act 1996 in relation to the handling and storage of fuel on farms, and under the Health and Safety in Employment Act 1992, whereby farmers and business owners are required to provide a safe place of work for their employees.

In addition to these requirements, end-users of our products and produce are becoming more focused on the cycle of how a product is produced. Audits are carried out to show the entire process to ensure zero contamination occurs, and this includes fuel usage and storage. Many of our export markets are demanding this level of traceability.

Closer to home, the health hazard unlabelled or badly stored fuels can have to animals, children or our waterways cannot be underestimated. Oil and fuels are essential to many business and farming activities, but the results could be disastrous if they end up in the wrong hands, or consumed by pets or livestock.

Good storage and handling

You should ensure fuel tanks are maintained and checked regularly to prevent fuel leaking into the

ground, groundwater or waterways. This can also save you money by minimising fuel losses should the tank develop a leak. Proper storage and handling practises will also help prevent spills.

Some useful tips and suggestions:

- Make sure any oil or fuel stored around your farm or business is labelled correctly.
- Store oil on an impermeable surface such as concrete, and store away from drains.
- Check containers regularly to ensure they aren't leaking.
- If you spill oil, stop it from entering drains by absorbing it with sand or sawdust. Never hose it down a drain.
- Clean up spills immediately. If you have diesel fired heating, ensure that your oil tank and pipes are properly installed and regularly checked for leaks.
- If you refill vehicles from your fuel tank, make sure the bowser and nozzle are stored inside the bund so it catches any drips or leaks.
- Where more than 2,000 litre of petrol and/or diesel is stored in a facility on a farm, the farmer shall ensure an emergency response plan has been prepared and a person is in charge to lead this.

Storage requirements

If you store less than 1,000 litres of oil and fuels, you need to ensure they are stored on an



impervious surface, under cover and 10m away from a bore, wetland or waterway. In a shed with a concrete floor is the easiest way to do this.

If you store between 1,000 litres and 4,999 litres, you will need to meet additional conditions such as secondary containment, spill kits and procedures.

Storage of 5,000 litres or more will require resource consent.

Disposing of unwanted fuel or waste oil

It is important to make sure you dispose of unwanted or used fuel/oil safely and legally. If you are giving it to someone, or it is collected from your site, you should make sure the person or company it is going to is re-refining it or has resource consent to burn it or use it.

Local government rules

Always check with your local regional authority, district and city council to ensure you have up to date information regarding requirements for storage and handling of fuel.

You can also contact Ruralco and we can arrange for our bulk fuel supplier to provide details on current fuel storage and handling requirements.



For more information contact Don Joseph on 0800 RURAL NZ (787 256).

In your patch

GERALDINE

Servicing anything and everything

"We service anything and everything," says Nicola Main of Geraldine's M&G Auto Centre and as book-keeper for the versatile auto repair shop, she knows.

M&G Auto Centre is an official agent for both Toyota parts and servicing, and Firestone tyres; but carries out work on a huge variety of machines from town cars to old tractors and farm trucks.



The auto centre can fit new tyres and do wheel alignments, carry out warrants of fitness, and fix or service vehicles, boats, caravans and trailers.

As small town specialists, they call on their years of experience to repair anything from wheelbarrows to feedout vehicles, bought to them by customers from around the Winchester, Rangitata Island, Temuka and Fairlie area.

Malcolm Main and Darryl Mahan are the head motor mechanics, with help from qualified mechanic Ethan Beijeman and apprentice James Wallace.

Nicola says that in 19 years of business, there are not too many jobs they can't handle and a wealth of knowledge has been built up over that time.

The workshop is located on Peel Street, with plenty of off-street parking and a big workshop floor.

M & G Auto Centre

13-15 Peel St, Geraldine
Tel 03 693 9664
Fax 03 693 9692



All sorts of flavours and sensations

Specialty Canterbury chocolate-maker Bull Rush Chocolates is already thinking about Christmas and meeting orders from all over the country for its unique hand-made treats.

Bull Rush is owned by Mid Canterbury farmers Nadine and Tim Porter and has grown from a back-room hobby to a business with a nationwide niche. Nadine began selling her homemade chilli chocolate in 2008 and then began experimenting with all sorts of flavours and sensations, from marmite to wasabi; buoyed by her success she took on help and moved the boutique chocolate business to Ashburton.

Bull Rush moved back to the farm when the building they leased was declared too damaged by earthquakes, but the business continued to expand and opened a retail outlet in Geraldine.

A new website in 2011 helped the Bull Rush message go nationwide, and Nadine and her chocolatiers have created a big and popular range of Kiwi-influenced chocolate. Her unique line features chocolate tiki, rugby balls filled with caramel marshmallow, chocolate kiwis and sheep.

Town bars, with wrappers specific to Ashburton, Auckland, Christchurch, Hanmer, Geraldine, Oamaru, Queenstown and the West Coast are also in demand. The flavour mixes include interesting choices, like mango and manuka smoked nut, rhubarb and kumara; there was even a royal edition bar to mark the visit of Prince William, Kate and baby George.

For special treats to give away, or savour yourself, visit www.bullrushchocolate.co.nz

Bull Rush Chocolate

Four Peaks Shopping Plaza
76 Talbot St, Geraldine
Tel 03 693 8324

bullrushchocs@gmail.com
www.bullrushchocolate.co.nz

Great knowledge and practical advice

Geraldine Building Centre ITM is a family affair. Lynda and Geoff Leary set up the business two decades ago and have grown it over time, moving to a new purpose-built premise. Their son Jason joined the business in 2001 and Owen has been with us 11 months.

Lynda says they are a practical lot, happy to help and dispense advice. "Geoff is a carpenter by trade and had many years in the concrete industry, so he has that knowledge and good practical advice, particularly for the DIYer."

Geoff, Lynda and Jason have built a few homes over the years too, so Lynda and Jason also have experience and good product knowledge to call on.

Geraldine Building Centre has been part of the ITM group for 21 years, though they remain independently owned and operated.

Their customers, many who they know on a first-name basis, come from town and country backgrounds, and include farmers, building trade professionals and those wanting to do it themselves. All are welcome and provided with the assistance they require.

They have a big range of building products and pole shed design service, and take pride in their service. "If we haven't got it, we'll find it for you." The centre also sells ammunition and fishing gear.

The large store is on Talbot Street, just off the main centre, with plenty of parking and access

GERALDINE ITM

for loading. The Learys are still expanding, with plans for a new drive through building.



Geraldine Building Centre ITM

168 Talbot St, Geraldine
Tel 03 693 9397
Fax 03 693 7150

gbcs@extra.co.nz
www.itm.co.nz

This is just a snapshot of the Ruralco Suppliers in your region, for more check out www.ruralco.co.nz

TEMUKA

Many strings to their bow

Meeting the health needs of a spread-out rural and town population means Temuka Pharmacy has many strings to its bow.

They fill doctors' prescriptions, provide first aid supplies, sell a range of natural supplements, offer blood pressure testing, sell health and beauty products, take passport photos, make up blister packs to help manage medication and provide plenty of free and professional advice. You can even get your ears pierced.

Pharmacist Sherif Hanna said the pharmacy and its staff had to be versatile to meet the diverse needs of the Temuka community. With plenty of farmers in the area, the pharmacy is also using technology to help those who can't get to town.

The store has an iPad and access to professional health advice websites, and staff can email information to customers. The software can help assess someone's risk of conditions like diabetes, a stroke or depression, and whether they need to make a doctor's appointment.

Sherif said pharmacists were among the most visited health professionals so it was important to provide good advice. Private assessments could also be carried out.

The pharmacy has a website and Facebook page where people can ask questions about a health complaint or product. Purchases and some repeat prescriptions can be couriered to customers.

Sherif said the Facebook page allowed staff to make quick responses; those wanting privacy

can use the messaging system.

The pharmacy employs nine staff and two pharmacists, with loads of off-road parking. Access is from the State Highway 1 bypass (behind Temuka Pottery), or from the main road through Temuka town.



Temuka Pharmacy

81 King St, Temuka
Tel 03 615 7529, Fax 03 615 8920
orders@temukapharmacy.co.nz
www.temukapharmacy.co.nz

Versatile and hands on

Duncan Engineering in Temuka is expecting plenty of interest in the new feedbarn it has built at Seadown.

The 110m x 40m GEA feedbarn is a first for the engineering company,

which was started by Jill and Gary Duncan 30 years ago. Their sons Hayden and Brett are now part of a 22-strong workforce.

Jill said the feedbarn had been generating plenty of interest among the dairy community as farmers looked for ways to manage their environmental footprint.

Much of their work supports the dairy industry, from new conversions to repairs and maintenance.

Duncan Engineering has always been geared to the farming community and offers a range of services including backing gates, fabrication, design and build, precision engineering, engineering supplies, effluent, dairy plant and platforms and the new feedbarns. They are also an agent for Milfos, Westfallia, Houle and Norbco.

Jill said the company was also known for its work on stainless steel tanks, trailers and decks, and general engineering.

She said there was plenty of experience on the workshop floor and Gary remained a hands-on boss to keep in touch with the farming community's changing needs.

She said staff were versatile and able to complete projects from design to operational stage, meaning less stress for customers.

Duncan Engineering

8 King St, Temuka 7920
Tel 03 615 8624, Fax 03 615 6078
info@duncanengineering.co.nz



Shoes for all purposes

Kings Shoe Store is an institution on the main street of Temuka. The name has been synonymous with good shoes for decades, with current owner Annie Hartnett having been at the helm for the last 18 months.

The store has a reputation for selling quality brands like Ziera, McKinlays, Josef Seibel, Reiker, Clarks, Planet and Asics and many more. There are sizes for all the family, and shoes for all purposes, from slippers to dancing shoes and rugby boots.

Annie says it's not always easy finding shoes, especially if you have special needs feet requiring orthotics, or don't want fiddly laces or buckles. Kings customers' are all still treated to the shoe fitting service, with Annie's helpful advice.



The store has a big range of sizes and models, along with a Facebook page and website. If you can't get to town, Annie is happy to courier shoes to outlying addresses and other towns.

She said parking is no issue, with entrances off King Street or from the State Highway 1 bypass. Kings is open six days a week, and Annie two other part-timers on the shop floor.

Keeping with the leather theme, she also has leather handbags and has a big range suited to the coming winter season. Kings also sells school bags and school shoes.



Kings Shoe Store

91 King St, Temuka
Tel 03 615 7210



Calving Ropes

\$295 incl. GST

- Made to last
- Top quality stainless steel fittings
- Recommended by veterinarians




177 Alford Forest Road, Ashburton phone: 308 5842
 web: ashburtonmarine.co.nz email: ashburtonmarine@xtra.co.nz

Protect your DATA

Managed and monitored online BACKUP solution

Restore your data from any location. Rest easy knowing your personal or company data is secure. We offer affordable back up solutions for business and home users.




Computing Solutions

A 144 Moore St, Ashburton
 T 03 308 3400

F 03 308 3401
 E info@comsol.net.nz
 www.comsol.net.nz

Unique SOLUTIONS

human resource & safety management specialist

Let Cindy guide you through the health & safety process to ensure a strong safety culture within your company.

2014 CONFIRMED COURSE DATES

June 17, July 22, August 19,
 September 16, October 21,
 November 18

Cindy Meadows
 BBS HRM & CommMgt



28 Tancred Street, Ashburton Phone 03 423 2273 Mobile 021 850 443
 Email cindy@uniquesolutions.co.nz



flags & banners

everyprint can supply a range of motion flags, pull-up banners and take anywhere signage for your next trade show.

We can compliment all the signage with quality printed brochures and affordable giveaways like pens, balloons or even lollipops, and our graphic design skills will ensure you stand out from the crowd.

Phone 03 307 1659

175 Burnett Street, Ash



www.everyprint.co.nz



ABOVE: From left, Anna-Marie Libeau, Josh Marr, Mel Sowden (Store Manager) and Sophie Lilley

ATS Methven: supporting the local farming community

The crew at ATS Methven are on first-name terms with most of the members who cross their doorstep.

BY LINDA CLARKE

They like hearing family or farm news at their store – or the grocery store or over a beer. Store Manager Mel Sowden said taking time to know their community, and newcomers to it, was rewarding. The store is a one-stop shop for farmers in the area with staff on their toes to make sure all needs, from dairying to arable and stock, are covered.

The store was 10 years old last June and while it is a satellite of the larger Ashburton base, there is a definite family feel to it. Most of the staff are locals and though some are new to the store, they are not new to the district.

Mel has worked for ATS for three years, but she and her husband Graham have farmed sheep and beef for Paul and Sarah Grigg at Surrey Hills for 17 years. Agriculture is a way of life for her family; oldest daughter Stephanie is “farm-mad” and studying at Lincoln, while 12-year-old Anna is at Mt Somers Springburn School.

Mel says the ATS Methven team is also like a family and thrives in the small town where they know their customers well.

“We’re more like a family store, where people drop in for a chat about what’s going on in their lives. We

like that personal touch, remembering significant events or something special that has happened.”

Sophie Lilley, 21, started at the store last November, but she is no stranger having grown up on a 50ha mixed farm on the outskirts of Methven. Her father Bruce is a shearer and mother Robyn has worked in the wool shed with him.

Sophie went to Mt Hutt College then decided to follow her passion for agriculture by undertaking a BCom in Agriculture at Lincoln University (majoring in plant production and farm management).

Her university summer holidays were spent on Waimarama Dairies, at the base of Mt Hutt, and on the sheep and beef station at Hunter Hills, in the Hakataramea Valley.

She said Methven was a hard spot to beat. Not only was it beautiful, but the agricultural scene was exciting with the district full of innovative and excellent farmers. She can be spotted running the steam off her two adventurous Jack Russells, and on the slopes of Mt Hutt in winter – now she is no longer a poor student.

Sophie’s area of expertise in the Methven store is around chemicals.

“I order a lot of the agricultural chemicals and keep an eye on a few other things. Chemical is such a changing field and ATS provides lots of training opportunities to keep up with these changes.”

She said talking with farmers about what they used to control pests and diseases on farm also helped grow her knowledge, and she could keep them abreast of advances within the industry.

Anna-Marie Libeau, 24, came to Methven two years ago from the Waikato to be part of the Mid Canterbury dairying scene.

At the Methven store, she looks after retail sales, helping out in the dairy and animal health area.

Her three-year-old son Issac, keeps her busy outside of work and Anna-Marie is currently settling back in to normal life after she recently returned from the Berwick Outdoor Experience, a challenging eight-day physical pursuits course which ATS sponsored her to attend.

Josh Marr is the store’s after-school boy. The 17-year-old goes to Mt Hutt College and is in Year 13, thinking about studying at Lincoln next year.

His parents Ian and Sandra run an arable farm, growing mostly grain and cereal. He follows four brothers in the family line-up but is the only one living at home at the moment.

He loves the farming lifestyle and keeps busy off-farm playing hockey for Methven’s senior men’s team.

ATS

ATS Methven
88 Main St
Methven

Tel 03 303 2020 or 0800 BUY ATS (289 287)
Fax 03 302 8184
methven@ats.co.nz
www.ats.co.nz

For a high quality upholstery service

CONTACT THE EXPERTS AT TINWALD CANVAS



WE'VE GOT YOU COVERED

Lounge Suites, Arm chairs, Dining chairs, Cushions, Squabs, Antique Furniture, Deep Buttoning, Foot stools, Insurance Claims, Auto Trimming, Motor Bike Seats, Ute Covers, Pool Covers, PVC Covers, Hay Covers, Sail Shades and Carpet Binding.

Tinwald Canvas
Upholstery & Shade
"We've Got You Covered"

Ph 03 307 2354

Email tincanup@extra.co.nz

115 Main South Rd, Tinwald, Ashburton

www.tinwaldcanvas.co.nz





Co-operatives—an extension of your farm business, or your other business?

“I only sell the co-op half of what I produce, that way I keep them honest”, words spoken by one of the member owners of a small co-operative at an annual meeting.

BY RAMSEY MARGOLIS

He didn't realise he was shooting himself in the foot and it will come as no surprise that neither the co-operative nor its member owners were doing very well. Not only did that shareholder's actions reduce his own income from the co-operative but that year every shareholder lost out. Put simply, he wasn't engaged enough to know that the co-operative was his business and realize its importance.

Speaking to people about co-operatives, one of the first questions I might ask is this: “Is your co-operative an extension of your business, or your other business?” How would you answer that?

Farmers in New Zealand are generally involved with more than one co-operative, and your answer will be different for each. You get supplies from one co-operative and fertiliser from another, and it's likely that you're involved in an irrigation co-operative as well. You might also be supplying a co-operative: a dairy cooperative perhaps, or a fruit growers' co-operative, or a meat co-operative, and you may well get your insurance from a mutually owned insurance business.

As you'll be more involved with some co-operatives than others, whether a co-operative is an extension of your business or your other business will differ according to how important a particular co-operative is to your farm, orchard or smallholding—your primary business.

But one thing that is true for all the co-operatives with which you trade is that as one of the shareholders of a co-operative, you will need to look after your co-op(s) with as much care as you do your primary business.

Co-operatives help your farm by providing what you need for the business to run more cheaply than the competition, while at the other end of the process your co-op gives you higher returns for what you produce.

As farmers and growers, you use a co-op as your business because you want a self-help solution to a business opportunity, and collaborating with others as part of a co-operative offers that opportunity, where on your own you just can't achieve the success you're looking for.

In a co-operative, you will find genuine democratic control of the business, and the benefits you

receive throughout the year as well as at the end of each year are based on your participation.

Co-operatives are not profit-maximising entities: they either buy inputs as cheaply as possible and sell to member owners as cheaply as possible, or they pay the highest possible price for your produce and then sell it for as much as possible. In short, co-ops are in business to maximise the profits of their shareholders' primary businesses, while the co-operative itself is profit conscious—aiming to do better than break even as shareholders would need to support their co-op if it were to make a loss.

In accountant speak, member benefits from belonging to a co-operative are above the line. They are in business to serve the needs of member owners by ensuring availability of services, and provide better levels of service with either lower charges or higher payments. Often the co-operative might also act as the representative of member owners in a particular industry.

Co-operatives are in business for the long run, and while most people support their co-operatives through thick and thin, sadly not all do. Co-operatives build up the muscle they need to support all members by getting maximum support from all of them. As you read *Real Farmer*, remember that you're one of the owners, that you have a say in how that business is run, and that the prosperity of your co-operative is as important to you as the prosperity of your farm or orchard.

The prosperity of your co-operative is as important to you as the prosperity of your farm or orchard.



NEW ZEALAND

For Business or Pleasure
ASURE
 has a destination for you

Loyalty Programme
 Stay 9 nights at 3 ASURE
 properties and receive \$100 off
 your 10th night!



- Kaitiaki 0800 118 100
- Kerikeri 0800 407 762
- Whangarei 0800 405 406
- Whitianga 0800 743 784
- Auckland Central 0800 283 336
- Auckland South/Airport 0800 22 33 33
- Hamilton 0800 80 80 90
- Te Awamutu 0800 22 11 66
- Tauranga 0800 006 2297
- Tauranga 0800 427 288
- Whakatane 0800 830 130
- Rotorua 0800 725 626
- Gisborne 0800 222 550
- Taupo 0800 800 670
- New Plymouth 0800 475 757
- Turangi 0800 456 284
- Napier 0800 68 44 77
- Wanganui 0800 800 843
- Kapiti Coast 0800 52 66 83
- Palmerston North 0800 22 56 45
- Picton 0800 421 999
- Masterton 0508 644 644
- Nelson 0508 376 683
- Lower Hutt 0800 433 764
- Blenheim 0800 82 81 80
- Westport 0800 66 00 33
- Greymouth 0800 844 846
- Hanmer Springs 0800 11 45 11
- Hokitika 0508 54 94 94
- Fox Glacier 0800 828 814
- Christchurch 0800 287 446
- Haast 0800 500 703
- Ashburton 0800 222 737
- Omarama 0800 743 772
- Timaru 0800 50 33 50
- Wanaka 0800 438 333
- Cromwell 0800 236 4653
- Queenstown 0800 656 665
- Oamaru 0800 62 62 78
- Te Anau 0800 188 779
- Dunedin 0800 477 769
- Dunedin 0800 755 200
- Alexandra 0800 75 88 99
- Milton 0800 400 456
- Gore 0800 62 55 34
- Invercargill 0800 667 000



Reservations • ASURESTAY.com
Your Comfort Is ASUREd





From shelter belts to ornamentals

Like any farm crop, growing good trees and shrubs takes time and care. BY LINDA CLARKE

Rodney Williams of Lakeway Nursery says trees that survive our unique climates are not grown by accident, but with good preparation and post-planting care.

Rodney and wife Pam bought the Tinwald nursery 17 years ago and grow and sell trees and shrubs for all purposes, from shelter belts and dairy shed screens, to house and driveway ornamentals.

Rodney says his passion for plants began during his time as a grain and seed agent, and he and Pam have expanded the business over the years, helping people choose the right plant for the right location and purpose.

Lakeway offers free on-farm consultations to farmers wanting trees and shrubs for shelter or riparian strips, or to beautify dairy sheds or other parts of the farm.

Their point of difference is providing honest advice about what to plant and how.

Rodney says the on-farm consultation lets him see the landscape and what is needed. For example, Mid Canterbury's varied climate, with out-of-season frosts and alpine or coastal influences, and varying soils mean trees that thrive in the hills might not do so well on the coast.

"The visit lets me see what will suit their farming practice and irrigation style, and I then recommend plants to match."

Planting is only one step in the process though. Ground preparation and post-planting care have a big influence on whether the trees or shrubs will grow well. "You wouldn't plant a crop of barley in amongst cocksfoot. Cleaning up and preparing the ground

you will plant is fundamental to success. Post-planting care is also critical.

"Often people put trees in with good intentions, but get busy with other priorities and the trees don't get release-sprayed or cared for."

Weeds and hares, he says, are the two main enemies. Hares won't eat the young trees or shrubs, they just mutilate them.

Rodney says tree guards are a good option to help with both weeds and the furry four-legged pests.

Farmers are encouraged to stick to the tree care programme, which can last up to 18 months. The results are obvious.

Lakeways can provide complete establishment service, part service or provide detailed care instructions for the DIYer.

"Plants are no different than any other crop and we provide husbandry advice and information tailored to suit."

The nursery grows both container and bare-rooted trees and shrubs. Bare-rooted deciduous trees are best planted in the winter while container plants can be planted any time; natives prefer to be in the ground after the coldest days.

Rodney's experience with our climate and changing agricultural practices over the years means his advice can help achieve best results. While his on-farm consultations are mostly



ABOVE: Some beautiful interiors available in the nursery store

MAIN IMAGE: The many varieties of plants available

in the Canterbury region, he is happy to dispense advice over the phone or arrange visits further afield.

He said last year's big windstorms had resulted in phone calls from farmers looking for alternatives to pine and gum trees for shelter. "Pines were fine as long as they were topped or hedged, judging by that recent disaster, but sequoias and wellingtonias might be worth considering as new plantings."

Lakeway Nursery also has contact with the Bees for Trees programme, helping farmers plant trees and shrubs that support bees so vital in crop pollination.

The nursery has been supplier since 1997. Over the past seventeen years they have expanded both the farm shelter and retail business and have a large and extensive range of product.



Lakeway Nursery
100 Grahams Rd
RD 4, Ashburton

Tel 03 308 9950
lakeway.nursery@clear.net.nz

Co-op News

South Island Supplier Directory

Have you been wanting a full list of all the Ruralco Suppliers in your area that you can have with you in the car, or at home? We have printed a regionalised, South Island Supplier Directory for 2014 which is available upon request. Inside you'll find all the Ruralco Suppliers* listed by category, and their contact details.

To order your complimentary copy today contact us on 0800 RURALNZ (787 256) or email us at ruralco@ruralco.co.nz. You can also check out the directory online at www.ruralco.co.nz/publications/supplierdirectory.



ATS



INSTORE DAYS '14

The 20th annual ATS Instore Days are coming up! For those of you unfamiliar with them, it has been described as a mini-field days, and is a great opportunity for you to come along and make the most of some fantastic deals on offer from both Ruralco Suppliers and ATS retail suppliers.

It is also a great place to catch up with other cardholders and farmers from throughout the central South Island. Make sure you remember to bring your Ruralco Card along.

Keep an eye out for the dates which are coming soon!

Check out the new suppliers in Nelson, Marlborough and Tasman

In mid-May we launched the Ruralco Card in the Nelson, Marlborough and Tasman regions, meaning lots of new suppliers at which you can use your Ruralco Card. These new suppliers have some fantastic deals on offer, so jump in and support them by using your Ruralco Card next time you visit. To keep up to date with where you can use your Ruralco Card, visit www.ruralco.co.nz/suppliers/newsuppliers.



Have you visited us on Facebook yet?



If you'd like access to the latest news from Ruralco, images from events, exclusive Facebook competitions and more, then visit us at www.facebook.com/ruralco and like us today.



Winter is here

Daylight savings is long gone, and the nights are getting shorter and shorter. Are you prepared for the cold days and nights of winter? Here are some things you need to think about:

In case of a power cut or snow event:

- Check your generator runs well
- Fill up your gas bottle
- Warm blankets and hot water bottles are good to keep the kids warm, especially if you don't have a fire
- Stock up on candles and matches, or torches and batteries
- Some easy food to cook over the fire or barbeque, and hot drinks are good to have handy

If you're a winter lover:

- Get your skis/snowboard waxed and edges sharpened
- Make sure you have some warm thermals, a decent beanie and pair of gloves

- Stock up on some snacks and hot drinks
- Get some chains for your vehicle
- Grab a camera to capture your winter memories

For the driver of the family:

- Check the basics of your vehicle; tyre pressure and tread (remember the spare!), oil level, water level and antifreeze, lights
- Make sure you have a decent set of chains which fit well, especially if you live out of town
- Avoid sudden braking or direction changes to minimise the chance of losing control on black ice
- Carry a working torch and spare batteries
- Jumper leads are always handy

To find suppliers in your area which can help you cover these checklists, have a look at www.ruralco.co.nz/suppliers, or request your copy of the supplier directory by contacting us on 0800 RURALNZ (787 256) or ruralco@ruralco.co.nz.



Ruralco Supplier Discounts

We have worked hard to secure you the best discounts possible using your Ruralco Card, it is important to note however that while you may get a discount on retail items, quite often this will not apply to quotes or sale items. Discounts are applied by the supplier at time of purchase, so make sure you let them know you are intending to pay via your Ruralco Card. You can check the discount for any supplier by visiting their page on www.ruralco.co.nz, if you still have any queries or questions you can contact us on 0800 RURALNZ (787 256) or ruralco@ruralco.co.nz.

Members' Choice Award—it's your call!

We're asking you to select your favourite supplier, someone who offers you great value for money, exceptional service and goes beyond the call of duty to meet your needs. The supplier which receives the most votes will receive the prestigious Members' Choice Award at the 2014 Ruralco Supplier Awards. To cast your vote email ruralco@ruralco.co.nz, visit www.ruralco.co.nz/memberschoice or call 0800 (RURALNZ) 787 256. Get in quick, voting runs until 1 July.



Visit us at AgFest

On 4 and 5 July, Ruralco will be at AgFest and we're looking forward to seeing you there. Bring along your Ruralco Card, drop in to our tent and we will refund your entry fee. While you're there, grab a hot drink and catch up with one of our representatives, and make sure you visit our Ruralco Suppliers who will also be out and about.

**Offer valid for up to two entries only across both days. Ruralco Card must be presented to staff at the Ruralco Site to claim offer. The cost of entry will be credited to your account by Ruralco.*





Top Drawer Sheet Set
from \$203.00

Eden Feather Down
Café Blankets
from \$104.70 each



ATS, keeping you warm and cosy this winter



Lasagne, 3kg
available in beef
\$33.90 and
Chicken \$39.40

Rimmed 16 Piece
Dinner Set only \$75.00



French Blue
Bowl only \$86.90



Eden Bath
Towels
only \$19.40
each

Wild South Long
Sleeve Shirts from
\$84.70 each

Wild South
Café Sweater
only \$131.80

Weft Market
Day Jacket
only \$225.20

Wild South
Awakino Jersey
only \$161.90



DISCLAIMER
Products available
through ATS Stores
Members price as
pictured. We cannot
guarantee availability
of stock on all
pictured items.



0800 BUY ATS (289 287)

Ashburton / Methven / Rakaia

www.ats.co.nz

ATS



Out and about

ATS Federated Farmers Nutrient Seminar & ATS Longbeach Coastal Challenge Proceeds Presentation

1. Robert Ellis and Paul Taylor / 2. Colin Fleming, Chris Wylie and Denis Taylor / 3. Neil Simons / 4. Duncan Bar / 5. Hugh Wigley, Kevin Geddes and Andy Grant / 6. Glen Taitt, Adam Wilson and Andrew Bennett / 7. Carly Sluys, David Clark and Shona Sluys / 8. Bruce Kell and Blair Watson / 9. Jo Naylor and Gary Brown

Classifieds

AIRPORT SERVICES



AIRPARK CANTERBURY
CUSTOMER SERVICE. EXCELLENCE

Airpark Canterbury Ltd is the **only privately owned 24hr off-site airport car park in Christchurch**

Official sponsors of the
Christchurch Rugby Union

OPEN 24/7
FREE COURTESY SHUTTLE!
"Support Christchurch privately owned local business"



0800 AIR PARK (24 77 27)
www.airparkcanterbury.co.nz

AUTOMOTIVE

Hinds Mechanical Services

- Mechanical repairs
- WOF
- Maintenance on:
Cars, Trailers, Agricultural & Commercial Vehicles

KUMHO TYRES Rural

P: 03 303 7822 M: 021 0290 5347
E: hindsmechanical@hotmail.co.nz
State Highway 1, Hinds, Canterbury

in your Yard or on the Farm



Tyre Repairs & Replacement
24 Hour Service
(callout applies after hours)

NEUMANNSTYRES

Phone 308 6737
www.neumannstyres.co.nz

Rosco AUTO DISMANTLERS

For your farm truck we have a huge range of tail lights, headlights and indicators—non genuine at lower prices.

Specialists in
AUTO RECYCLING

PHONE 308 8634

40 Robinson St,
Riverside Industrial Estate, Ashburton

CLEANING

WRIGHTS DRYCLEANERS

The Professionals *you can trust.*



8 Grey Street
Ashburton
P: 307 8360

CLOTHING

CC Collections

CENTRAL SOUTH ISLAND LOCATIONS

ASHBURTON
200 East St - (03) 308 5175

BUSH INN CENTRE
Riccarton - (03) 348 0890

HOMEBASE
199 Marshland Rd, Shirley - (03) 385 0696

PAPANUI
29 Main North Rd - (03) 352 1116

SYDENHAM
363 Colombo St - (03) 365 7325

TOWER JUNCTION
66 Clarence St, Riccarton - (03) 341 8226

NORTHTOWN MALL
98 Evans St - (03) 688 3669

STAFFORD STREET
192 Stafford St - (03) 684 5987

RANGIORA 19 Ashley St - (03) 313 7568

www.cccollections.co.nz

COMPUTING

Computing Solutions

Ashburton's leading computer company.

144 Moore St
Ashburton
Ph: 03 308 5077
Fax: 03 308 3401

Email: info@comsol.net.nz
www.comsol.net.nz

DECORATING

quality paint colour advice wallpaper curtains

We have everything you need to decorate. Enjoy Ruralco discounts and a quality Resene finish on your project. Come in and see us today at your local Resene ColorShop.

100% KIWI
the paint the professionals use

Resene

0800 RESENE (737 363)
www.resene.co.nz

FLORIST

allenton florist



Bring colour into the world

Celebrate any special occasion with a beautiful and colourful flower arrangement from Allenton Florist.

P | 03 308 3342
F | 03 308 3035
E | flowers@allentonflorist.co.nz
W | www.allentonflorist.co.nz
85 Harrison St, Ashburton

FURNITURE MOVERS



THE ASHBURTON FURNITURE MOVERS DIFFERENCE

From packing, clean-up, storage & moving your whole household to delivering a recent large purchase, we do it all. Call today for a quote.

0800 relocate
(0800 735 622)

ashburton furniture movers ltd

afmovers@xtra.co.nz

MARINE

ASHBURTON MARINE

SUZUKI MARINE WORLD'S BEST 4-STROKE
HONDA MARINE

- Accessories
- Sales
- Service
- Fibreglass Repairs
- Servicing of all makes & models

177 Alford Forest Road
Ashburton
Tel 03 308 58 42
Fax 03 308 5842
ashburtonmarine@xtra.co.nz
www.ashburtonmarine.co.nz

OFFICE SUPPLIES

ink refill service available at your local **Paper Plus**

black refill \$20 ea
single colour refill \$15 ea
tri-colour refill \$35 ea

100% guaranteed ink cartridge refills

cartridgeplus THE REFILL SERVICE

BUTCHERY

Turnbull's Butchery
Serving inland Mid Canterbury since 1929

**Mobile Abattoir for
 on-farm slaughtering**

Processing

Pack and label

Ph: 03 302 8450
 Fax: 03 302 8854
 Email: hgtturnbull@clear.net.nz
 21 Dolma Street, Methven



CANVAS & UPHOLSTERY



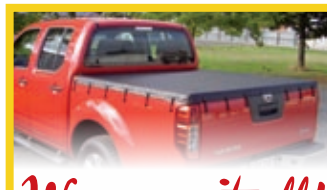
**MOTORBIKE SEAT
 COVERS**

Recover your ripped seats
 and add our protective
 Canvas Tough Cover.

Call us today on 03 308 8893
 to find out more.



PETER MAY
 AUTO TRIM, CANVAS & SHADE



We cover it all!

Auto Trimming, Motor Bike Seats,
 Boat Seats, Ute Covers,
 Boat Covers, Pool Covers,
 PVC Covers, Hay Covers,
 Sail Shades, Caravan
 Awnings, Trough Covers



Tinwald Canvas
Upholstery & Shade
"We've Got You Covered"

115 Main South Road, Tel 03 307 2354
 Tinwald, Ashburton tincanup@xtra.co.nz

CLEANING

acs
 Ashburton Cleaning Services

**Pre Inspection &
 Regular Cleaning
 contracts**

Dairy Housing
 Domestic Housing
 Industrial
 Commercial

We clean to a standard, not a price

PO Box 133
 Ashburton

Tel: 03 307 2656

info@ashburtoncleaning.co.nz



ELECTRICAL



We supply:

36 YEARS EXPERIENCE

- Installation of 22kv high voltage underground cable and low voltage underground cable to dairies, houses, pumps, etc.
- Line construction and maintenance of existing overhead power lines.
- On site inspection of job and free competitive quotes.

**LINE CONTRACTING
 SERVICES LTD**

77 Grahams Road RD4 Ashburton
 PH 027 4542 700 AH 308 5376



ELECTRONICS

FRIZZELL
 Agricultural Electronics

Electronic Farm Scales
 from \$780+GST

Well Depth Meters
 from \$285+GST

Weather Stations
 from \$149+GST

Irrigation Monitoring
 Equipment from \$195+GST
 Farm Weigh Bridges
 from \$3800+GST

For free information on our wide range of
 products contact Alastair Frizzell on
 03 318 1333, or your local contact
 Viv McLachlan on 03 302 7065 or
 027 506 6434 or sales@frizzell.co.nz

www.frizzell.co.nz



ENGINEERING SUPPLIES

THE FRONT STORE
 ENGINEERING SUPPLIES

**Largest
 Suppliers
 of quality
 Engineering
 Supplies in
 Mid
 Canterbury!**

136-144 Moore Street, Ashburton
 Ph: 03 308-9917

0800 F STORE

(0800 378673)

www.thefrontstore.co.nz



FENCING

**Ed Body
 FENCING**
 LIMITED



edbodyfencing@yahoo.co.nz

Ph 0274 399 322

PEST CONTROL

Its an ideal time
 to book your
**RODENT
 CONTROL**



SPIDERBAN

0800 556 778
 308 0051

www.spiderban.co.nz



PLUMBING

**Septic
 Tanks**

On call
 24 / 7



Drain
 Jetting now
 available

**Blocked
 Drains**

Allen's
 ASHBURTON

LIQUID WASTE DISPOSAL

Phone 03 308 5293
 or 0274 333 563



STOCK SERVICES



**Time to make
 burgers not milk**

Call HRL now to discuss the
 optimal outcome for when it's
 time to cull your dairy cows.
 From farm to processing we
 have you covered.

Marty Amos 0274 620 122
 Hayden Ross 0274 620 133
 Geoff Wright 0274 620 131
 David Hazlett 0272 355 300



HRL
 Hazlett Rural Limited

VEHICLE REPAIRS

**bus & truck
 Body Works**
 limited

**PANEL BEATING &
 SPRAY PAINTING**

**Repairs, Refurbishment
 and Maintenance of...**

Trucks, Buses, Coaches &
 Motorhomes, Caravans,
 Trailers & Farm Machinery,
 Horse Coaches & Floats, Jet
 Boats & Light Engineering.

Insurance Work

17 Range St
 (Industrial Estate)
 Ashburton
 Phone 307 0378



Winter Warmers at **Laser**



Order your Generator NOW

Various sizes quoted specific to your requirements.

- From 2.5kva single phase to 500kva PTO or engine driven
- Complete installation and generator change over switch
- Safe, legal and tailored to your budget



Largest Woodfire in NZ

The Masport R10000
is available now!

- 26.4kW output
- Efficiently heats up to areas of 260m²
- Overnight burn up to 12 hours
- Ashpan drawer
- Large cooktop area



Fed up with downlight problems?

We have the deal for you!

Replace your existing downlights with our new LED Downlights and enjoy these benefits:

STOP losing heat through your downlights

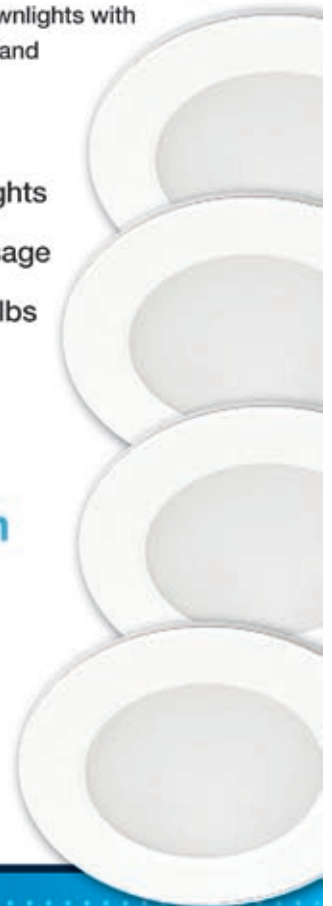
STOP High power usage

STOP buying lightbulbs

FREE
Installation
for the month
of July -
book now!

10w \$80 + gst

13w \$100 + gst



Laser

Plumbing & Electrical

Laser Plumbing & Electrical **Ashburton**
726 East Street, Ashburton

Laser Electrical **Rolleston**
831 Jones Road, Rolleston

Laser Electrical **Geraldine**
17 Peel Street, Geraldine

Laser Electrical **Temuka**
44 Vine Street, Temuka

24 hour service
7 days a week

0800 LASER 4 U

(0800 527 374)

www.laserelectrical.co.nz
www.laserplumbing.co.nz

