

Real Farmer

FOR EVERYTHING FARMING AND FAMILY

APRIL / MAY 2015



Farm
diversification
pays dividends

Study reveals some
quick fixes for
irrigation efficiency

Moving south and
crossbreeding proved
best farming decision

The lay of the
land: Pastoral
sector faces a mix
of returns

Cutting their
own mark

Real discounts for real farmers

Real farmers need more than just a charge card, you deserve a card with genuine discounts



BNT Automotive
www.bntnz.co.nz

20%
off most products

RURALCO TOGETHER WITH ITS SUPPLIERS SAVING YOU SERIOUS MONEY

CUSTOMER COPY / CONDITIONS APPLY
Check the Ruralco website for full discount details



Veehof
0800 833 463
www.veehof.co.nz

Receive a
\$300 discount
when you purchase a Wopa Hoof treatment crush.

Offer expires 30 April 2015
RURALCO TOGETHER WITH ITS SUPPLIERS SAVING YOU SERIOUS MONEY

CUSTOMER COPY / CONDITIONS APPLY
Check the Ruralco website for full discount details



Fuel
0800 RURALNZ (787 256)
www.ruralco.co.nz

12¢ per litre*
discount off the pump price at Mobil Service Stations everyday nationwide

*Discount current as at 1 January 2015
RURALCO TOGETHER WITH ITS SUPPLIERS SAVING YOU SERIOUS MONEY

CUSTOMER COPY / CONDITIONS APPLY
Check the Ruralco website for full discount details



Mico Plumbing
0800 844 448
www.mico.co.nz

Get
17.5% discount
off most products with your Ruralco Card

RURALCO TOGETHER WITH ITS SUPPLIERS SAVING YOU SERIOUS MONEY

CUSTOMER COPY / CONDITIONS APPLY
Check the Ruralco website for full discount details



PlaceMakers
0800 PLACEMAKERS
www.placemakers.co.nz

Use your Ruralco Card for up to
30% discount
on selected products

RURALCO TOGETHER WITH ITS SUPPLIERS SAVING YOU SERIOUS MONEY

CUSTOMER COPY / CONDITIONS APPLY
Check the Ruralco website for full discount details



Steel & Tube NZ
0800 800 WIRE (9473)
www.steelandtube.co.nz

Purchase three 100m rolls of either Hurricance Staytight 8.80.30 or 8.90.30 netting and receive a **free 5kg box of Hurricane NZ made staples**

T&C's apply, offer expires 30 April 2015
RURALCO TOGETHER WITH ITS SUPPLIERS SAVING YOU SERIOUS MONEY

CUSTOMER COPY / CONDITIONS APPLY
Check the Ruralco website for full discount details

Animal Feed

	DISCOUNT
Advanced Feed Methven	5%
Milligans Feed Oamaru	7.5%
Petsmart.NZ Invercargill	10%
Seales Winslow South Island Wide	Convenience
Sgt Dan Stockfoods Gore	3%
The Feed Shack Rangiora	2.5-5%

Animal Health

	DISCOUNT
Afterhours Vet Ashburton	7.5%
The Vet Centre Mapua, Motueka & Richmond	7%
Town & Country Vet Richmond	5%
Vetent Ashburton Mayfield, Rakaia & Timaru	7.5%
VetEnt Pets Ashburton	5%
Vetlife Limited South Island Wide	8%

Dairy Services

	DISCOUNT
Aakland Chemicals Nationwide	12%
Duncan Engineering Temuka	5%
Global Milking Systems Invercargill	Quoted Pricing
Grasstech NZ Lesston	10%
Liberty Genetics Nationwide	5%
Stocker Dairy Services Ashburton & Culverden	7.5%

Don't have a Ruralco Card? Call now and start saving

0800 RURALNZ (787 256)

www.ruralco.co.nz

Real discounts for real farmers



Contents

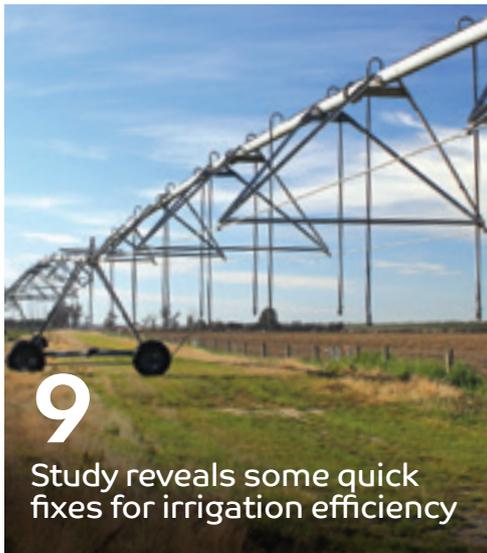
APRIL / MAY 2015

Cover Story



3

Farm diversification pays dividends



9

Study reveals some quick fixes for irrigation efficiency



18

The lay of the land: Pastoral sector faces a mix of returns



22

Moving south and crossbreeding proved best farming decision



32

Cutting their own mark

Features

- 3** Farm diversification pays dividends
- 9** Study reveals some quick fixes for irrigation efficiency
- 18** The lay of the land: Pastoral sector faces a mix of returns
- 22** Moving south and crossbreeding proved best farming decision
- 32** Cutting their own mark
- 44** Strong farming community in West Coast haven

Profiles

- 13** First port of call for engineering expertise
R R Fisher
- 29** Looking after dairy farmers
Global Milking Systems Ltd
- 31** Timing is everything for fodder beet crops
Harrisons Spraying Services Ltd
- 37** Offering the full Hydraulic service
Hydraulink
- 41** Going the extra mile
Smart Engineering Services
- 51** Keeping you clean and comfortable
Wrights Drycleaners

Regulars

- 7** How important is your rural supply co-operative to you and your business?
- 15** An autumn that follows a drought
- 38** Resistance is real
- 49** Tech Tips
- 53** Ruralco News
- 55** Classifieds



ON THE COVER:
The Ensor family from
Tyntesfield Estate

IT'S ALL IN THE *Detail* :

Let our passion and experience provide inspiration for your special day. Visit our showroom, or call Toni May to discuss your special event details.



Phone | 03 908 8893
 Email | info@petermay.co.nz
 151 Alford Forest Rd, Ashburton

www.pinterest.com/petermaymarquee
 www.fb.com/PeterMayMarquee
 www.petermay.co.nz



SAVE SAVE SAVE
ON EVERYTHING FOR YOUR HOME!
PLUS WE DELIVER & INSTALL

FURNITURE & BEDS



APPLIANCES & COMPUTERS



MANCHESTER, HOMEWARES, CARPET & FLOORING



SPORTS, OUTDOORS, MOWERS & HEATING



26 Hardy St, NELSON Ph: 548-2149 | Queen St, RICHMOND Ph: 543-8080
 18 Kinross St, BLENHEIM Ph: 577-2690 | 130-134 Beach Road, KAIKOURA Ph: 319-6350
 Cnr Boundary & Herbert Sts, GREYMOUTH Ph: 768-4205 | Colombo St MegaStore
 Ph: 983 3000 | Bush Inn MegaStore, RICCARTON Ph: 343 1300 | Northwood MegaStore
 Ph: 375 9999 | 138 Kermode St, ASHBURTON Ph: 307 9110 | 15 Stafford St, TIMARU
 Ph: 687-9159 | 28 Eden St, GAMARU Ph: 433-1000 | 375 Andersons Bay Road, DUNEDIN
 Ph: 466-4650 | Remarkables Park - Franklin, QUEENSTOWN Ph: 442-4740
 54-56 Tarbert, St ALEXANDRA Ph: 440-2050 | 19 Reece Cres, WANAKA Ph: 443-7032
 100 Leven St, INVERCARGILL Ph: 211-0010 | 19 1/2 St, GORE Ph: 203-9024



PLUS CHECK OUT MORE ONLINE AT WWW.SMITHSCITY.CO.NZ

EVERYTHING FOR YOUR HOME



APRIL 2015

Farm diversification pays dividends

Joining viticulture with sheep and beef 20 years ago has dramatically changed the dynamics of a Marlborough farm but has also helped to secure its future. BY KATE TAYLOR

Tyntesfield was previously a 2,800ha sheep and beef farm in the Waihopai Valley with fattening country at the front and running into some very rugged country at the back.

“Early development, particularly with tractor work and fencing had dramatic changes in the first 10 years. Stock numbers went up and peaked at 13,000 stock units. By then we could see little upside in the livestock operation and grapes were a timely addition to the enterprise. The river flats grew good lucerne but were stony—perfect grape land,” says David Ensor, who at the time was farming with his brother Edward (having taken over from their father Harold and their grandfather, also Edward).

“We took the plunge 20 years ago (1995) and planted the first paddock into vines. When we got the first cheque off that it blew us away. We thought we better have some more of this stuff. The first grape cheque off 12ha was the same as the wool cheque off 2,800ha.

“We suddenly realised that world was passing us by so we have been progressively planting since then and now have 100ha of vines. We’ve been getting drier years and we seem to be getting diminishing returns for sheep wool and cattle. It was a Godsend that we made that change 20 years ago when we could still financially do it. We still need both aspects of the farm though—there are good profits in grapes but there are also risks. One frost can ruin the lot.”



LEFT: Some of the Ensor family from left Ben and Lisa with children Hugo and Harriet, Karen, Tim and David
BELOW: The 100ha vineyard grows grapes under contract to four different wineries

David says they had to change their approach to the grapes in the early days.

"We initially thought contractors would do everything, but realised it was more of a hands-on thing so Edward went the way of the vineyard and I carried on with the livestock. So it has transpired that Ben is now on the vineyard, he has a bit of a passion for growing grapes, and Tim is more interested in livestock."

"...the brothers saw diversification would allow the two growing families to continue farming together and stay at Tyntesfield."

Sadly Edward passed away suddenly in 2007 aged 58. Ben is Edward and Helen's son and Tim is David and Karen's son.

Ben says the foresight to begin the vineyard came from Edward, after the brothers saw diversification would allow the two growing families to continue farming together and stay at Tyntesfield.

"I remember Dad trying to convince some wineries to just visit the farm... getting them to even consider the possibility of grapes was hard work," says Ben.

"In those days grapes had not even entered the Waihopai valley (today they are right to our boundary). It was Steve Smith from Villa Maria at the time who saw the potential and

vision that Edward had and backed him with a supply contract."

While Tim has just returned, Ben came back to the farm after his dad died—he and wife Lisa have two children, Harriet is almost seven and Hugo is five. Ben did a Bachelor of Commerce (Agriculture) at Lincoln University before working in rural banking for about eight years.

"It was good to have that time away to do something else, to see and learn a lot about the financial side. It was always the long term plan to come back to the vineyard, but I came home earlier than expected in 2007, when Dad passed away, to take over his job."

He says working in the business with Tim was how his father and David started out.

"The vineyard gave them the opportunity to be in business together but not on each other's backs all day. They each had their own side of the business and they met in the middle for overseeing the overall business. Tim is coming in now and David has started pulling back."

Under Ben's management, the 100ha vineyard grows grapes under contract to four different wineries—Villa Maria, Cloudy Bay, Whitehaven and Giesen—growing 75 percent Sauvignon Blanc with the remainder planted in Riesling and Pinot Noir.

He says they have more land suitable for grapes but water becomes an issue with any expansion. An existing dam services 50ha and water for the remaining 50ha comes directly from the Omaka River.

"We will probably need another dam in the future if we are going to expand the vineyard. Water is definitely a limiting factor," he says.

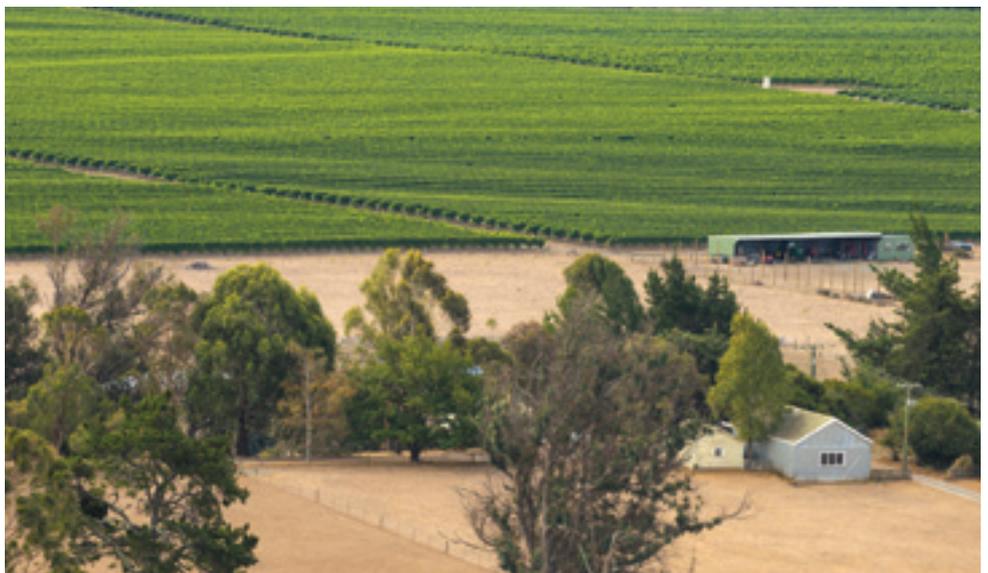
The livestock side of the business is both breeding and finishing.

"Finishing has been harder to do in recent years with drier conditions and not having as much lucerne as we used to have. The season's just getting tougher," says David.

Tyntesfield's Angus cow herd is being increased to 300 and we now sell calves instead of fattening the progeny.

"This suits the seasons—more roughage on the hill and less fattening feed," David says.

"We breed our own bulls, just buying an outside bull once every three years and breed from an elite herd. We just try to buy retired stud bulls from other breeders. This is an ongoing thing from years ago. It's something we've always done—being able to breed bulls that suit our country. I'm also interested in that side of the business—progressing genetics."



The property carries 3,000 Corriedale ewes (with rams bought from Robin Wilson at West Melton in Canterbury) lambing at 125 percent and 1,000 Merino ewes on the rougher back country (rams bought from the Black Forest Stud at Lake Benmore). The Merinos lamb at 85 percent which is lower than the Ensors would like.

"It should be 100 percent so we've been a little concerned about that and are working on bringing it back up," says David.

"In good years we can fatten most of the progeny. It depends on the season—the market wants bigger lambs now, which is harder for Marlborough to produce, so most are sold as forward stores. The average weaning weight is 30kg. We kill at about 15kg carcass weight (CW) but the market is after 18kg CW."

There's a twist to the sheep policy on the property. The Ensor's Corriedale breeder, Robin Wilson, has been buying all of their wether lambs.

"He buys them at a premium, with Alliance, and sends them out to fatteners and then they go back to Alliance, which wants Corriedale lambs



Lake Coleridge in Canterbury and down through the Mackenzie Basin. He also spent a few months overseas before working on an outfitting hunting and guiding place in Ukon, Canada.

"Coming home has always been in the long term plan—it was just a matter of when it was going to fit in with Dad and when he started easing up with things and trying to get a bit of work experience on other places as well—other experience, other properties, other people's ideas. I've always enjoyed the livestock side of the business. I like the lifestyle of working with animals and being out in the country on a daily basis."

He says he's looking forward to working together with Ben, like their fathers did before them.

"It's a bit unknown what goes on after that, but the aim will be to keep it in the family."

David was looking forward to Tim coming home to work. "It's very important to see the farm passing on to the next generation. It's very satisfying to see the work you've put in carrying on under the family umbrella."

"We're lucky to have such wonderful waterways, the mountains behind us and the Marlborough Sounds on our doorstep."

He says it's easy to be positive about the area they live in. "We're lucky to have such wonderful waterways, the mountains behind us and the Marlborough Sounds on our doorstep."

Blenheim is just 25 minutes away. "The service industry has had to grow rapidly for expanding vineyards in Marlborough but is very supportive now."

He says the family is always trying to improve the business and improve the land they farm as the district around them continues to evolve.

"A lot of the lower land has been converted completely to grapes. Some places with a balance of hill country and flat land have grown both—grapes and animals. It is nice for us to have the

ABOVE: The next generation of Ensors in the family's vineyard

LEFT: Tyntesfield's Angus cow herd is being increased to 300

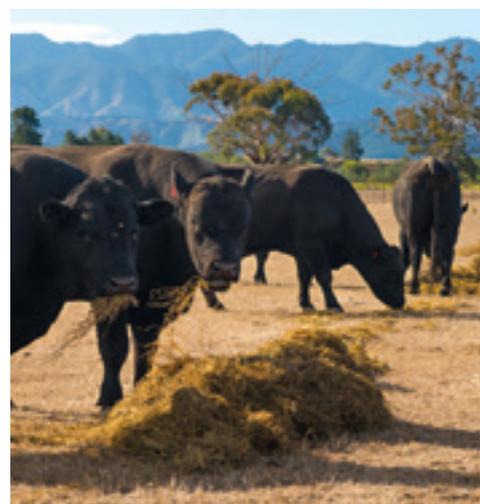
BELOW: The property carries Corriedale and Merino ewes

diversification and the spread of income as well. We're always bouncing around ideas about how it will all evolve, but it's growing as a large family company at the moment."

The next generation will make its mark.

"I see now as we move forward that we will need to keep looking for the next opportunity to diversify the business even further," says Ben.

"Something non-commodity related to some extent could be of interest or developing another business from the land/resources we already have.



for specific markets—they pay a premium so the idea is the ram breeder sells more rams, we get more for our lambs, the fatterer gets the bonus and we all get a bonus from Alliance at the end of the process if it's all successful. It's the first season for us but has actually been running for about three seasons," David says.

It means the ram breeder makes the most of their own genetics. Lambs are shorn in the spring so the wool clip is a known factor.

"Alliance likes to have a guarantee of quality of what they're getting as well, it's a win-win situation all the way through the system. We're very keen for that to be continuing thing. It suits us as a breeding property more than a fattening property."

Tyntesfield has had the services of stock manager Nick Fraser for about 18 months. "I found the hills weren't getting any flatter," laughs David. "But Tim is also helping in that department and will evolve into that position."

Tim, 25, returned last September. After growing up in Renwick and attending Christ's College, he went to work on Mt Linton Station in Southland for two years before shepherding at



"The family business model can be very strong. The key is having the right people in the right places in the business. Identifying and accepting where you may have a weakness and putting in place the people and procedures to help. Sometimes it is easy to get caught up in the day to day running of the operation and forget the bigger picture and game plan. A good business needs to have a strong vision of where it is heading, by having these key people working with you it allows you to get on with the most important job... steering the ship."

never run out

Who can you depend on for
farm bulk fuel delivery?



With over 30 years of experience supplying bulk fuel to
Canterbury Farmers, you can depend on us to deliver your
fuel when you need it.



Allied
Petroleum

0800 383 566
alliedpetroleum.co.nz

HCA.CO.NZ ALD0345

How important is your rural supply co-operative to you and your business?

Co-operatives are based on a hugely successful business formula with many of its membership found in a wide variety of sectors. By definition, according to Co-operative Business New Zealand, a co-op is “a user owned and controlled business where benefits are derived and distributed equitably on the basis of use”. NEAL SHAW, GROUP CEO

The principles revolve around voluntary and open membership; democratic member control; member economic participation; autonomy and independence; continuing co-operative education, training and information; co-operation among co-operatives; and concern for community.

When narrowed down, there are only three rural supply co-ops in New Zealand – Farmlands, Farm Source (RD1) and ATS (one of the co-operative founders of Ruralco). Both ATS and Farmlands have their roots in the early 1960s and were established at a time when there were a lot of small farmers and significant benefits in grouping together. There was a real opportunity to create benefits for farmers through a larger buying group.

In those days farming was perceived as a lifestyle and not the commercial business structure we are now familiar with. Change came by way of droughts and the removal of government subsidies in the 1980s; the subsequent search for ways to break into the global market by differentiating and value adding our products; and developments in farming technology and practices, especially irrigation, and means today's farming looks and is very different to that in the 1960s.

Today, many of those smaller farming operations have gone by the wayside, and there are more large scale farming operations. It is not unusual for farming entities to have three, five or even up to 10 farms. There's also been an increase in the number of corporate farms.

With these larger operations comes a different mind-set. Many believe if they buy their farm supplies direct, through their corporations or farming entities, it will be cheaper. But can they really? And what does that do to the co-op that was set up to do just that for them?

Over recent years I have seen more of this behaviour and mind-set. For many it has become more about what the deal is on the day. I have seen farmers haggle over 5 cents on the price of a salt block on the purchase of just 20 blocks. I have also seen farmers change power companies over \$10 per ICP—even when they have 10 ICPs it meant they were changing companies for a \$100 saving.

In any business there is a long game that has to be played and I believe business is as much about relationships as price. There are times when you do need people's help or assistance and a business

relationship built on mutual loyalty can go a long way at these times. This is where your rural supply co-operative can really come into its own.

If farmers believe they can negotiate a better price on their own terms, then questions have to be asked—do they not believe they are getting value from their co-operative? If they do not work together to lower input expenses, does this mean co-ops don't have a positive role to play?

If this is the case, then this is damaging for all rural supply co-ops.

Farmers are generally in agreement that co-ops assisted them greatly in the past, but my observation now is that there continues to be consolidation of farms and bigger farms all looking at economies of scale and direct deals.

If the co-op is not competitive, then it has to be told so it can work more effectively on a

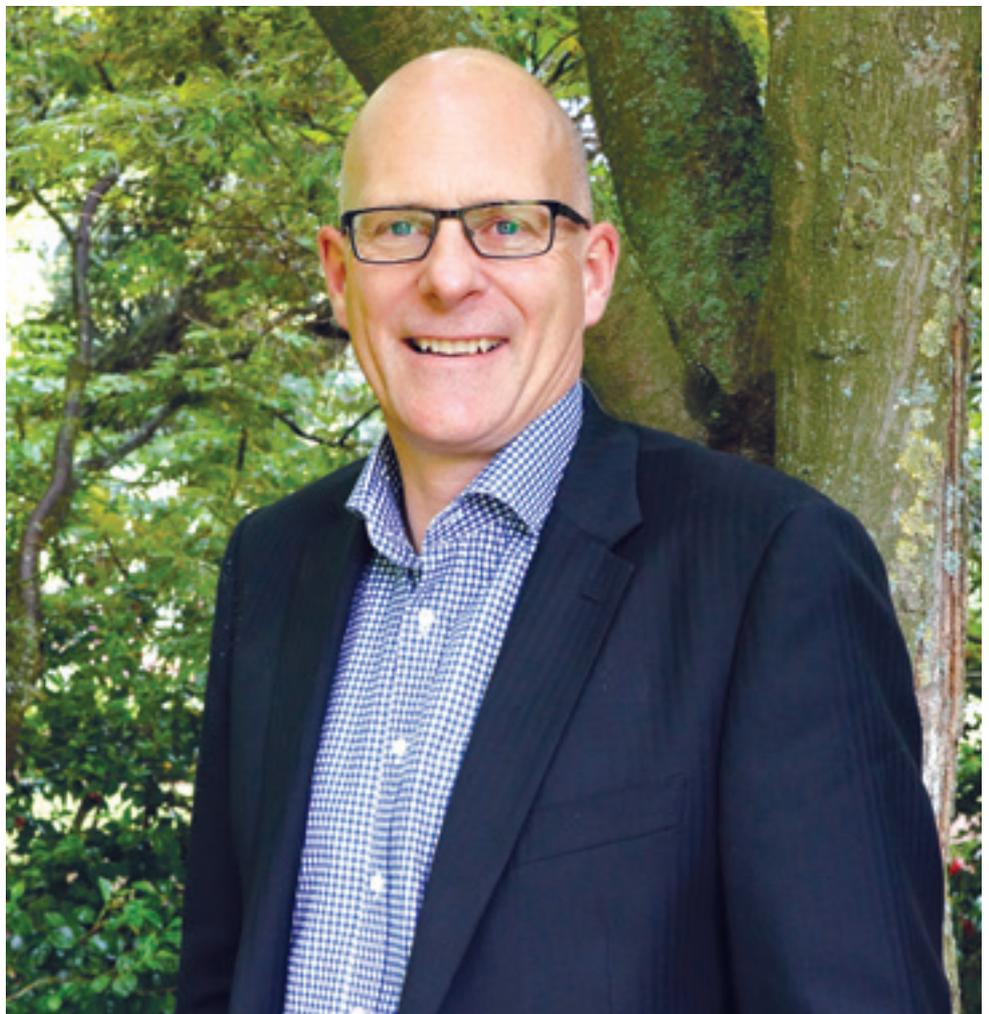
farmer's behalf. This dialogue should be part of the relationship between members and their co-operative, and allows the co-op to remain the enabler it was set up to be.

The level of investment farmers make to become part of their rural supply co-op is relatively low, especially in relation to the gains and level of influence which farmers get. The low investment to become a member is not compelling farmers to use their co-op.

Where are our rural supply co-ops heading? What does the future look like?

These questions are designed to provoke discussion and feedback. I'm always keen to know your thoughts.

BELOW: Neal Shaw, Group CEO



\$132.25
INCL GST



**Peltor™
Worktunes Digital**

- Save up to 50 preset stations
- Automatic shut off helps conserve your batteries
- Recessed MP3 and two-way radio jack
- Output sound level limited to 82dB to protect your hearing
- Class 5 SLC₉₀ 26dB

CODE 410935



**R1 A2-P2 Ready Pack
Respirator Kit**

- Protector R1 half face respirator and organic and particulate filters ready for agricultural chemical and paint spray applications.
- Organic and particulate filters (A2-P2) for protection against solvent based paints, lacquers, agricultural chemicals and organic vapours.

CODE 404448



\$88.55
INCL GST



Valid April-May 2015. Prices apply when using your RuralCo card at any one of our 19 Blackwoods Protector branches nationwide.

Phone: 0800 660 660

Blackwoods Protector
One stop for industrial and safety



EXPECT THE BEST
from Neumanns Tyres and our South Island wide tyre services

NEUMANNSTYRES
www.neumannstyres.co.nz

0800 226 324

TYREGENERAL ★★★★★
www.tyregeneral.co.nz

A large center pivot irrigation system is shown in a field. The system consists of a long metal wheel line supported by a series of truss-like metal structures. A large, treaded tire is visible in the foreground. The background shows a line of trees under a clear blue sky.

Study reveals some quick fixes for irrigation efficiency

This summer provided a salient reminder to anyone who has not farmed through a 'true' Canterbury summer about just how hot and dry Canterbury can get. BY RICHARD RENNIE



It has strained the irrigation infrastructure to its limit and even beyond in some cases. The closure of the Opuha scheme in South Canterbury marked a first in the scheme's 17 year history and has left over 200 farms desperate heading into the autumn and beyond for feed.

But while the shift to dairying has significantly lifted water demand on the plains, it has also contributed to some major improvements in water use efficiency.

Gains in the past decade when summers have been relatively benign have included replacing borderdyke systems on most farms with more efficient centre pivots.

On farm storage ponds have been the most noticeable recent addition, an invaluable buffer. Had these not been installed, many farms would have been in far more dire circumstances after a tough summer pulled in restrictions on scheme supply.

But a recent study on irrigation efficiency has revealed some "low hanging fruit" that can be picked to help irrigators save even more on water and energy to deliver it.

The Energy Efficiency and Conservation Authority (EECA) and lines companies in Canterbury and North Otago teamed up with Irrigation NZ to produce the report last year. The study aimed to find out what opportunities exist to lift energy efficiency of farm irrigation systems, and included dairy, arable and drystock operations.

The 14 farm systems studied used a mix of surface and ground water for their source, and it represented a relatively random study, avoiding top end irrigators.

With metering now commonplace, such studies become more useful in their ability to measure and benchmark systems and their efficiency.

In evaluating the farm systems, two key areas were focused upon. One was the motor, pump and delivery system's performance, or system design. The other was the timing of applications, examining when pumps were turned on or off and the amount (depth) of the water being applied.

"There were nine key areas identified in the survey that could deliver greater efficiencies."

When the participating farmers were questioned at the start of the survey about how well they thought their system ran there was a variety of responses, and few knew how much it cost per unit of water delivered in their particular system. One barrier to the survey's completeness was the absence of water meters on five properties that were on schemes where water take was measured on a scheme basis, rather than individually.

There were nine key areas identified in the survey that could deliver greater efficiencies.

The most common area requiring improvement was the most relatively simple. Nine, or two thirds of the properties required soil moisture monitoring for improved scheduling and more precise application.

For a relatively low cost of between \$6,000 and \$10,000 soil moisture monitoring can deliver a

payback within one to two years thanks to its direct impact on irrigation scheduling efficiency. Irrigation NZ project manager Paul Reese says this summer has highlighted just how important using the metering data is to ensure more efficient use of a restricted resource.

He welcomes an EECA spin off project from the study that involves closer monitoring of irrigator water use.

"Using portable ultrasonic meters it is possible to monitor individual irrigator application, and just how much it is applying."

This will help determine how much water is going onto dedicated areas and not fudged as an average over a number of irrigators.

Seasonal allocation limits this year have been problematic for some farmers. With such a dry year some farmers need more water to get them through.

This raises two questions. Firstly, is the volume allocated sufficient in the first place for the area being irrigated? Secondly, is the allocation being used to best effect through efficient application and scheduling?

"For those under pressure I suspect it is a bit of both. Ensuring you have enough water to irrigate the whole season begins on day one.

"Metering can help determine if what you have been allocated is enough to meet your demand, or is what you have enough and importantly are you using it to best effect."

Another change required on some farms to lift energy efficiency involved the need to alter the distribution network to irrigators, requiring more



Irrigation efficiencies—start with the basics

The team at Waterforce offer a practical perspective to some of the improvements that can be made to irrigation systems to lift their efficiency, in terms of consuming less electricity and providing more effective water applications.

Currently the talk of the irrigation sector is improving system offerings through technologies like variable rate irrigation (VRI), soil moisture sensing, flow meter monitoring and proof of placement data.

All are critical tools for the irrigation sector but there are also some basics offering significant increases in yield and savings in operational costs and water use.

Despite the huge application and benefits of technology within irrigation sector for the Canterbury market, it is critical to ensure the basics are maintained throughout a system's lifespan and where possible utilise improved technologies to support these systems.

One area particularly concerning this season is the pivot sprinkler arrays. Sprinklers age and wear, and over time sprinklers get replaced with 'stop gap' measures and not necessarily the correct products.

With the increased pressure through 2014/15 on a lot of systems, worn and aged sprinkler systems have shown up particularly badly. These cause a loss of production whilst often putting more strain on pumping systems.

The wear in the sprinkler systems results in higher or incorrect flow rates making pumping systems work harder than they need, or in the worst case costly failures and downtime.

Often clients will not see the value of reviewing or replacing the sprinkler set up. These will often have a lifespan of 7,000-12,000 run hours, but in some cases clients are happy to run them out over 20,000 hours, or until they are literally falling off the hose droppers.

The sprinkler/outlet in any irrigation system from Rotorainers, to pods, to centre pivot irrigators are the key item to the system's application and efficiency. If something this critical is not right, then any technology added to the system, like VRI, soil moisture, or remote telemetry, is not offering the client the best outcome for their investment.

However technology can also benefit systems in a more simplistic way.

Advances in sprinkler technology mean today's pivot arrays are capable of applying water more efficiently, using less electricity. It means many of the systems installed over the past decade could receive gains in application and energy efficiencies through advancements in the product design if they were updated today.

This information is backed up by some key findings in the irrigation survey.

Key areas for efficiency gains:

- Irrigator evaluation: simple client run bucket tests on a regular basis will help measure performance and identify any weaknesses in delivery. Combined with information from pressure gauges mounted on the pivots, headworks and flow meters mounted at the pumps stations core KPI's (key performance indicators) can be logged and referenced against the initial set up.
 - Install Variable Speed Drivers (VSD's): This can allow systems to be tuned to be more efficient through the operation of the system as the duty varies throughout a season. Existing drives and pump systems should also be reviewed and serviced regularly. VSD's can often mask pump deterioration, which helps maintain system performance.
 - Supply reconfiguration: especially on multiple interconnected irrigators and pump systems, redirecting of supply to match demand where possible rather than retaining existing ring mains and complex pipework systems from previous systems.
- Further info can be found <http://irrigationnz.co.nz/news-resources/irrigation-resources/irrigation-system-checklist/>
- Soil moisture monitoring strips: for improved scheduling and application. A payback period of between 1-2 years is achievable.

direct and resized pipes to reduce friction losses.

Paul says a big issue with many systems is not that the design has been done poorly to start with, but that the system has been changed over time.

It has been added to or altered from its original—for example an extra water source or pump added in, only to now have two pumps 'fighting' each other to supply water.

"As things grow organically on properties those original efficiencies get lost or diluted."

A typical example could be where a Roto Rainer was used in the 1970s, to be replaced with a centre pivot covering a larger area with a higher flow but still with the original main line.

“Seasonal allocation limits this year have been problematic for some farmers.”

Four farms surveyed required head works alterations, including removing obstructions, and “right sizing” pipes with more monitoring points installed for better consumption measurement.

The changes that can be made on most farms to increase efficiency are often simple first steps, and easily made before more capital intensive high tech options need to be considered.

“Making sure your irrigator is operating correctly and making good management decisions about where and when to use them are critical first steps. New technology will not serve you if you don't start from there.”

GME**BONUS PACK****Newlands**
Serving the South since 1934

TX3500S Compact 477 MHz radio plus 6.6 DBi gain antenna with elevated feed and spring base with 5m of cable.

Bonus pack
\$375.99
a saving of
\$145.00



TX3500S Compact, 5 watt UHF CB radio with ScanSuite™

AE4018K1 Heavy duty elevated feed antenna
offers only available while stocks last!

Any sale
over \$150.00 of
GME products at the
South Island Field Days
from the Newlands
site receives a GME
Sound Safe worth
\$50



Newlands Ashburton
80 Kermode St
03 308 7234
www.newlands.net.nz

Newlands Rolleston
825 Jones Rd
03 347 3476

Bonus not available on any other Standard Communications product.
Bonus offer available only with pre-packaged GME promotional
bonus packs. All prices include GST. See our website for more details.



**"We have the safety of your farm
workers and family at heart."**

Jeff Marshall

LIFEGUARD

DESIGNED
AND MADE
IN NZ

The "Lifeguard" is a segmented Roll Bar that helps give crush protection on an upturned Quad and is less likely to cause injury to the rider.

- Flexible but cannot collapse
- Helps a Quad 'bounce' off you
- Will mould around you in the event of a rollover
- Spreads the weight and can support over 1200kg
- 2 or 3 dogs can comfortably ride inside the "Lifeguard"
- Simply mounted to the rear carrier
- NEW concept and WORLD 1st in ATV Safety



**STAY FARM SAFE
SEE THE EXPERTS**

\$1,304

excludes GST

Save money and time,
C-Dax Pasture Meter
takes away the guess work!

C-Dax
Agricultural Solutions



TRIED,
TESTED AND
TRUE

Advanced sensor technology enables the C-Dax Pasture Meter+ to be used at speeds of up to 20kph - taking up to 200 measurements per second or 18,500 readings over single 500m pass.

**PRICED FROM
\$3,945**

excludes GST

**GET INCREASED RETURNS FROM MORE
ACCURATE PASTURE UTILISATION**



Jeff Marshall

Jeff Marshall Motorcycles

SUZUKI

PHONE 03 308 2055
187 West Street, Ashburton





First port of call for engineering expertise

R R Fisher has been a well known name in farming circles for 30 years. The established specialist engineering company has a reputation for its expertise and prices, and customers keep coming back.

BY LINDA CLARKE

Whether you need a belt for a forage wagon or a treadmill, R R Fisher is your best bet to get the job done.

"Our depth of engineering experience is what makes us so good at what we do," says sales manager Richard Fletcher. "Our staff members have been with the organisation a long time and they have a lot of experience.

"And we have access to a wide range of suppliers, from all around the world. We use a multitude of sources and have a huge range of stock on hand, from bearings, chains and sprockets to belts. Even our competitors buy from us."

The company has 60 years experience in the design, manufacture and marketing of a wide range of power transmission and materials

handling products. It has a base in Auckland and a warehouse in Sydenham, where a team of five are dedicated to sales and belt fabrication.

Richard said the company's word of mouth reputation amongst the farming community meant they were the first port of call when machines broke down.

"Our belt workshop fabricates conveyor belts for forage wagons, round balers, elevators and the like. We also supply replacement belts for combine harvesters, replacement chains for bale feeders and round balers.

"Basically, if it's an industrial, agricultural, automotive belt, we can supply it. We can even do replacement belts for breadmakers and treadmills."

The company is well known for its expertise and after-sales service; it also operates a 24/7 callout service.

Amongst the standard products they sell are gear motors for backing gates in dairy sheds. But the company is also geared to design and



ABOVE: The engineering counter at R R Fisher
MAIN IMAGE: R R Fisher's premises located on Byron Street in Christchurch

manufacture to customer specifications. Modern workshops equipped with CNC technology ensure that products of high quality are manufactured to the latest international standards.

Their vast range of products includes: Motorised drums - a compact and efficient conveyor drive, vibratory bowl feeders, worm gear motors, gearboxes—right angle and bevel, vibratory tray feeders, bin level controls, speed controls, lubricants, chains, conveyor belting and accessories, sprockets and gears, shaft lock devices, couplings and more.

With products serving the bulk handling, food processing, mining and automation of manufacturing process, R R Fisher is an industry leader who offers quality products with strong technical support and after-sales service.



85 Byron Street
Sydenham
Christchurch

Tel: 03 377 0025
rrfisher@xtra.co.nz
www.rrfisher.co.nz



Stocker
DAIRY SERVICES

Beat the Winter Rush!



Book in a full or mini machine check now to ensure any maintenance can be done in plenty of time to beat the winter rush!

Book from now until the end of May 2015 to receive 15% discount!

So call the girls today on 03 307 6388

490 West Street, SH1, Ashburton
03 307 6388



GEA Farm Technologies

 MILFOS | Houle

ATS

ATS supports United Wheat Growers 2015 competition

- ATS is proud to support the 2015 United Wheat Growers competition for a fifth consecutive year. Crops harvested in 2015 are eligible for entry, with judging taking place in autumn of this year. Nationwide entries are invited across the five award categories of wheat (biscuit wheat, feed protein, feed wheat, milling/gristing wheat and premium milling wheat).
- If you would like to enter any crops from this years harvest, please contact George Walker on 03 307 5102 or George.walker@ats.co.nz. *Entries close 31 May.*



UNITED WHEATGROWERS
NEW ZEALAND LTD

www.ats.co.nz

Contact the team at ATS Seed today on
0800 BUY ATS (289 287)





An autumn that follows a drought

As I write this article many parts of the South Island are in drought. ARTICLE SUPPLIED BY IAN HODGE. BVSC., MACVSC. VETENT RIVERSIDE

Pasture availability on dry land and many irrigated farms is limited, supplements are beginning to get expensive and any unnecessary stock, and in some cases, valuable capital stock is having to be culled to minimise feed demand. Many farms will have gone in to survival mode, and we all continue to live in the hope that autumn rains will soon eventuate.

Surprisingly, animal health usually remains remarkably good during a drought. With reduced stocking rates and reduced energy demand (because it is warm) stock remain in remarkably good condition. Ruminants are experts at living off roughage and as long as their energy outputs are minimised they will cope very well. Dry sheep can tick along with virtually no grass, small amounts of grain to supplement the daily intake, and plenty of water. Likewise dry cows will often increase in body condition during dry spells. In the absence of rain, parasite challenges are minimal because the parasite larval stages generally require moisture droplets to develop to infective stages in grass. Fungal diseases of grass also require moisture, so we see less ryegrass staggers. Animals' feet remain hard so there is less chance of penetrations and infections of the wall and sole of the foot.

There are downsides to dry periods through. Dust can predispose to enzootic pneumonia in sheep and cattle especially if animals are walked long distances in dusty or windy conditions. Pink eye can develop into outbreaks when the grass is long and stalky and when there are flies in the grass feeding off the tears on sheep and cattle. Cows with white skin can develop photosensitive dermatitis which can be extremely painful and distressing to see. Young calves will often succumb to Vitamin B1 deficiency as they struggle to cope with changing diets.

Towards the end of summer keep an eye out for any animals with eye cancers seen as red growths on the third eyelid or on the cornea and watery discharges down the side of the face. Commonly we are called to treat sheep with rumen acidosis (grain overload) after they are put on stubble to clean up after it has been headed. Because there is often considerable amounts of grain on the ground after harvesting, sheep will readily eat large quantities and become very ill. Often this condition is not treatable so be vigilant to this. After the rains arrive, parasitism will be public enemy number one and you should be treating sheep and cattle with a suitable

anthelmintic before winter. Ewes may need drenching before the rams go out, and calves and in-calf heifers may need two drenches a month or so apart to ensure they are parasite free before winter. Sheep will require vaccination against Campylobacteriosis and Toxoplasmosis. Fungal diseases like ryegrass staggers may become significant, and pneumonia can remain a problem especially if the nights are cold. Nitrate poisoning is the perennial killer of stock. Autumn saved annual ryegrass or greenfeed oats are the worst offenders. Dull days and frosty nights often make the situation much worse. Please test your crops before you graze them.

During autumn be sure to vaccinate all replacement cattle against Leptospirosis. This is a deadly disease that can easily be transmitted to humans.

Dairy farmers may well be considering drying off some cows during April to save cow condition and feeding expensive supplements. Sixteen hour milkings may also be a strategy to spare cow condition. Be sure to organise at least one herd test before you dry off. By identifying truly uninfected cows you will not have to use dry cow therapy antibiotics on them, but instead use a teat sealant which will provide protection against infection right up to the point of calving. Long dry periods will benefit from increased use of teat sealants. You will not want to have high levels of mastitis next season as funds may well be severely limited.

My hope is for this drought to break very soon so we can all benefit from improved pasture growth rates and some great autumn animal production.

Got auto electrical, mechanical, 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



Meet Greg...
Greg brings over 34 years experience in the local auto electrical industry to the AutoSparks team.



Meet Steve...
Steve is our Jack of all Trades. He is a qualified Mechanic with experience in agricultural equipment.

Call the experts on 307 2696

PROUDLY ASSOCIATED WITH:   



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



GREAT LOCAL BUYING AT MITRE 10

RURALCO PRICE

\$329⁶¹
GST excl
\$379.05 incl GST

Powermax

Inverter Generator

Perfect for powering lights, small power tools, computers, TV's, cellphone charges, anything out and about that needs pure power. 6.5 hours continuous operation from a single tank. Weighing only 8kg. 1000 watt max output. 2 stroke engine. 1 year warranty.

246396

NEW TECHNOLOGY!



GENERATOR TIP

Portable generators are versatile. You can use them for emergency power at home, for power in remote locations where utility power is unavailable, or for recreational purposes, like boating or camping.

A small 1000 watt portable generator may be all you need for recreational purposes, and you may use up to 8000 watts if using a generator to power tools on the farm. Talk to the team in-store to determine the size generator you need.

RURALCO PRICE

\$478³⁰
GST excl
\$550.05 incl GST

Powermax

Petrol Generator

2800 watt max output. 15 litre fuel tank. 2 power outputs.



230033

RURALCO PRICE

\$1155⁷⁰
GST excl
\$1329.05 incl GST

Powermax

Petrol Generator

Rated output 6500 watt. Full load 72 dBA rating. Electric start or pull start. 3 power outlets.



230037

RURALCO PRICE

\$2642⁶⁵
GST excl
\$3039.05 incl GST

Powermax

Diesel Generator

Air cooled, 10HP diesel engine. Electric start. 230V or 415V (3 phase) power options. 2 x 15amp & 1 x three phase outlet power sockets. 5000W max output. Super silent casing design. 1 year commercial warranty.



122484

Hyundai DIGITAL Inverter Generators are designed to be light weight, quiet and produce ultra clean sine wave power. Ideal for camping, motor homes, farming, caravans and sensitive equipment.

RURALCO PRICE

\$1362²²
GST excl
\$1566.55 incl GST

Hyundai

Inverter Generator

4 stroke petrol engine. Max output 2200 watts. Electric start. Remote keyless start. Fuel efficient, 5.5 hours continuous working time at 50%.



217921

RURALCO PRICE

\$2312²²
GST excl
\$2659.05 incl GST

Hyundai

Inverter Generator

4 stroke petrol engine. Max output 3400 watts. Electric start. Remote keyless start. Fuel efficient, 7 hours continuous working time at 50%. 2 x 15A sockets.



217923

RURALCO PRICE

\$3220⁹¹
GST excl
\$3704.05 incl GST

Hyundai

Inverter Generator

4 stroke petrol engine. Max output 5500 watts. Electric start. Remote keyless start. Fuel efficient, 7 hours continuous working time at 50%. 2 x 15A sockets. Wheels with brake.



217924



MITRE 10 MEGA ASHBURTON
West Street, Ashburton PHONE 03 308 5119

MITRE 10 MEGA TIMARU
23 Bank Street, Timaru PHONE 03 687 2033

MITRE 10 OAMARU
Corner Cross & Severn Streets, Oamaru PHONE 03 434 9860



MITRE 10

MITRE 10 MEGA

The lay of the land: Pastoral sector faces a mix of returns

The new farming year brings only one certainty, and that is the volatility that has characterised commodity prices since 2008 is not likely to abate any time soon.

BY RICHARD RENNIE

Dairy farmers have got to appreciate that fact the most over the past 18 months, having stepped from the dizzying heights of an \$8 plus payout, to the prospects of one struggling to have a "5" up the front.

Meantime sheep and beef farmers have enjoyed a period of relative stability after many seasons of tumultuous returns bought on as much by company competition as it has been by shifts in overseas market fortunes.

Rabobank analyst Hayley Moynihan is cautioning dairy farmers that any upswing in returns is unlikely to be seen in the tail end of the 2014-15 season, with much of product already committed to markets, and northern hemisphere producers starting to ramp up their season's production.

“Meantime sheep and beef farmers have enjoyed a period of relative stability after many seasons of tumultuous returns.”

The numbers around milk volume growth globally for the past year are also significant—in short there is a lot of milk looking for a market.

“We have seen global production lift by 4% year on year, but demand in those big consuming nations like the United States, Russia, China and Europe has only increased by around 1%, so there has been little upward pressure to put on prices.”

The absence of Russia from the European market has removed one of the world's largest dairy importers, and Rabobank is not expecting to see it re-enter the market for the remainder of the year.

While recent Global Dairy Trade prices have shown a promising lift from their “floor” prices reached at the start of the year, Hayley cautions about getting too excited too soon.

“They do help for whole milk powder prices, but the caution is that the rest of the world still has plenty of milk.”

There is concern that the United States in particular will continue to drive milk volumes



on the back of grain prices that are sitting at their lowest point for five years at US\$174 a tonne/US\$4.42 a bushel.

Grain futures also indicate confidence in dealers that the low prices will continue as the new planting season begins in coming weeks, with prices sitting at lows of US\$4.00 a bushel.

Meantime European producers face the start of quota free milk production from April 1, and the market anticipates increased production out

of some countries will test how definitive the price lift in recent weeks has been.

China's massive buying influence witnessed last season is also absent this year, thanks in part to its ability to ramp its domestic production back up again after disease issues in the national herd.

“Overall increase in Chinese domestic production was significant last year at 6.5%, meaning China imports have been less of a feature of the market for 2015.”

For sheep and beef farmers mulling the coming season, global prospects offer some level of stability compared to dairying's roller coaster.

ANZ economist Con Williams highlighted the sheep and beef sector has continued a strong performance in 2014, with net margins increasing 7.3% year on year, with the rise in beef prices being a key driver.

However he holds a note of caution over the sheep meat sector for coming months.

“Interestingly the price of beef at retail also seems to have decoupled from the usual competition of pork and chicken, which is an interesting change.”

“It’s an interesting area when you look outside of the United Kingdom, Germany and the United States things look a bit soft at present.

“China is a concern at the moment due to the high levels of domestic sheep meat supply and supply out of NZ and Australia. The question is how long will it be before the supply tightens up?”

In contrast beef prospects look relatively firm over the next couple of years, riding on the back of a shortage globally in beef supplies, and burgeoning demand from growing middle classes through Asia and India for beef products. Alongside that has been a buoyant United States market that requires significant quantities of NZ grass fed beef to blend with grain finished beef for burger patties.

“The US market underpins our beef sales and it is forecast to be strong for at least the next two to three years.”

The recent port strike disruptions that have played havoc with food imports in recent weeks appear to be more of a blip in this scenario, than a major disrupter.

“Interestingly the price of beef at retail also seems to have decoupled from the usual competition of pork and chicken, which is an interesting change.”

Cow:calf profitability figures coming out of the United States also point to improvements not witnessed for many years, and are a positive indicator US producers are also optimistic about the future of beef operations there.

A lurking cloud on beef’s horizon is the possible decline in Russian beef purchases from Brazil. Low oil prices have left the Rouble severely devalued, increasing the cost of beef imports and lower demand is already starting to feed through as a result.

Analysts are warily eyeing the flow on effects, given the 300,000t of beef Russian imported last year from Brazil, and how much of it may instead end up cutting across NZ and Australian sales to China, now NZ’s second largest market after the United States.

One eye on the sky, another on the spreadsheet

Keeping lines of communication clear and open will go a long way to helping rural bankers work alongside farm businesses trying to weather low payout, poor growth and tight cash flows.

Westpac’s area manager for agribusiness Tim Banks says most farmers are making the effort to give their banker the heads up on any major decisions being made on farm, including drying off or significant purchases of bought in feed.

“The real pressure points are still to come heading into winter. We are encouraging clients to do cash flow forecasts and if they are highlighting any losses, we can talk about how to address those ahead of time.”

“We are encouraging clients to do cash flow forecasts and if they are highlighting any losses, we can talk about how to address those ahead of time.”

This may include borrowing back funds paid after last season’s exceptional payout, or capitalising debt into a term loan rather than into the overdraft, helping reduce interest rate costs and cash flow effects.

Tim also advises farmers who have not already been offered it by their bank to ask about suspending principal repayments and go interest only for a period.

There will always be an element of farm capital expenditure required in the season, but Tim advises clients to review the capital budget, and what can be deferred for now.

“It’s also a case of working with your bank to look at the 2015–16 season, given this year is almost over, and what can be done to help make that one a more positive year. The main thing is to have good open, honest and timely communication with one another and engaging any other rural professionals you may need, including farm advisors and your accountant.”

“We find trouble arises when there are a series of poor decisions made over time and a bit of bad luck in there sometimes too.”

BNZ’s head of agribusiness John Janssen also has some clear cut advice to farmers wrestling with a lower payout, tough weather conditions and poor cash flow this season.

“We always encourage our clients to farm for the medium term, with a business that should on average prosper over commodity and weather cycles. We appreciate though how hard that can be when you are in a tough year.”

He hastens to point out that farmers don’t go broke in one year.

“We find trouble arises when there are a series of poor decisions made over time and a bit of bad luck in there sometimes too.”

His rural managers are working this year to help their clients fully understand the drivers of profitability and risk within their particular farm business.

“For example if you are farming in North Canterbury or Marlborough, you know it will get dry a lot of the time. You want to avoid being stocked to the top with high levels of capital stock that you are forced to quit when it gets dry, which only drags you down. Sometimes if you have been doing the same thing for 20 years, it may well be time to consider doing something different.”

He encourages farmers to think along the lines of ‘things are never as good as they seem, but they are also not as bad as they seem.’

“That is the case for dairying in particular, after the 2014 high payout, then this drop. We have been here before, about three times in fact since 2008, it is becoming a regular thing now and you need to allow for that.” For dairy farmers that requires having the capacity to maintain a business that can sustain a 50% increase or decrease in cash flow as tight global supply and demand curves invoke higher levels of volatility.

“There are also the flow on effects of improved cow condition and its impact on the following season’s production.”

He urges farmers to look hard at debt levels, which in NZ can be relatively high and amplify the level of risk bought on by global volatility and weather conditions at home.

“But you don’t want to make rash moves when facing the prospect of a loss this season that impinge on your farm’s ability to pick up when things lift. It could be you are still better off to borrow some money to keep cows milking longer, if it means you are going to be in a better cash position at the end of the season.”

There are also the flow on effects of improved cow condition and its impact on the following season’s production.

He urges farmers to maintain good lines of communication with their bank, with plenty of heads up, giving good cash flow forecasts and notice about any issues that are arising as a result of the season’s challenges.

ATS

Talk to ATS SEED

Providing all your cereal seed options

- ▶ Prompt reliable service
- ▶ Suppliers of all cereal, pasture, and brassica seeds
- ▶ Competitive pricing
- ▶ Trusted on-farm service
- ▶ Free Agronomy advice

ORDER YOUR SEED NOW

www.ats.co.nz

Contact the team today on
0800 BUY ATS (289 287)



U-HIRE is the word

Everything for the home handyman, tradesman, party organiser or bridal coordinator...

Have you got your firewood sorted?

LOG SPLITTERS

Available for hire by half day, full day or week

Don't miss filling your firewood shed!

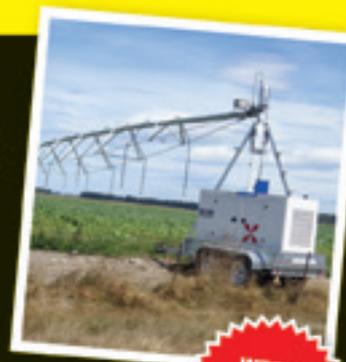


DIESEL GENERATORS

AVAILABLE FOR SHORT OR LONG TERM HIRE

60kw output set up with single phase or 3 phase outlet. Permanently mounted on a tandem axle trailer.

Keep your operation working efficiently



WE'VE GOT YOU SORTED

ASHBURTON U-HIRE
www.ashburtonuhire.co.nz

588 East Street, Ashburton
Ph/Fax 03 308 8061
ashburtonuhire@xtra.co.nz

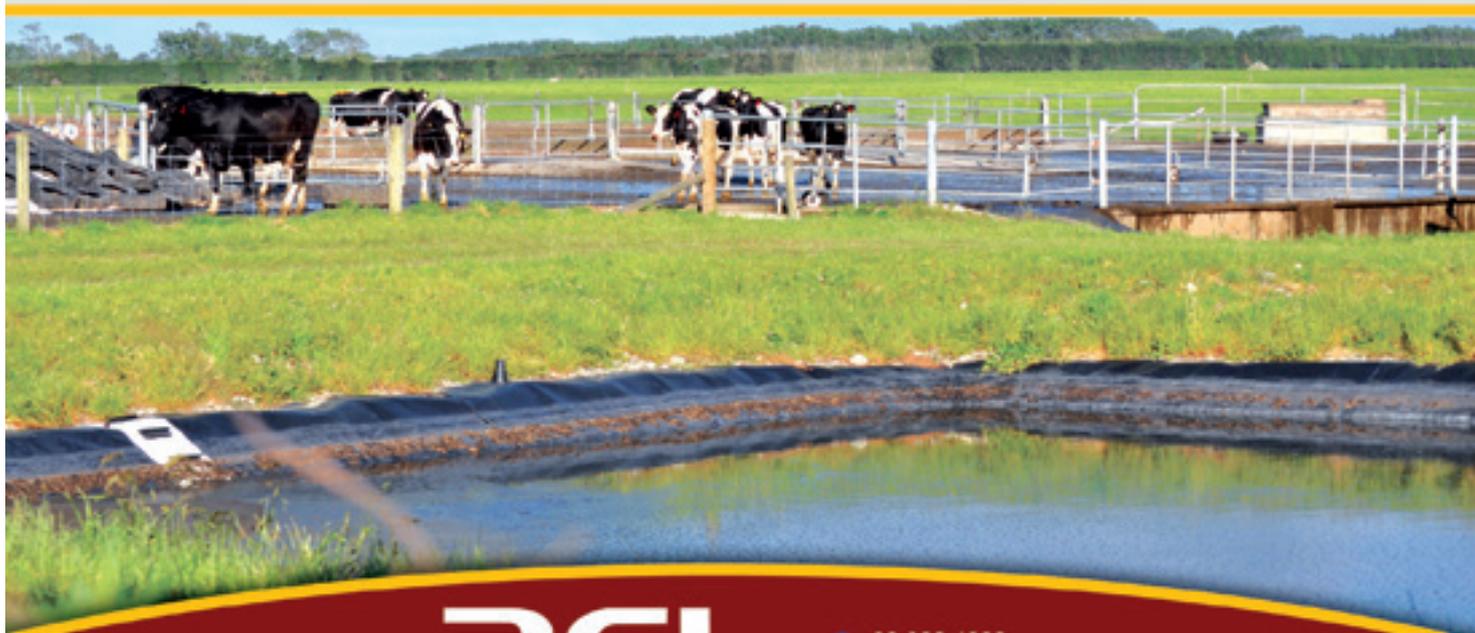
OPEN 7 DAYS
Weekdays: 7:30am - 5:30pm
Saturday: 7:30am - 5:00pm
Sunday: 8:00am - 12:30pm



We are the experts in:

Underpasses | Laneways | Effluent Ponds

Phone Dave Rowlands 027 484 1114



acl

Ashburton Contracting Limited

P 03 308 4039

A South Street, Ashburton

W www.ashcon.co.nz



ACL - Preferred contractor and partners in Lake Hood Earthworks · Roading · Subdivision

lakehood

Imagine living like this

Ashburton | New Zealand



STAGE 12

YOUR OWN SEMI-RURAL PROPERTY

Choose from
stunning lake
views or expansive
rural lifestyle.

Recreational reserves
and aquatic park.

**STARTING AT
JUST \$215,000**

Living the dream

For details contact: 0508 LAKEHOOD www.lakehood.co.nz

Moving south and crossbreeding proved best farming decision

Alastair and Lyn Cocks have been farming in South Otago for almost 25 years and now farm in conjunction with their son and daughter in law, Steve and Sarah.

BY KATE TAYLOR



Their 1,023ha sheep and beef farm is about 20km south of Clinton and has 6,000 Coopdale ewes, incorporating the Braeburn Coopdale Stud, and 100 Angus cows plus replacements.

Steve, 32, worked a couple of years on the farm when he finished school and worked on two other farms in Northern Southland before returning home in 2006. Three years ago, the family formed a company to own the property's stock and plant.

"At the time, we drew up a list of things people needed to take responsibility for. Alastair and Lyn look after paying the bills (after Steve checks them), doing the cashbook and selling the rams. Steve's name got put alongside everything else."

The land is held in a family trust.

"Lyn and I had been leasing the farm off the trust in a partnership. Now the company is leasing it," Alastair says.

"Steve and Sarah own half the stock and plant. The intention is for them to move into full ownership of the place eventually."

They have daughter Ella, 4, and son Sam, 1. Sarah works two days a week at the Little Oaks Early Learning Centre in Clinton. Steve also has his brother Jack at a high country station and sister Emma, who is a nurse in Wellington.

The family moved from a mixed cropping property in mid-Canterbury in 1990 mainly to get away from droughts and irrigation. We wanted more low-cost farming, Alastair says.

"Cropping has more machinery and higher inputs. It had been working okay for us but that was the main reason for the change. We'd been looking around for two years in areas like West Otago and very nearly bought a place in Southland. But this ended up being the right place at the right time."

About half of the property's 1,023 hectares is tussock country and the other half is cultivated.

"We didn't do much development for the first few years, although we could see areas for improvement. Instead, we wanted to learn about the place, find out what worked and what didn't, as it was totally different to what we had before. We



were a bit financially constrained after the move as well so we couldn't just rip in and spend money.

"Joining the Kuriwao Farm Discussion Group in that first year was a great move. We've learnt a lot from being part of a group of progressive farmers who are happy to share their knowledge."

"We wanted to learn about the place, find out what worked and what didn't, as it was totally different to what we had before."

One of the changes they did make straight away was to put the cows behind two-wire electrics in a 200ha area of the farm with parts overrun with thick bracken.

"We rotated the cows out there and made them stay on the bracken—both eating it and tramping it out. Previously, cattle didn't really go into the thick bracken because they didn't need to, so the fencing change was to make them go where we wanted them to go."

ABOVE: Some of the 6,000 Coopdale ewes on the farm
OPPOSITE PAGE: Alastair and Lyn Cocks on their South Otago farm

BELOW: The Cocks family from left Sarah, Ella, Sam, Steve, Lynn and Alastair

Alastair says they also started growing swedes the first year to start a rotation into younger pastures.

"We've been right around the whole place a couple of times now," he says.

Subdivision has also taken place. There are 12 tussock blocks where there used to be seven and 42 main paddocks where there used to be 21.

"We've doubled the number of paddocks and also increased the number of tussock blocks through subdivision, mainly for controlling the feed.

We've put new fences in, improved the tracks and ploughed some of the easier hill blocks just to improve the balance of the place. At the start, we had a lot of hill country and it was difficult to fatten lambs when we didn't have enough paddocks to get a rotation going. It had been well farmed in line with what the previous owner wanted to do and we came in with different ideas on how we wanted to farm it."

This year the farm is mating about 6,000 Coopdale ewes, which includes up to 1,300 stud ewes, across Coopdale rams. The Cocks have their own stud—Braeburn Coopdales.

"We started the stud after we bought this place as a going concern and it was running a two-flock system with Romneys on the paddocks and Perendales on the hills. We had a good flock of Coopworth ewes in Canterbury based on Dad's Alford Park Coopworth Stud so we sold the Romneys and brought them down. Even with the Coopworth and Perendale mix, we still didn't like the two-flock system. A lot of the time we were doing the same thing with both breeds anyway. But at the same time, we didn't want to let go of either breed. They both had their good points so we tried crossing them. At the time, it was regarded as a bit of a lunatic thing to do probably, but it worked," he says.





LEFT: Alastair with his son Steve who is the next generation on the family farm
BELOW: Alastair and his prized rams

it's definitely a challenging place for stock sometimes."

All progeny is fattened, says Alastair, with lambs sent to Alliance starting with a sizeable draft at weaning.

"Over the past six seasons, our lambs have averaged about 18kg carcass weight with three quarters usually gone by the end of March usually to Lorneville."

It hasn't been that simple for the past two years though, with dry conditions and the effects of the clover root weevil, which has reduced the quality and the quantity of the pasture.

"Our weights last year were down a kilogram and a quarter on the previous season and that would be typical around this area."

He says AgResearch had done a great job publicising the use of an Irish wasp as a control against the weevil. He knows of other farmers who noticed the weevil a year before they did.

"They've come out of it this year so hopefully we'll be done with it too, this time next year."

On the cattle side of the business, the Cocks made the decision four years ago to reduce beef cow numbers because they were getting difficult to winter.

"We have good tussock cover and we want to keep it that way but if we run too many cows over the winter for too long, the tussock doesn't like it. With top dressing and careful management, we are getting stronger tussock cover over the most of the farm. Both Steve and I regard the tussock as quite a valuable asset. We tried for a few years wintering cows on self-fed silage. They did well but the problem was containing the effluent when it got really wet so we put a stop to that and cut the cow numbers down."

The farm now carries 100 Angus cows instead of 200 and sells calves at the April sales instead of fattening them.

"We experimented for a couple of years and then took the bull by the horns and put all the Coopworth rams with the Perendale ewes and vice versa. That was in 1994. But the problem then was what to put over those first-cross ewes. Dad was initially breeding me a few rams by putting Perendales over some of his stud Coopworths, but I could see we needed a long term ram supply. Dad wasn't going to be farming forever. So we got into breeding a few rams for ourselves, which we did, and it grew from there really. It turned out to be one of the two best farming decisions we've made."

"They both had their good points so we tried crossing them. At the time, it was regarded as a bit of a lunatic thing to do probably, but it worked."

He says word soon spread. People heard what they were doing and enquired about rams.

"We built the stud up by screening the best out of our two-tooth Coopdale ewes and as well as that, for several years, Dad was breeding first-cross Coopdales but he didn't want to keep ewe lamb progeny so we bought all them off him for a few years in a row. It helped to increase our ewe numbers without compromising on quality. At that stage I think we were the only ones doing it,

but now there are a handful of other Coopdale breeders and some Coopworth and Perendale breeders are producing first cross rams."

Braeburn Coopdales works in with Chris Miller's Roslyn Downs Coopdale Stud at Glencoe, between Mataura and Winton, swapping a ram each year to help broaden the genetic base.

"It works well for both of us."

"One advantage of breeding sheep in an area like this... rams will shift just about anywhere in the country. I think this is a great place, but



Angus bulls are bought from John Cochrane's Delmont Stud near Clinton. Murray Grey bulls from Mervyn Mitchell's Kilradie Stud are put over the heifers.

"We've chosen Angus because we feel they have more options when it comes to selling because of the Five Star Beef Feedlot. They do well in these conditions—cold hill country."

The property's height above sea level ranges from 150 metres up to 450m and has an annual rainfall of 1,500mm-1,600mm.

"Winters are colder and longer than a lot of other areas but we are usually more reliable in the summer. We don't have as many frosts compared to where we were at Ashburton Forks but we get a lot of wet days. Winters definitely tend to be wet."

There's also the occasional snowfall, but it's not a regular occurrence.

The farm has 46ha of pine and macrocarpa trees to be harvested—varying in age from 22 years old down to two years old. They have been planted mainly in unproductive corners and bad gorse areas.

"We found things that grew in Owaka and looked great, but wouldn't grow here."

"We saw it as a means of developing another income stream initially—we have it spread out and aim to plant a bit every few years. Someone will have a relatively regular income in years to come."

Alastair spent a number of years in a farm forestry discussion group, where he says he learnt a lot



"We've found some things that grow elsewhere, just don't grow here. Douglas fir, for example, the branches all grow on one side of the tree—it's too wet and windy for them. The ones that do work are mainly leyland cypress, eucalyptus cordata and rodwayii. The forestry group I was in basically went down to Owaka. We found things that grew in Owaka and looked great, but wouldn't grow here."

Steve has been actively planting red tussocks in places where we need more," says Alastair.

"He has experimented with seedlings but most of them are being transplanted from places where we have a surplus of tussocks. We're still finding our way

ABOVE: Steve with some of the 100 Angus cows the farm now carries

BELOW: The Cocks have their own stud—Braeburn Coopdales

"There's a strong possibility that we will look into a water system one day, perhaps that's something Steve and Sarah can look into in the future."

He says there are a lot of little creeks that are impractical to fence off.

"We feel stock aren't doing any damage to them because of the extensive nature of the farm and when we're feeding off swedes, we keep all the water ways fenced off with hotwires so they can't get in them."

"The farm isn't isolated compared to many, but supporting local is a big part of being rural."

Traditionally the Cocks have employed a Lincoln University student over the summer holidays, but for the past two years they have employed a permanent single shepherd. For the past 12 months that employee has been Bradley Catto, 18, from West Otago.

The farm isn't isolated compared to many, but supporting local is a big part of being rural.

Gore is the family's main shopping centre but Clinton has business ranging from the garage and an engineer through to the Clinton Waipahi Transport.

"There's also a dairy and community-owned fuel station and convenience store. We're shareholders in the community company that owns the fuel outlet and the convenience store. Things like that are important to Clinton."

Clinton has a primary school, squash and rugby clubs, community centre, the Oak Tree Inn and an active Lions Club, of which Alastair is a member.

"Clinton is a great little community and we've really enjoyed the move. It's a great place looking into future for Steve and Sarah to farm and bring up their children."



about the dos and don'ts of farm forestry. Planting and silviculture has been done by contractors.

There are several "decent-sized" blocks of native bush towards the back of the farm. One is fenced off with a block of pine trees, while another isn't fenced off but run as part of a large tussock block.

"The sheep tend to stay out of there," he says.

"In addition, we have a lot of blocks with scattered coprosma and or whole gullies of coprosma. It's valuable shelter."

A few different species have been tried as shelter belts on the property.

with what's going to work. We're targeting paddocks going into swedes and at the time the paddock is sprayed off, Steve plants the tussocks where he wants to thicken them up and keeps them fenced off when the swedes are grazed over the winter. In spring, the paddock goes into grass again so the tussock has a 16-18 month spell before stock get anywhere near them. With the seedling ones, this is the first time we've done any significant number so we're still finding our way with them and we're not sure how long we will have to keep them fenced off." The property's water supply is natural with a lot of creeks. He says water can become an issue in dry seasons.

Pluck's ADR 500 Effluent Screening Plant

COVERED BY N.Z. PATENT
APPLICATION No. 591985



- All plant and pumps very low kW starting with 0.4kW
- Self cleaning screen
- Self cleaning ponds
- Effluent is clean enough to be pumped into a pivot system if required
- Screens out everything bigger than 1 mm



One of our latest model Pond Stirrers —



- Two year warranty on the new type of motor and planetary gear box
- No greasing required
- New to the world of agriculture—the latest in five-lip sealed bearings
- All bearings above the water line

PLUCK'S

DAIRY EFFLUENT SYSTEMS

Call us now to find a distributor and installer in your area

0800 PLUCKS

0 8 0 0 7 5 8 2 5 7



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

LET LASER LIGHT UP
YOUR HOME!

HI I'M
JAZZY

AND I'M
MILLY

AND WE'RE
LASER KIDS!

YOUR COMPLETE
LIGHTING
& HEATING
SPECIALISTS

We can supply you
the lights only
or we can arrange
the installation

OPENING
HOURS
Mon-Fri 8-5.30
Sat 10-1



Come and visit our retail store at 726 East Street for expert advice or we can come to you for a free in home consultation



Laser Electrical
Ashburton
726 East Street
0800 LASER 4 U

Laser Electrical
Rolleston
831 Jones Road,
0800 LASER 4 U

Laser Electrical
Geraldine
17 Peel Street
03 693 3999

Laser Electrical
Temuka
44 Vine Street
03 615 6622

**Laser Lighting is Ashburton's
only heating & lighting specialist**

www.laserelectrical.co.nz

0800 LASER 4 U (0800 527 374)

"Totally Dependable"



TYRELAND WINS GOLD FOR THE FOURTH YEAR RUNNING

TyreLAND fits more Cooper tyres than any other New Zealand retailer – call in and see what makes us so special.



AMERICA'S MOST TRUSTED 4x4 TIRE



WIN!

To celebrate – with every set of Cooper tyres you buy go into the draw to win a Super Rugby jersey of your choice.*

*1 jersey per branch

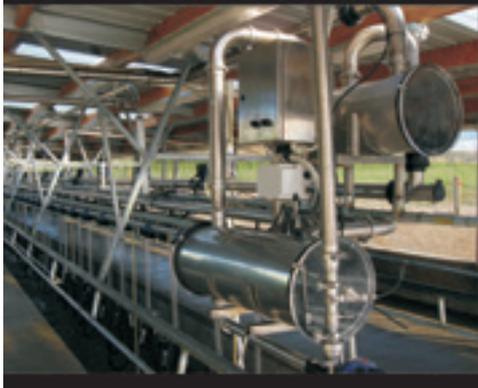


www.tyreland.co.nz • 0800 487 323



GLOBAL
Milking Systems Ltd

LE 30
SPECIAL PRICE
\$300 + GST



ACR
AUTO CUP REMOVER
PRICE FROM
\$1,250 + GST



GLOBAL MILKING SYSTEMS
P: 03 215 6393
peter@gms.net.nz
18 Basstian Street
Invercargill 9840 - PO Box 5155



Looking after dairy farmers

Peter and Karen Hargest are passionate supporters of the dairy industry and go the extra mile to help their dairy farmer clients. BY LINDA CLARKE



Through their business, Global Milking Systems (GMS), they listen very carefully to what dairy farmers need and then supply it.

GMS has been on the scene in Southland for 15 years. It is an independent operator offering a big range of products and services for new dairy sheds, upgrades, maintenance work and pump sales as well as dairy shed accessories.

Peter knows what works in the dairy shed - and what doesn't - because he takes time to listen to his dairy farming customers. He considers their different budgets and individual operations and is a trusted advisor.

He says the industry has moved from thinking about the number of cows on the milking platform to the number of litres of milk in the vat. "Now the focus is on high production by head, through new feed and cow management systems that are coming on the market each season."

He and Karen believe in looking after their customers whether they milk 100 cows or 1,000.

Peter's knowledge and experience, plus ultra-competitive prices that come with being an independent supplier and importer, means they are always welcome.

Peter is very hands-on and as well as designing, installing dairy sheds and service work, he has also developed a variety of products found in many sheds around the Southland and Otago region.

GMS has a rotary gland, which is placed in the middle of the shed and contains channelling for the vacuum, water, milk, washdown water, compressed air and a 10-track power supply.

He says these rotary glands are easy to install, are compact and safer and cheaper than many existing options on the market.

GMS has also created a water cannon, which can be fixed on the side of the yard and cleans a 10m radius.

Peter said the cannons meant washdown hoses were not needed in the yard and farmers have also reported it cuts down on washdown time.

As part of its shed design and maintenance service, GMS designs and installs rotary tables. These are among the best on the market, are quiet and have low maintenance costs as there is no oiling on the track and no bearings in the rollers.

Their newest product, developed last season, is a drop down jetter system which was installed into a herringbone shed in Poolburn, Central Otago.

The jettets drop down and up by a flick of a switch and are tucked up beside the milking line, so you can carry out animal treatments on either side of the pit. The drop down system prevents any lifting and pulling, and alleviates height issues for the operator.

GMS also offers a wide range of cup removers, ranging from the basic to deluxe models that can detect somatic cells, and electronic identification and drafting systems.

They also have automatic washing, which is an advanced system that controls the washing cycles of the milking system automatically, adding liquid detergent for the wash cycle and switching the milking system off. The operator can attend to other tasks while the machine is being washed.

As well as supplying and installing milking equipment and organising plumbing for new and converted dairy sheds, Peter can also help when it comes to project managing your dairy conversion.

In October 2013, GMS went into partnership with CEG Electric Motors & Pumps NZ and opened a branch in Invercargill; CEG has an excellent reputation and the ability to complement GMS offering farmers competitive pricing as a direct importer.

CEG Invercargill has a wide range of electric motors, pumps and accessories in stock, eliminating downtime for existing and new clients in Southland.

Both businesses offer a 24 hour a day, seven days a week service and are committed to top service.



TOP: Global Milking Systems premises located at Bastian Street, Invercargill

ABOVE: Some design and installation completed on Southland Dairy Sheds

MAIN IMAGE: Drop down jetter system, installed into a herringbone shed

GLOBAL
Milking Systems Ltd

18 Bastian Street
Invercargill

peter@gms.net.nz
03 215 6393

THE FRONT STORE

ENGINEERING SUPPLIES



Latest Flyer out now!
New Products
Great Specials available!
See our website for more.

2000W METAL CUT OFF SAW

Quick release vice.
Spark diversion guide.
Convenient spindle lock.
Soft-grip handle.
Capable of cutting shaped steel up to 130 x 130mm.



\$375 **HITACHI**
POWER TOOLS

20M PRO SERIES AIR HOSE

\$149.⁹⁵

JAMEC PEM
CONCRETE & STEEL CONNECTIONS

High impact, tough & durable.
Fully enclosed weather resistant & UV stabilised outer case. Adjustable hose stopper. Includes wall mounting bracket.



JUMBO KEY WRENCH SET, 13PC

13pc Metric, Sizes from 2mm - 19mm
13pc Imperial, Sizes from 5/64 - 3/4".

KINCROME

\$79

NEW PRODUCT



BUY IT ONCE ... BUY IT FOR LIFE ... TOP QUALITY GEAR

Tie Downs

2.5-tonne, strong & durable. 9m length



\$22.¹⁷

Auto-Darkening Helmet

Blade auto-darkening welding helmet by Weldwell. 8-13 shade. Suits MIG/ARC.



\$149

Inverter Arc Welder 160A

Digital readout for ultimate control. Duty cycle 60% at 160AMP. Lift tig switch.



\$346.⁹⁶

ALL PRICES EXCLUDING GST

0800 378 673 www.thefrontstore.co.nz
NELSON :: BLENHEIM :: ASHBURTON :: TIMARU :: OAMARU :: TWIZEL



IT'S OUR EXPERTISE THAT MAKES THE DIFFERENCE

• RELIABLE • EFFICIENT • COST SAVING

NEUMANNSTYRES
70
YEARS IN BUSINESS
1945 - 2015



Book your wheel alignment today
and experience the service difference



Graham 'Red' Ayers
Wheel Alignment Technician



Chris Matheson
Wheel Alignment Technician

NEUMANNSTYRES

197 Wills Street, Ashburton (behind countdown)
Phone: 03 308 6737 (24hrs - after hours call out applies)
Email: neumannstyres@neumannstyres.co.nz
www.neumannstyres.co.nz





Timing is everything for fodder beet crops

Fussy fodderbeet crops are thriving in the Mid Canterbury foothills thanks to the expertise of agricultural sprayer Gary Harrison. BY LINDA CLARKE

The important winterfeed crop is used to keep dairy cows and other stock in tip top condition during the winter months, but it needs careful management and a strict spraying regime.

Enter Harrison Spraying Services. The family-owned business at Mayfield is operated by Gary and his wife Sheryl, who also employ a second full-time operator John Clemens.

Timing is everything when it comes to fodderbeet, says Gary, and his clients know they can rely on him to deliver chemical and fertiliser in the right quantities and at the right time to maximise their crops.

His fodderbeet expertise is sought after by both farmers and chemical companies.

"It is in the timing of the applications. It has to have a certain number of sprayings within a set time frame and when clients ring us, we don't make them wait. It is not a cheap crop to grow and farmers want the best return they can get."

Gary and Sheryl have been in the spraying business for eight years, and previously ran a sheep dipping and tailing operation. They run four spraying rigs and take on extra staff in busy times to make sure farmers receive timely and reliable service.

Responding to demand from local farmers, Gary has become an authority on spraying a variety of crops and more recently the application of liquid fertiliser. Liquid fertiliser is becoming an

increasingly popular option for dairy farmers, with pasture able to absorb the nutrients instantly, unlike granules.

Sheryl said being adaptable and flexible was key to their operation. Harrisons also spray a wide range of winterfeed and arable crops, including standard barley, oats and wheat as well as specialised crops like carrots, radish and grass seed.

The spray rigs are fitted with Precision Tracking technology, which uses GPS to make sure there are no overlaps on passes, and farmers using compatible Precision Farming technology can place detailed orders which include paddock-by-paddock instructions and a detailed farm map. The system also stores information about work completed, so a paddock's history of chemical or fertiliser application is available if needed.

Keeping their equipment well maintained is vital and Gary spends the quieter winter months on repairs and maintenance. If emergencies do arise on the job, the local Mayfield garage is prepared to drop tools and get the rigs up and running again.

Sheryl said they regularly upgrade trucks to keep the fleet modern and reliable.



ABOVE: Gary and Sheryl with one of their spray machines

MAIN IMAGE: One of the four spraying rigs, in the midst of work

The fleet has just welcomed the addition of the next generation of crop sprayer, the Merlin Househam self-propelled unit. It has a 4,000 litre tank with 24m booms. It has all the latest technology with auto steer, allowing for greater accuracy and efficiency with overlaps avoided. Their other three spray machines have 3,000 litre tanks with 24m booms.

She said experience and reliability are important points of difference for Harrisons and the business has many loyal and appreciative clients.

Gary and his staff have an understanding of all crop and pasture requirements, and the many new products on the market. They can supply all agrichemical requirements at a very competitive rate, with all services including a 7 per cent discount to Ruralco cardholders.

Gary and Sheryl and their team are more than happy to discuss any crop and pasture spraying requirements.

HARRISON
SPRAYING SERVICES LTD

51 Oakleys Road
Mayfield

sheryl.gary@xtra.co.nz
03 303 6036

Cutting their own mark



Harking back to a time where there were few fences and thousands of cattle grazed on vast areas of the southwest United States, the equine sport of “cutting” developed out of a need to separate or “cut” individual cows from the herd using horses.

BY ANNIE STUDHOLME

More than 100 years since the first known competition for prize money was held in Texas in 1898, cutting has spread worldwide with top horses valued in the millions. While cutting remains one of New Zealand's smallest equine disciplines, in the South Island there is a dedicated bunch of enthusiasts determined to expose it to the masses.

Cutting first arrived on New Zealand shores in the 1970s, and as the quality of cutting horses improved, so too has the interest, especially in the North Island. Nationally, there are five clubs (two South Island) falling under the umbrella of the New Zealand Cutting Horse Association (NZCHA), which is affiliated to the National Cutting Horse Association in the United States.

Former Rookie of the Year Gemma Williams-Gray is one of the driving forces behind the sport locally. President of the Central South Cutting Horse Club, Gemma is married to Mid Canterbury cropping farmer Kyle Gray, and splits her time between cutting and working fulltime for irrigation company, WaterForce.

A horse-mad kid, it wasn't until she was 17 that Gemma finally got her own horse. Gemma's first love was Western performance showing, but that all changed when she was introduced to cutting about 10 years ago at Inverary Station. “I absolutely loved it from the moment I saw it. It truly is the most fun you can have on a horse in two and a half minutes,” she smiles.

Much the same as a heading dog works sheep, cutting horses possess an innate “cow sense” and ability to respond quickly and turn sharply to prevent a cow from returning to the herd. In cutting horse competitions, horse and rider have two and a half minutes to demonstrate that ability. After selecting an animal out of the group, the rider puts their hands down and leaves it entirely up to the horse to keep the cow separated, a job the best horses do with relish, savvy and style. Typically three cows are cut during a run, with judges awarding points to the cutter based on a scale of 60 to 80. The team is also judged on how the horse moves in relation to the cow, ensuring its shoulders are always parallel with the cows. Leg aids may be used to steady the horse and keep them from falling in on the cow or drifting towards the herd throughout but no hands. With some help and specialised training, Gemma's western performance horse was transformed into a cutting horse able to compete in the

two-handed snaffle bit classes alongside other riders just starting out.

“Looking at it from the outside people tend to think that cutting is very exclusive, but it's not. The snaffle bit classes are open to anybody and everybody, not just trained horses. It means anyone can bring any horse in any gear and give it a go, from your everyday hunter to standardbreds. Cutting is not all hustle and bustle; we want the horses to be soft and supple in their movements. Many different horses respond very well to the training and find it very natural to work stock.”

In just Gemma's first season competing she ended up at the NZCHA National Finals in Te Kuiti on a borrowed horse, winning the 2011/2012 Snaffle Bit Final, and the following year took out the Rookie of the Year title. She has moved up the grades slowly and now competes in the \$750/\$1,500 and open horse classes aboard her gelding named 44 Acres.

Despite the hours of training involved, Gemma remains undeterred. “I loved western performance and I love anything to do with horses, but cutting takes it to a whole other level. The training you have to do is huge, but there is nothing better than seeing your horse going well and that feeling of how good they are in front of a cow.”

“It's so strategic; there are so many variables against you. That's what I love about it,” she adds. “You have to have your horse well-trained, your help team well-trained and have to know your stock. And you are thinking all the time. It's quite a tense situation.” Although it is an individual run, it's still essentially a team effort. The help team, which is made up of two herd holders and two turn-back riders, is an integral part of a runs success, says Gemma. “Everyone in your help team has a job, which plays to their strengths.”

Because of its size, cutting is a close-knit family with most hailing from farming backgrounds and everybody works together for the betterment of the sport. Aside from competitions, the clubs also run numerous training weekends throughout the year and while some have a specific cutting focus, many are open to equestrians from all disciplines. “We spend hours together training. Training is the fun part and showing is the bonus.”

Gemma says one of the hardest things for the club is attracting cattle to use for training and competitions. They are indebted to the support of Geoff and Janine Taylor of Mt Aitken Station, Ritt and Sarah Fisher of Shenley Station, and Sam and Sarah Dupont for their ongoing support. Not only do they allow them to hold training weekends and shows at their respective properties, but they also give them use of their prized cattle.

Unlike rodeos, where the stock can be used over and over again, cutting requires fresh cattle for every run. To host an event like the Nationals close to 400 head of cattle are required. “We treat the cattle like gold. We try to make it as non-stressful for them as possible, taking plenty of time “settling” them before training or showing to make sure they are used to the horses first.”

Traditionally held turnabout between the North and South Island, the North Island has stepped up to host the NZCHA National Finals in 2015 due to the ongoing drought in the South Island. They will be held at Taumaranui at Te Uruanga BC Inc, Upoko Block from April 11-12, attracting competitors from all over New Zealand with Gemma and other members of the two South Island clubs heading north to compete for national glory.

The national finals are the pinnacle of the sport in New Zealand, but for the first time, this June two Kiwi combinations will head across the Tasman to compete in the Australian National Cutting Horse Association Futurity in Tamworth, which offers more than \$700,000 in prize money over 13 days of intense competition.

It's a massive deal for the sport, she says. That, coupled with the work they are putting in locally to encourage new members, and Gemma's 100 percent confident the sport will be in good stead approaching its milestone of 50 years in New Zealand.

For more information on cutting horse competitions and clubs head to the NZ Cutting Horse Association website at www.nzchacutting.com.

OPPOSITE: Gemma with her horse 44 Acres
BELOW: Gemma and 44 Acres in action during a cutting competition



BLACKLOWS TradeZone Ashburton



EXCEL-ARC
250A SINGLE PHASE MIG WELDER
 250 amp, 230 volt, 1 phase, Lift ARC DC TIG.

\$3391³⁰ + GST



WELDING ACCESSORIES
 Helmets, rods, gasless wire, solid wire,.....???



CRC
 5089 **BRAKLEEN 600**
 Removes contaminants from industrial machinery, brake linings, pads, drums & calipers.

BONUS 6 PACK OF COKE WITH EVERY 6 PACK OF CRC

\$8.70 + GST per can



KERRICK
WATERBLASTER
 2500 psi, 11.4 litre per min. Honda 6.5hp motor. PE 2565

\$1599 + GST



265000 FAMOUS TOLEDO
HYDRAULIC BEARING PULLER SET
 Set contains: bearing separator, main roads, extension rods, twin/triple head, beam and legs to build 4" 6" 8" two and three leg hydraulic pullers.

\$294⁷⁸ + GST



POWERBLUST
 605 0248 **GENERATOR 2700W**
 7hp, 3000rpm. 2.7kW.

BONUS KAWASAKI 125mm ANGLE GRINDER

\$625²² + GST

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



BLACKLOWS TradeZone INDUSTRIAL ASHBURTON

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

Ed Body FENCING LIMITED

For all your fencing requirements

- INCLUDING:**
- Dairy conversions—from fencing plans to installation
 - Custom built cattle yards 10–500 head
 - Hay & calf rearing sheds



Contact Ed today for a free consultation
 Ph 0274 399 322
 edbodyfencing@yahoo.co.nz



Hydraulink[®] Hose and Fittings



Hydraulink Mid Canterbury Ltd.

FOR ALL YOUR HYDRAULIC REQUIREMENTS

24 hours - 7 days a week service

39 Robinson St, Ashburton 

Phone 308 8848

AGENTS FOR LINCOLN LUBRICATION SYSTEMS 

Ducted Heat Pumps



When it comes to home heating and cooling, ducted air conditioning is the ultimate climate control solution for your home.

High quality, quiet, stylish, unobtrusive, easily installed.

It's home heating and cooling re-defined.

► It's so simple

Concealed ducted systems are ideal if you prefer clutter-free walls, or if you have limited free wall space available. With unobtrusive grilles mounted in the ceiling or at floor level, you'll love the clean, fresh look of your walls.

► What you don't see

Each system consists of an indoor unit, generally installed in your ceiling space, and an outdoor one. Air is distributed from the indoor unit to the grilles. Every room is air conditioned summer and winter.

► What you don't hear

In-ceiling units mean you'll hardly hear a thing. Ducted air-conditioning is the quietest you can get. Enjoy the silence!

► You're in control

A simple, easy to use controller is programmable up to 7 days, giving you up to 42 settings per week! All the features you need, and total control at your fingertips.

► Save time and money

With the ability to heat your room up to 4 times faster, and cool it 1.5 times faster, you'll save energy, time and money.

► Easy design & installation

Every home is different, so too, every system needs to be specifically designed for the individual home, which our team of design & installation specialists are qualified to do. **CALL US TODAY!**

Heat multiple rooms by installing a ducted air conditioning system.

These systems are super convenient, offer whisper quiet operation and are so easy to install. Ducted systems distribute perfect heat evenly throughout your home, concealed inside your ceiling cavity.



HOT DEAL
..... AT A
COOL PRICE

Call the professionals today and together plan your home's heating and cooling requirements.

OUR advice, YOUR budget, YOUR choice

I personally guarantee my tradesmen's workmanship. If you are not 100% satisfied with the quality of the work from ElectroServe, I promise to put it right...every time, or your money back.

Blair Watson, General Manager.

ORDER TODAY | **\$7295.00**
Ducted air conditioning systems starting from | **INSTALLED**

ElectroServe

 **EcoSmart**Electricians



166 Moore Street, Ashburton | P 308 9008 | E service@electraserve.co.nz | W www.electraserve.co.nz





Dairy Shed Washing Services Ltd

Dairy Shed Washing is now classed as an essential service, with the strict cleanliness required by Assure Quality for your dairy shed to meet their high standards.

Most sheds have a 'fail' or a 'please fix' due to the inside of the roof not coming up to a clean standard, this is where Dairy Shed Washing comes in.

Our **service operates** in the **drying off time** in May, June and July, our customers have pre-booked our service, (so they don't miss out) and we are able to clean the inside of the roof to a high level.

Included in the service is **spider proofing** the **whole inside of the shed roof**. This keeps the spiderwebs away for a year, using dairy approved chemicals.

Our washing service uses no chemicals, which is very important in a shed that has with restrictions on chemicals allowed to be used. Our area covered is most of the South Island depending on numbers.

Over the last 3 seasons we have cleaned over 250 sheds with most managers re-booking our services for the next season.

The pricing is according to the size of the shed and the height. Some sheds are a bit lower in design making it easier, with others having an extended height making it harder, but with our specialised equipment nothing is impossible.

The starting cost is \$14.00 plus GST per bale and we are happy to give estimates over the phone or visit your farm for a more accurate quote.

WE'LL GET YOUR DAIRY SHED SPARKLING



- Our service operates in the drying off time in May, June and July
- **BONUS:** included in the dairy shed washing is spider proofing the cleaned roof area

Use your Ruralco Card



For a quote or enquiries on how to get your dairy shed clean,

Call Mike Ward today on
0800 556 778
or mobile 027 2968 234

www.dairyshedwashing.co.nz

Offering the full Hydraulic service

An out-of-control fire can cost millions of dollars in damage. Worse, it can kill. BY LINDA CLARKE



With tinder-dry conditions in summer and modern, computerised and expensive machinery, stopping fires from spreading is important business.

Hydraulink Mid Canterbury Ltd has added Qttec Fire Suppression Systems to its product range, offering a reduction of down time and protection of assets in the event of a fire.

While the concept of on-vehicle fire suppression is relatively new, Hydraulink Mid Canterbury Ltd owner Paul Fergus says there is plenty of interest with new health and safety regulations highlighting the need for increased safety.

The fire suppression systems work similarly to those installed in buildings. In a vehicle, it involves a network of strategically-placed nozzles around the engine or other hot spots; the nozzles spray a water and foam mixture in the event of a fire. The suppression is also designed to cover immediate ground areas.

"The fire suppression system is designed to give the operator enough time to get out of the machine safely. The nozzles are mounted around all the hot points in the engine bay, for example the turbo and exhaust manifold, and put the fire out."

Fire suppression comes in two types of systems under the VDAS (Vehicle, Detection, Actuation, Suppression) logo - ROP (Rise of Pressure) and LOP (Loss of Pressure).

The systems have an automated fire detection system but can be manually activated by the operator in the cab or at an external location on the equipment via a remote actuator.

Hydraulink has also become the agent for Lincoln Quickclub Lubrication Systems. These automatic lubricating systems save machinery operators the daily chore of greasing all moving parts.

Quickclub saves time, offers preventable maintenance, increases longevity of machinery life with less down time and helps to improve the reliability of equipment and machinery.

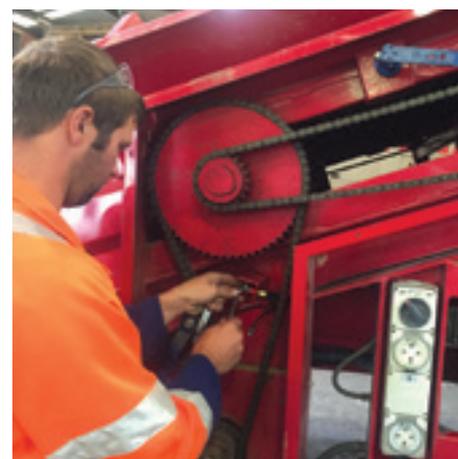
For contractors, this can lead to improved efficiency, productivity and increased turnover. Quickclub Lubrication solutions range from a basic,

centralised system using a manual grease gun to a fully-automated system supplied by 12 or 24 VDC electric and pneumatic pumps.

Reliable metering valves supply the lubricants through feed lines to the lubrication points. The Quickclub product range covers the lubrication requirements of most on-road and off-road equipment, as well as a variety of industrial machinery.

For example, Quickclub is helping truck manufacturers significantly increase maintenance intervals (from 45,000 to 60,000 kilometres). Quickclub also protects pins and bushings and other lube points on construction machines against humidity and dirt.

Paul and experienced technician Dan Bruce are fully certified in the installation of both the new lubrication and fire suppression systems.



ABOVE: Installing the Quickclub Lubrication System
MAIN IMAGE: Dan Bruce, working from one of the Hydraulink trucks

Hydraulink is best known for hose repairs but it also offers full hydraulic sales and service. The business started with just one van in 1997 and has grown to have a workforce of six, three fully equipped trucks and the industrial lubrication/fire suppression vehicle.

Hydraulink pride themselves on their rapid-response to all kinds of hose and hydraulic emergencies and maintenance work.

They work on both farm and industrial premises and aim to have machines up and running as fast as they can, with a 24-hour call-out service that includes weekends and public holidays.



39 Robinson Street
Ashburton

Tel: 0800 80 66 66
sales@hydraulink.com
www.hydraulink.com



Resistance is real

It's more than 50 years since Bob Dylan's catch phrase 'the times they are changing' was penned and you could argue from a New Zealand agricultural perspective things have never stopped changing.

ARTICLE PROVIDED BY DR DAVE LEATHWICK, PRINCIPAL SCIENTIST, ANIMAL NUTRITION AND HEALTH, AGRESEARCH

One aspect of our farming sector—and cattle in particular—that has changed significantly is the issue of increasing worm resistance to drenches.

Parasites of cattle in New Zealand have become increasingly resistant to the drenches we use to control them. In fact, it's fair to say that every cattle-carrying farm in New Zealand has worms resistant to at least one type of drench.

It's time that farmers—and the cattle industry—got serious about this growing problem. The implications of not doing anything are dire.

Gone are the days when farmers could simply buy the cheapest drench and assume it would do a reasonable job of killing worms. Today, preventing and managing drench resistance must be a consideration in every worm control decision a farmer makes.

Farmers are generally aware that the most common cattle parasite *Cooperia* is resistant to most drenches. While—except in really high numbers—it isn't likely to cause death, *Cooperia* will still make animals lose condition and look a little ragged.

“It's time that farmers—and the cattle industry—got serious about this growing problem. The implications of not doing anything are dire.”

But another parasite, *Ostertagia*, is a different beast entirely. *Ostertagia* is the most pathogenic of all the cattle parasites; it can kill adult cattle as well as calves and it too, is now showing up as being resistant to the most commonly used cattle drenches. That has been confirmed on four farms in the North Island

and would likely be found elsewhere if it was specifically looked for.

Parasite resistance is, to an extent, a logical progression from our reliance on chemicals. It has become too easy for farmers to just rely on drenches to take care of worm problems and not bother with any of the other approaches to reducing parasite effects.

Also, cattle farmers have had a long-standing 'love affair' with pour-on drenches. This is despite researchers at AgResearch and Massey University advising farmers not to use them, for a decade or more. Pour-ons are the least effective way of delivering drenches to worms in the gut. While they are easy to use, they deliver the lowest concentrations of drug into the bloodstream, both in respect of the peak concentration and the total volume. Also, delivery of the drug by pour-on tends to be more variable and penetration through



The situation with abomasal species such as *Ostertagia* is less clear. There are studies in sheep which show much higher delivery of endectocide drenches to both tissues and worms in the abomasum after oral administration than by injection, which resulted in higher efficacy. But in other studies injections appear to be as good if not marginally better against resistant worms which live in the abomasum. Studies in deer in New Zealand show that pour-ons deliver far less drug to the abomasum than either injections or orals.

Some of our farming systems are also to blame for increased parasite resistance. We have many farms that are almost entirely made up of young cattle and so farmers are totally reliant on drenches to control parasites.

In these operations, large numbers of cattle are usually purchased from different suppliers across the country and they all come with their own differing worm populations. By combining stock from across New Zealand, farmers are simply sampling everyone else's worm problem, bringing them altogether into one place and carrying on selecting them by drenching.

So, what should farmers be doing?

The use of combination drenches is now a well-established tool in the fight against resistance. Modelling and on-farm studies have shown the potential of combinations to slow the development of resistance. Importantly these studies all show that combinations have the greatest potential to slow resistance development when they are used before resistance has developed in the worm population. In other words, the best time to use combination drenches to minimise the development of resistance in *Ostertagia* in cattle is now. Farmers must be discouraged from using single-active drenches of any kind.

Evidence shows that the best products to use are oral combinations containing two or three classes of anthelmintic. If oral drenching is not possible then there are a number of injectable combination products that should do a reasonable job. The use of single active drenches, especially pour-ons, is most likely to lead to a resistance problem.

AgResearch are currently trying to develop a test that will enable farmers and vets to test for *Ostertagia* resistance more easily, effectively and cheaply. It's proving challenging work but we believe it has plenty of promise. If we're successful, a farmer would collect a sample of cow dung, put it in the mail and it would be tested.

For most cattle farmers today, effective worm control requires the use of combination drench products. The question of which ones can only be answered by completing a proper drench test and farmers should have a discussion with their vet about how this might be done—without this kind of information

it is all just guess-work. Once well-developed resistance is confirmed on a farm then a serious look at the farming system may be required—the easiest way to reduce the impact of resistant worms is through integration of different classes of stock (e.g. sheep, cattle, and deer) and on some farms this may require a shift in strategy. While this concept may not be appealing to many cattle farmers, rest assured that the presence of *Ostertagia* populations' resistance to several drench classes will not be very appealing either, and changes will need to be made.

“Farmers must be discouraged from using single-active drenches of any kind.”

On the plus side, over the last 25 years we've learnt a great deal about effective ways to manage drench resistance in sheep and so the knowledge exists—unfortunately, the cattle industry has largely ignored all this work and seems content to take the view that it doesn't apply to them.

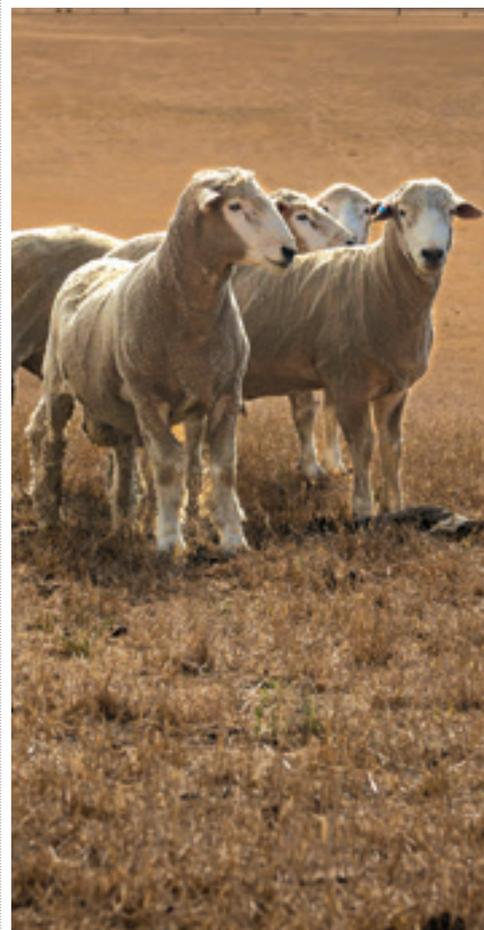
Well, I'm afraid to say, as is happening in other countries, that kind of ambivalence is now biting us on the backside.

the hide can be influenced by breed of cattle, weather (particularly if cold) and by animals licking themselves or each other. Injectable drenches are also less effective against *Cooperia* at least.

Studies undertaken by AgResearch showed that oral administration of drench delivers a higher concentration of the drug to the small intestine of cattle than does injection or pour-on. Almost all the *Cooperia* populations in this study were resistant yet the oral drench killed more worms. This shows that the oral route must have delivered more drug to the small intestine and that this resulted in the killing of more resistant worms.

A dose of drug that just manages to kill susceptible worms, but has little or no efficacy against resistant ones will select for resistance faster than one which kills a good proportion of the resistant worms. This ability to kill emerging resistant worms is one of the major factors determining how fast resistance will develop.

So, the evidence from a number of studies is that oral drenches deliver more drug—of the endectocide class at least—to the small intestine and that this increased dose kills more resistant worms. Therefore, for small intestinal species the use of orals is likely to result in the slower development of resistance.

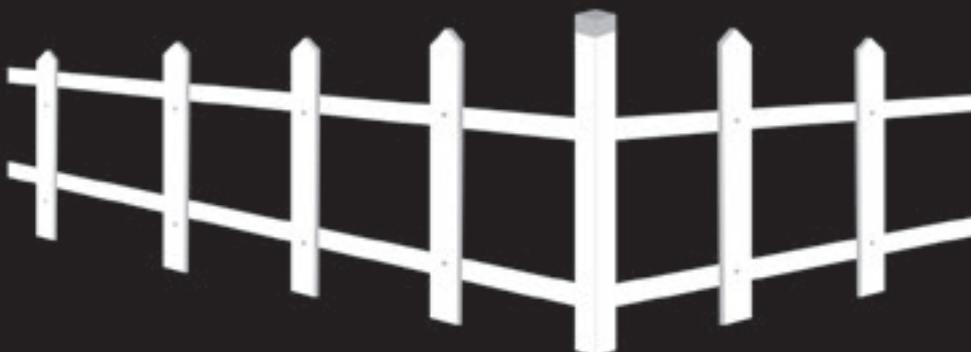


RUSSELL LAWRENCE FENCING CONTRACTOR

- Over 20 years experience in the farming & fencing industry
- Covers top of the south region
- Residential fencing
- Post Driver
- Quotes



*Call the experienced
team today!*



Russell Lawrence Fencing

Email tnrlawrence@gmail.com • Phone 027 543 2016 • Upper Moutere

7% Off Storewide!

**excluding firearms*

with your Ruralco Card

www.thegunshopmotueka.com

277 High Street Motueka Ph; 03 528 4276

The
Gun Shop
Motueka





Going the extra mile

John Hitchcock has engineering in his blood. His father and grandfather were both engineers and he started tinkering with tools in the back shed when he was just a boy.

BY LINDA CLARKE

That hobby turned into a passion, a job and then a business, Smart Engineering Services at Wakefield, just 20 minutes from the centre of Nelson.

Smart Engineering is more than an excellent engineering workshop and service centre. It is a business employing six other engineers and with so many repeat customers that it feels like a family. John and wife Tina, who manages the office, believe in going the extra mile and it has become a hallmark of their business. "We wouldn't have it any other way," they say.

"Everybody knows John and wants to talk to him if they have something they want fixed. It's not a job to him, it's a passion. He doesn't come home and do the gardening – he comes home and goes out to the shed to work on some project or another."

John and Tina have had their engineering business for more than a decade. For most of that time they operated from a workshop at their home on Eighty Eight Valley Road under the name 88 Valley Engineering.

They changed the name of the business to Smart Engineering Services when they moved the workshop to Wakefield, to a purpose built complex with a full machine shop and workshop about the size of three basketball courts and plenty of outside space.

Their work is varied with welding, line boring and general engineering, and includes many

custom jobs for clients in the wider Nelson region including Murchison, Blenheim and Takaka.

John has a reputation for straight talking, and an ability to fix almost everything without breaking the customer's bank.

"We like to do it right the first time. People will bring something in and ask us to fix it; John will explain the difference between a patch up job or a fix and how much it is likely to cost. Communication is important."

Smart Engineering's customers are a mix of domestic and commercial, small and large, including many farmers. Their engineers can fix broken horse floats and stock trucks, create new ute decks or service and repair heavy machinery and fixed plant.

Tina said the business was contracted to service a range of local machinery, from saw mill equipment to forestry gear, and their engineers could also give advice about the lifespan of other working parts or machines so customers could plan further maintenance or replacement.

Their work often involves customising off-the-shelf machinery for work in nurseries,



ABOVE: Smart Engineering can service and repair heavy machinery

TOP: John has an ability to fix almost anything including any type of trailer

MAIN IMAGE: One of the many custom jobs done by Smart Engineering

vineyards or farms and the engineering team can troubleshoot malfunctioning or broken parts. Two service vehicles that are portable workshops can be despatched for jobs in the field.

Tina said keeping customers happy and their machinery in top shape, right down to matching the perfect shade of paint, was important. Their customers told others, and word of mouth referrals kept a steady stream of customers coming their way.

"We enjoy being in business and enjoy working. That filters out."



27 Bird Lane
Richmond
Tel: 03 541 9222

www.smartengineering.co.nz
info@smartengineering.co.nz

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



 **TILLEY** PLUMBING
AND DRAINLAYING LTD

- Digger and truck hire
- Commercial and domestic plumbing
- Drainlaying
- Irrigation
- Trenching
- Ditch clearing
- Excavating



Teapot Valley Road, Brightwater
Email phtilley@ts.co.nz
Phone 03 542 3888 | Mobile 0274 434 562

PAINTING SERVICES AVAILABLE

Bradford Painting Ltd provides interior and exterior surface protection on buildings from small domestic to large-scale commercial. This includes domestic interior decorating, often using a combination of wallpapers and paints. Bradford Painting aims to provide the best long-term result and prides itself on a high standard of workmanship.

Call Richard today on 027 279 8952
www.bradfords.co.nz



BRADFORD
PAINTING LTD



We do Domestic Plumbing!

Stocker Dairy Plumb, dont just specialise in dairy plumbing.

We can also help you out with all your domestic plumbing needs.

From your farm house or cottage, right through to your Mum and Dad's house in town, we can handle all of your pressure.

And if you're feeling a little cold, we can also help you out with getting your fire and wetback sorted. Give us a call today!



Stocker
DAIRY PLUMB

490 West Street, SH1, Ashburton
03 307 6388



Plan ahead for the upcoming Hay Season

CONTACT THE
EXPERTS AT
TINWALD CANVAS



AVAILABLE IN
MAXTARP

25x4m, 25x8m, 25x12m

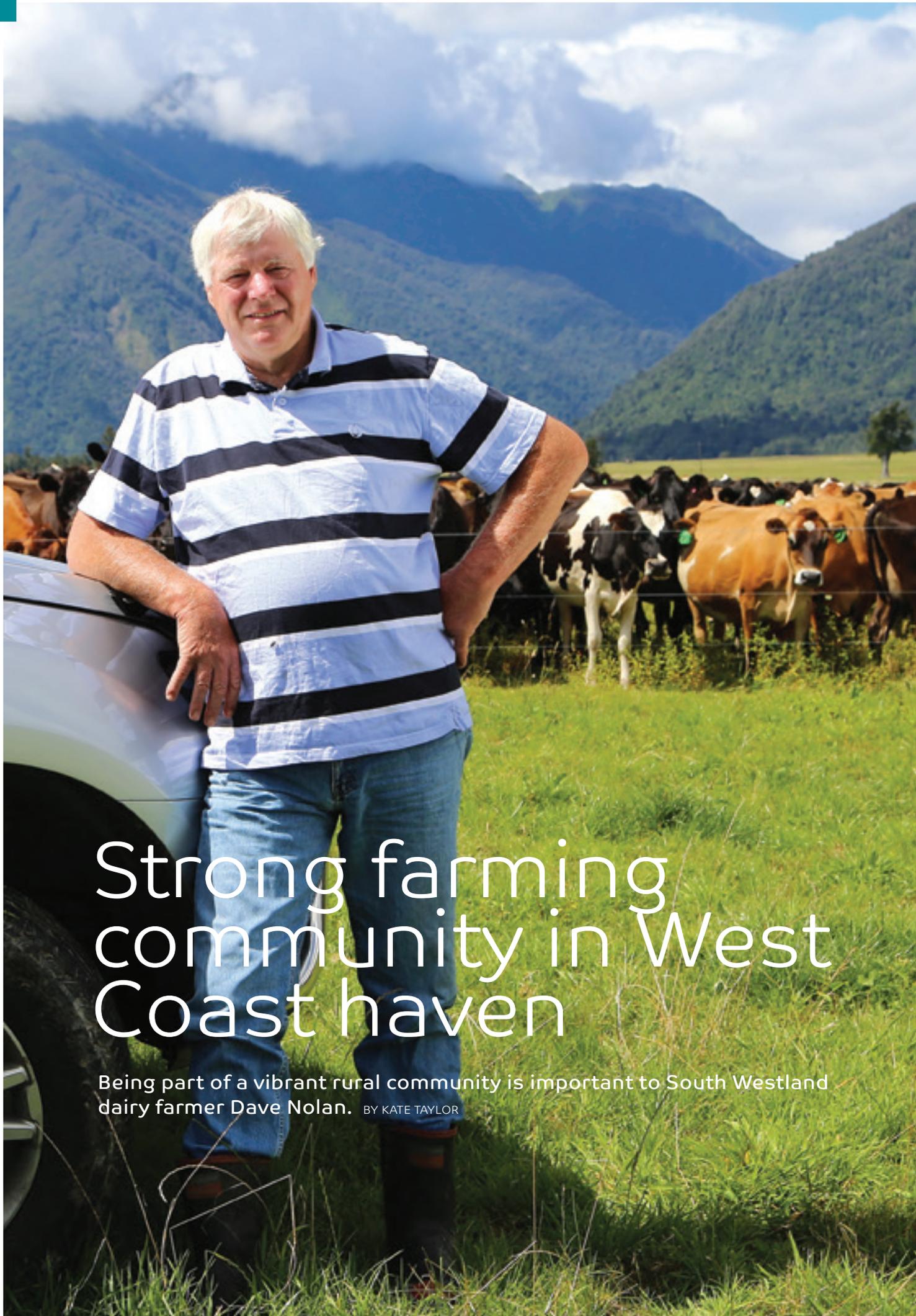
OR CUSTOM
MADE TO ORDER

LOCALLY
OWNED AND
OPERATED

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

Ph 03 307 2354
Email tincanup@extra.co.nz
115 Archibald St, Tinwald, Ashburton
www.tinwaldcanvas.co.nz





Strong farming community in West Coast haven

Being part of a vibrant rural community is important to South Westland dairy farmer Dave Nolan. BY KATE TAYLOR

Dave and Barbara Nolan have a 180ha dairy farm near Whataroa, about 30km north of Franz Josef Glacier between Hokitika and Haast. Milking 480 kiwi-cross cows, the farm produces about 1,000kg milk solids per hectare through a 40-a-side herringbone shed with an in-shed feeding system and a Pro-Tract automatic drafting system.

The business is pasture based with a little bit of extra grain/meal and some palm kernel with the cows moving to a nearby 100ha runoff for the winter (4km away). Staff rear the calves and 100 replacements are kept each year. No bobby calves are kept.

The milking platform is divided into 50 paddocks and cows are followed with 50kg of urea.

"It's a good farm with loamy river silt soil, very free draining," Dave says.

It has a three-pond effluent system with travelling effluent irrigator.

"We don't need irrigation—we get around three metres of rain a year. Actually we're probably the only green belt in the country at the moment. I think reliable rainfall is the term we use," he laughs.

"Most of the time it rains at night. We can get 200mm overnight and there is no excess water to be seen in the morning. We had 800mm last November—it just runs away. We're actually right up there behind Nelson when it comes to sunshine hours."

He says that they are fortunate the farm is river safe.

"Being in the middle of the Whataroa Valley, nestled below the Southern Alps, with the Whataroa on one side of the valley and the Waitangi-Taona River on the other side... this property never floods."

They say Whataroa is a great place to live.

"Waking up every morning with views of the Southern Alps and finishing the day off with magic sunsets out our window. There's a vibrant night life 30km south in Franz Josef at the many restaurants and bars. A locally-owned supermarket has everything you need and the township has many options to entertain the family."

Businesses in Whataroa can also supply most items to keep the farm running.

"There are freight companies with regular meal and fertiliser deliveries available and the township is well serviced by firms that sell and service all farming equipment and machinery."



Dave is the third generation of his family to own the farm—having bought it from his father Arnold and Margaret who in turn had bought it from his father Thomas Nolan, who moved to the district from Haast.

"I had spent about 16 years shearing sheep over most of New Zealand, saving all my money. It was a great life experience and an incredible journey. Dad had only milked 80 cows and gave up milking in about 1980 for sheep and beef. So when I took it over about 20 years ago I had to build a new shed and virtually start it from scratch as a dairy farm again. My brother Wayne ended up dairy farming in the same district, but he sold his farm last season."

Now Dave's farm is also on the market. "The kids have helped me but they're not interested in buying it. It's too dear for them now anyway," he says.

Dave has two adult children—Bevan, 35, is working in the copper mines in Australia.

"He spent four years here milking cows, but it's not the career for him."

Bruce, 36, has just finished three years at university and is wanting to move into human resources in Christchurch.

Dave and his wife Barbara also have nine-year-old daughter Lani and 11-year-old son Sam. They currently attend Whataroa Primary School, which is also an important link in the local community.

Dave is also chairman of the Whataroa Community Association and president of the South Westland A&P Society.

"It's one of the best shows," he says, "attracting 45 to 50 trade exhibitors from all over the West Coast and some from Christchurch. We get horse and

ABOVE: The beautiful farming landscape of the Whataroa valley nestled below the Southern Alps.

OPPOSITE: Whataroa farmer Dave Nolan on his farm
BELOW: Dave's farm milks 480 kiwi-cross cows

livestock entries from all over the South Island and axemen from all over the South Island as well. This year Adam Lowe, world champion chopper, was here demonstrating his skills. He's won everything in the world, no one can beat him. It's an iconic show of the South Westland."

Dave says the A&P Show is a meeting point for people who have shifted from the area to Hokitika or Greymouth.

"Everyone catches up, it's a huge meeting place for family and friends and people keep coming back year after year."

Tourists are another bonus for the West Coast. He says this summer has been one of the best for many years, especially for businesses centred round the glaciers. Whataroa is also famous for its white heron nesting colony.

"This is the only breeding site in New Zealand and this also attracts many visitors."

He says there are a growing number of Asian tourists pumping millions of dollars into the economy. He says tourism is right up there with dairy farming in making money for the region, but the transient nature of dairy farm workers hasn't been good for the long-term health of small rural districts.

"Many come in for a year and go again. It's not good for the community—they don't have the time to become involved in the community for any length of time.

"Farms have also got a lot bigger. Twenty years ago I was milking 160 cows. I've bought extra land, added onto the shed and now I'm milking 480 cows with three staff when I used to do it myself."

Milk production per hectare has increased significantly along with the technology used in the industry, he says.

"We're milking quicker and faster."

He says he'd like to see someone with a young family come in to take over his farm and if it doesn't sell, then a lower order sharemilker could be an option.

He and Barbara both work in real estate in the South Westland area and will continue with that whether or not the farm sells in the near future.





ADVANCED FEED FOR FLEXIBLE FEED SOLUTIONS



MULTIFEED PELLET FOR SHEEP & DEER

BULK \$519.00 per tonne
Ex Mill

Excl GST

25kg Bags \$599.00 per tonne
Contract pricing available



ADVANCED CUSTOMISED BLEND OR PELLET will balance the diet for your dairy cows.

Dairy Blends from \$335.00 per tonne
Ex Mill

Excl GST

Dairy Pellets from \$445.00 per tonne
Contract pricing available

We offer a range of **CALF FEED** (Blends and Pellets) for this coming season.

WE ALSO SELL COMMODITIES SUCH AS PALM KERNEL, SOY HULLS AND SOYBEAN MEAL

COMPARE OUR PRICES!!!



Call 0800 33 33 48 (0800 FEED 4U) or 03 3028211
Email: admin@advancedfeed.co.nz ; peter@advancedfeed.co.nz



We're a pretty handy place to know about . . .

When it comes to agricultural parts & equipment, we stock and manufacture a massive range!

Arable Plough Parts



Cultivation Parts



Palmer
Agri Parts Direct Ltd

0800 4 PALMERS - 0800 472 563
34 Robinson Street,
Riverside Industrial Park
Ashburton



18V Proseries 4 tool combo kit
\$1179

Impact drill, Impact driver, circular saw, angle grinder, 2 x 5.0Ah li-ion batteries, fan-cooled smart charger, heavy duty tool bag



**UNBELIEVABLE
MASSIVE
DEALS!**



ToolShed trade 310mm sliding compound Mitre Saw
was \$599 **NOW \$499**

Dremel Rotary tool
\$229 save \$19



3 Ton farm jack
\$115



125mm 840W Angle grinder
\$139

bonus 10 pack of inox cut off blades



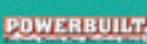
3T Garage jack and axle stands set
\$269 save \$22



DeWalt 355mm 2200W Cut off saw
\$289



ToolShed Trade 180A Inverter MIG Welder **\$899**



Phone 308 6415
34 Robinson Street, Riverside Industrial Park, Ashburton
Hours: Monday to Friday 8am - 5.30pm, Saturday 8.30am - 1pm
www.thetoolshed.co.nz

Do you have a resolution for the new financial year?



If there's one thing you promise to do better this financial year, be sure your accounting software suits your needs.

It's a liability to struggle on with outdated or generic software which doesn't meet the unique demands of today's rural business. At best, the wrong software will waste a lot of time. At worst it may fail to gather critical financial information.

As rural bookkeeping specialists, Hedway can review your position and recommend the best software for your unique needs including Xero and Figured with options for livestock tracking, farm budgeting, forecasting and much more. We install a range of software and also offer full training.

To find the best software for you, speak to us on the freephone number below, email: info@hedway.co.nz or visit www.hedway.co.nz

hedway
your business advantage

Take control of your accounts. Make Hedway your next call.

Phone: 0800 433 929 

Protect
the things
you
work hard
for



Call us today to find a cost effective solution to your insurance needs.

Rothbury Ashburton. T: 03 308 9612
69 Tancred Street, Ashburton 7700



www.rothbury.co.nz
INSURANCE BROKERS SINCE 1950

Now providing your computer needs to

**Methven,
Rakaia &
surrounding areas**



Daniel
A+ Certified

Joshua
A+ Certified

Debbie
Office Manager

Craig
MCSE, MCP+I

**Computing
Solutions** 

Email | Internet | Broadband | Ultra Fast Broadband
Wireless | Data Recovery | Backups | Laptops
Desktops | Servers | Repairs

Call Debbie now on (03) 308 3400 to make an appointment and save on travel/callout costs.

[E info@comsol.net.nz](mailto:info@comsol.net.nz) www.comsol.net.nz

Tech Tips

BECOME TECH-SAVVY WITH RURALCO'S TOP TECHNOLOGY TIPS

Astutely App

An introduction to some great app's available on smart phones. This issue we focus on Social Media app's.



FACEBOOK

Provides a place for friends and family to connect by sharing photos, videos and text updates.

The user will create a personal profile and establish connections with other people using Facebook. Your home page is a place where all your "friends" activity will show and your timeline is a place where all of your activity will show.



TWITTER

Provides a place for people to broadcast short messages, these messages are called tweets. The user will select people that they want to follow, then their tweets will show on what is known as your Twitter stream. People who choose to follow you, will see your tweets in their stream.



SNAPCHAT

Snapchat is a messaging application, where you take a photo or video, add a caption or doodle and send it to your friend/s. The friend/s that open it will only be able to view it for up to 10 seconds and then it disappears. You will be able to add anyone who has the app on your contacts list of your phone, and then you can begin sending them Snapchat messages.



INSTAGRAM

Provides a place to share photos and videos with your "followers". Once you take a photo, you can choose from a range of filters which will change the look of your photo, you then share the photo on your profile. Your followers are able to like and comment on the photos/videos that you post. You are able to search and follow anyone on Instagram.

Receive your ATS or Ravensdown account electronically

Making accounting easier and avoiding postal issues, get your account electronically.

If you are an ATS shareholder you can opt in to receive your account via email, by emailing finance@ats.co.nz, include your shareholder number and a message to say you would like to receive your account via email.

If you decide to receive an email accounts with ATS—you will also receive your paper copy as usual.

If you are a Ravensdown shareholder you can download your account at www.myravensdown.co.nz. My Ravensdown users can also elect to receive an email to advise them that their statements are ready to view online, this is done by allowing financial documents in your communication preferences on the My Ravensdown website.

Five ways you can lengthen battery life on electronic devices

1. Avoid draining the battery down to 10% or below on your phone, camera, tablet or any other electronic device. The optimal charge level for batteries is between 40% and 70% and charging your device in short bursts multiple times a day will ensure your battery stays at this optimal level.
2. If you're not planning to use a device for more than a month, charging it to 50%, turning the device off and putting it in a cool, dry place will ensure the battery's life won't diminish over the period that it is out of use.
3. If you're storing an electronic device for longer than six months, charge it to 50% every six months to reduce the ageing effect on its battery life. Don't store a device that is either completely discharged or fully charged for a long period of time as this would cause loss of battery capacity.
4. Restrain yourself from leaving your device in hot temperatures—exposure to temperatures above 35°C can permanently damage the capacity of the battery.
5. While it's fine to leave your phone plugged in overnight to charge, the case could cause a problem. Your phone needs to be able to vent so if the design of the case doesn't allow ventilation, remove the case before plugging it in to charge.

Don't have a login to the Ruralco Website?

If you don't have a login, visit www.ruralco.co.nz, click "Join Us" and enter your details. This will allow you to see the discounts for the network of Ruralco suppliers and access the on-farm fuel pricing. The login will be confirmed within one working day.

Crème of Country Kitchenware
from \$14.41



Emile Henry Crock Pot
only \$114.95

Ashdene La
Concina Range
from \$38.90



Maxwell Williams
Cake Servers
\$52.50



The Hamish Kitchen
Accessories Range
from \$9.50



For luxurious linens and
gift and homeware must
have, visit ATS today

Now Design 3 Piece
Tea Towel Set
\$18.85



Jamie Oliver Terracotta
Kitchen Collection
from \$10.55



Glass Decanters
from \$72.00 each



Glass Covered
Cake Stand
\$66.60



Assorted Little
Chopping Boards
\$12.10 each



Blue
Earth Soap
\$7.33 each



Potato, Onion
and Garlic
Storage Jars
from \$21.10

New Zealand Botanist Range
from \$5.50 each



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 / Rakala

www.ats.co.nz





Keeping you clean and comfortable

Warning: Do not google images of bed bugs. It will make you want to strip every bed in your house and hot wash all your bedding. BY LINDA CLARKE

Bed bugs, house mites, and discarded skin cells might be the cause of nightmares, but they can be dealt with. While sheets and other bed linen can easily be washed at home, duvets, blankets and underlays are best taken to professionals like Wrights Drycleaners in Ashburton.

Big, bulky items need to be dry cleaned or gently wet washed in large machines and your household washing machine just won't cut the mustard. And care is needed, depending on whether your duvet or comforter is filled with down, wool or microfibre. We spend about a third of our lives in bed, so it makes sense to make sure beds are clean and comfortable, says Wrights Drycleaners owner Stuart Cross.

"We have big machines that can wash bedding properly. Wool is drycleaned and down or feathers have a special wet clean and then we dry them properly too."

He says the end of summer or early spring is the best time to clean large bedding items and a good clean will get rid of bed bugs and house mites, which cause asthma and skin irritations.

Wright's offers a wide range of cleaning services, from garments made of delicate fabrics to uniforms and overalls worn by those working in the automotive and engineering trades and in the restaurant and food industry.

Stuart says the company is a small business doing big things with a personal touch.

A special arm of the business is responsible for cleaning and safely storing wedding gowns and other special garments, Stuart said delicate fabrics needed special care and once cleaned, need to be stored in acid-free tissue paper to prevent browning or discolouration.

"Our staff are really experienced and have dealt with all kinds of fabrics over decades. Some stains can be set in if you try to clean them at home." Stuart recommends bringing your garment in for some no obligation advice.

Wright's also employs an experienced seamstress who can carry out repairs, from button replacement and rips, to rehemming and zip replacement.

Wright's Drycleaners has been an exclusive supplier to ATS and now Ruralco for 30 years. The business started in 1948 on Tancred Street and in 1983 became part of the Apparelmaster group. Stuart and wife Neroli bought it in 2003, moving the whole operation to new purpose-built facilities on Grey Street in 2008.

They have never looked back, diversifying and growing, taking their experienced and passionate



ABOVE: Specialist large equipment is used for commercial washing
MAIN IMAGE: Owner Stuart Cross at the Wrights Drycleaners counter

staff with them. While drycleaning is still an important area of the business, Wrights also has contracts to supply and clean workwear for Mid Canterbury's meat processing plants and other large workforces.

Around 3,500 garments a day are brought to the Grey Street facility for cleaning to tight deadlines and washed in commercial machines built to handle loads of 150kg.

Stuart said specialist large equipment was needed for the commercial washing, with overalls and other uniforms worn by meat workers, engineers, mechanics, cafe and hospitality workers around Mid Canterbury.

Wright's are proud to be a part of the Apparelmaster group and were named Franchise of the Year in 2013 and runner up in 2014.

Stuart says no job is too big or too small and Wright's has the equipment and knowledge to deal with it.



8 Grey Street
Ashburton

Tel 03 307 8360
wrightsapparelmaster@xtra.co.nz
www.wrightsdrycleaners.co.nz

Hygienically clean your bedding for healthy living

SAVE 12.5%
when you use your Ruralco card

Duvets, bedspreads, woolrest, underlays, sleeping bags

Save your washing machine and get a superior clean, call the professionals!

WRIGHTS DRYCLEANERS

Phone 307 8360

8 Grey St, Ashburton (next to Repco)

www.wrightsdrycleaners.co.nz



Use your Ruralco Card or Ruralco Mobilcard and save



12¢ per litre* off

the pump price at Mobil Service Stations everyday nationwide

Check the Ruralco website for locations and full discount details
www.ruralco.co.nz/fuel

Real discounts for real farmers

*No volume limits. Discount current as at 20 October 2014 and is subject to change. Not available at convenience stations or in conjunction with other discounts or offers.



RealFarmer

FOR EVERYTHING FARMING AND FAMILY

RURALCO NZ LIMITED

PO Box 433, Ashburton 7740

0800 RURALNZ (787 256)

www.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: 0800 RURALNZ (787 256); marketing@ruralco.co.nz

CONTRIBUTORS:

Anita Body
Linda Clarke
Richard Rennie
Annie Studholme
Kate Taylor

REGULAR ARTICLES:

Ian Hodge
Veterinarian
VetEnt Riverside Ashburton
Tel 03 308 2321
riverside@vetent.co.nz
www.vetent.co.nz

PHOTOGRAPHY:

Angela Cotton
Megan Graham
Mary-Anne Martin
Chris Montgomery
Rina Thompson
Daniel Wye

Dr Dave Leathwick
Principal Scientist, Animal Nutrition and Health, AgResearch
Tel 03 321 8800
www.agresearch.co.nz

Ruralco News

Shop Save & Win Winners

The Ruralco team travelled around the country delivering \$1000 cheques to the lucky winners of our Shop Save & Win Competition which we ran in November & December last year. Check out the photos of our winners on Facebook at www.facebook.com/ruralco or on the back of this magazine.

Here is a list of who won:

- Glenda & Kelly Hewson from Marlborough
- Ross & Diane James from Tasman
- John & Mary Richards from North Canterbury
- Mark & Lucinda Power Central Canterbury
- Matthew & Annette Talbot from Mid Canterbury
- Hamish McGregor from Mid Canterbury
- George Baxter from Mid Canterbury
- Jim Ironside from Otago
- Alastair, Marie, Stephen & Sarah Cocks from Otago
- Lex Brown from Southland



South Island Agricultural Field Days

We had a great time at the South Island Agricultural Field Days. If you were caught on camera by any of the Ruralco team, check out the photos on the Ruralco Facebook page at www.facebook.com/ruralco. You'll also find photos from the Wanaka Show which the Ruralco team went to recently.

Travelling these Easter holidays?

We have been very busy signing up suppliers all over the South Island so that you can use your Ruralco Card, no matter where you are.

If you're planning to go away this long weekend, don't forget if you use your Ruralco Card you get 12¢* off every litre of fuel at Mobil fuel stations nationwide.

Plus, check out www.ruralco.co.nz for a list of accommodation, restaurants and bars who accept the Ruralco Card where ever you happen to be.

*No volume limits. Discount current as at 20 October 2014, and is subject to change. Discount not available at convenience stations or in conjunction with other discounts or offers.



Share your duck shooting photos this season AND WIN

Whether you're a first timer or a veteran at the sport, successful or not so successful, we want to see your duck shooting pictures during the month of May; so don't forget your cameras—we want to see some goodies.

1. Send Ruralco your picture via private message on Facebook to (www.facebook.com/ruralco)
2. We will create a photo album on Facebook with all the participating photos
3. Share your photo to receive the most likes

The photo which has the most likes and shares will be the winner, receiving a \$100 hunting and fishing voucher.

Terms and conditions apply.

Hazlett Rural Ltd (HRL) Sales Report

Once a week Ruralco sends out HRL's weekly market report via email, this gives an insight to sheep and beef prices and has a record of stock at the Coalgate Sale yards.

This is only sent to those cardholders who have opted to receive this. If you would like to be ahead of the game, email us at ruralco@ruralco.co.nz and we will add you to the list of recipients.



Reset your Ruralco Card PIN Number

If you have forgotten your PIN or want to change your PIN on your Ruralco Card, simply contact your Customer Service Centre (Ravensdown or ATS), they can wipe your current PIN. Once your PIN has been wiped & reset, you can spend on the Ruralco Card as usual, the EFTPOS terminal will ask "Sign or PIN", choose PIN and enter a 4 digit number of your choice. The EFTPOS terminal will remember the number you choose and it will remain your PIN to be used at all Suppliers in the future.

Lost or Stolen Cards?

If you are a Ruralco Cardholder and your card has been lost or stolen, you should contact your co-operative immediately. In all cases, be sure to quote your member number—this can be found on your statement. ATS 0800 BUY ATS (289 287) or Ravensdown 0800 100 123

You don't want to muck about with glasses and contact lenses on the farm. Laser Eye Surgery could get your eyesight sorted.

Talk to us today about a **FREE ASSESSMENT** to see if Laser Eye Surgery is right for you.

Ph 0800 52 73 71
www.laservision.co.nz



LASERVISION
 EYE CLINIC MERIVALE

PROUD SUPPORTERS OF OUR WESTPAC RESCUE HELICOPTER SERVICE

life Pharmacy Ashburton



Going on Holiday?

50% OFF
PASSPORT PHOTOS*

When you bring this coupon into Life Pharmacy Ashburton

Don't forget to come in and visit us when you arrive back from holiday to get your 6x4 photos printed for 29 cents[†] a print.



Life Pharmacy Ashburton, locally owned and operated by Rachel Eaton and Jane Kelly

*Offer ends 31st May 2015, applies only to Life Pharmacy Ashburton. †Standard in-store price, discount applies only for passport photos and does not apply for photo prints.

Life Pharmacy Ashburton
 Cnr East & Burnett Streets, Ashburton
 Ph: 03 308 7222 Fax: 03 308 4781



WHETHER IT'S A BBQ FOR A CROWD OR A MEAL FOR A FEW

We have it all!



FULL SELECTION OF TOP QUALITY MEATS

MOBILE ABATTOIR

Quick - no stress service. We are fully licensed to process farm killed meat and abattoir killed stock. All packaged and frozen to your requirements. Sheep, beef, pigs, deer.



BOOK YOUR PROCESSING NOW

NETHERBY
meats

PHONE 308 7354 | Netherby Shopping Centre, Ashburton

VISIT: www.netherbymeats.co.nz

HOURS Mon to Fri 7am to 6pm | Sat 8am to 1pm



AUTOMOTIVE

VEHICLE RECOVERY

ATV/UTV Winches, 4x4 Winches, Recovery Winches, Hydraulic Winches, Parts & spares.

COLLISIONS PLUS
ASHBURTON LTD

Phone 03 308 8888
237 Alford Forest Road
ASHBURTON

Hinds Mechanical Services

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

KUMHO TYRES

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
for all your panels, parts and tyres

PHONE 308 8634

40 Robinson St,
Riverside Industrial Estate, Ashburton

CAFÉ

RUN OUT OF COFFEE ON THE FARM?

Get your coffee beans on reorder.
Award winning coffee blends available including our special Columbus blend. We can even deliver!

COLUMBUS COFFEE

MOORE STREET, ASHBURTON 03 308 1749
Mon to Fri 7:00am to 4:30pm
Sat 8:00am to 4:00pm, Sun 9am to 4pm

Cardholders 10% off

Umbrellas

For stylish shade solutions, visit www.petermay.co.nz 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, Tinwald, Ashburton Tel 03 307 2354
tincanup@extra.co.nz

acs
Ashburton Cleaning Services

Book your
GYPSY DAY
house clean now

Bookings limited so get in quick!

we clean to a standard, not a price

Phone today 03 307 2654
www.ashburtoncleaning.co.nz

COMPUTING

Computing Solutions

Ashburton's leading computer company.

144 Moore St
Ashburton
Ph: 03 308 3400
Fax: 03 308 3401

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

WRIGHTS DRYCLEANERS

The professionals you can trust

WRIGHTS DRYCLEANERS

Phone 307 8360
8 Grey St, Ashburton
www.wrightsdrycleaners.co.nz

Ed Body FENCING
LIMITED

edbodyfencing@yahoo.co.nz
Ph 0274 399 322

allenton florist

Order now for
Mothers Day

Spoil her with a beautiful and colourful flower arrangement from Allenton Florist.

Ph 03 308 3342
85 Harrison St, Ashburton
www.allentonflorist.co.nz

CENTRAL SOUTH ISLAND

FUNCTIONS

NOW ACCEPTING YOUR RURALCO CARD HERE

- Function Room Hire
- Xmas Staff Functions
- Bar facilities - Sports Bar
- Bottle Store
- Equipment Hire
- New Members welcome

OPEN 7 DAYS

Ashburton Club & MSA
Havelock St, Ashburton
Phone 308 7149

www.ashburtonclub.co.nz

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
(0909) 725 6271

ashburton furniture movers ltd

afmovers@xtra.co.nz

HEATING

warmup®
Underfloor heating | Tiled shower solutions

**undertile heating
undercarpet heating
thermostats**

Call now for a free no-obligation quote
0800 927 687

www.warmup.co.nz

HOME

HOME PLUS
ASHBURTON

We specialise in
Awnings • Gates and fences
Balustrades • Wardrobes
Security and insect screens

Located at: Lysaght Limited,
51 Robinson Street, Ashburton
CALL NOW FOR FREE MEASURE & QUOTE
Phone 03 308 2966

www.lysaghtltd.co.nz
www.homeplus.co.nz

HYDRAULICS

Hydraulink
Hose and Fittings

Hydraulink
Mid Canterbury Ltd.

FOR ALL YOUR HYDRAULIC REQUIREMENTS

24 hours
7 days service

39 Robinson St, Ashburton

Phone 308 8848

AGENTS FOR LINCOLN LUBRICATION SYSTEMS

LAWNMOWERS

PASSION FOR POWER AND PERFORMANCE

HOOPERS

HOOPERS
OUTDOOR POWER CENTRE

*We service what we sell
Plus all other brands*

Ph: 307 7055 Mob: 021 487 598
5 Range St, Riverside Industrial Estate,
Ashburton

www.hoopers.co.nz

MARINE

ASHBURTON MARINE

SUZUKI MARINE HONDA MARINE

WORLD'S BEST ASTROK

- 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

PEST CONTROL

Smiths
PEST CONTROL

- Fly Control
- Fleas/Ants
- Moss/Lichen
- Spider Proofing
- Whitetails
- Dairy Shed

All work guaranteed

0800 BUG OFF
2 8 4 6 3 3

Grant Smith
Smithfield Road, Ashburton
REGISTERED PEST TECHNICIAN

PEST CONTROL

It's an ideal time to control
CLUSTER FLIES

SPIDERBAN

0800 556 778
308 0051

www.spiderban.co.nz

PRINTING

Business cards
Your professional handshake

everyprint.co.nz

x500 business cards for just \$79

Single sided colour, excludes gift and artwork

everyprint
design print copy web

175 Burnett Street Ashburton 7700 03 307 7439 www.everyprint.co.nz

QUILTING

Annie's Country Quilt Store

Browse our website and purchase online with your Ruralco Card at
www.anniesquilts.co.nz

QUILTS | FABRICS | PATTERNS | GIFTS | GLASSES

167 Main South Road, Tinwald,
Ashburton 7700, New Zealand

Ph 03 307 6277
E rachel@anniesquilts.co.nz

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

UPPER & LOWER SOUTH ISLAND

APPLIANCES



100% Selectrix Invercargill are proud to be suppliers to Ruralco

We are stockists of leading brands of whiteware, audio visual and small appliances. We also service most brands of whiteware that we sell in our own service centre



100% Selectrix Invercargill
207 Dee St Invercargill (03) 218 9169
sales@selectrix-100yes.co.nz
www.100percent.co.nz

CHEMISTS



WAKEFIELD PHARMACY
the caring pharmacy

As well as prescriptions we do: passport photos, weight management, health checks & stock a wide range of gifts

VILLAGE & RURAL DELIVERY, COURIER SERVICE AVAILABLE ON REQUEST

Use your Ruralco Card and get 10% off*
*EXCLUDES SALE & PRESCRIPTIONS



541 8416 or 0800tablett
shop@wakefieldpharmacy.co.nz

CLOTHING



Stockists of a wide range of designer labels including: Ketz-Ke, Augustine, Loobies, jewellery, handbags and accessories.

Phone 03 236 1206
202 Great North Road, WINTON



www.impresswinton.co.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.

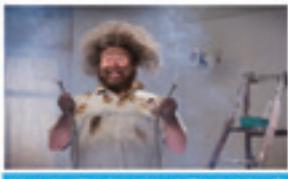


100% rural



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

ELECTRICAL

Need a Professional Electrician?



House Wiring
Heat Pumps
Farm repairs and installations
Maintenance & Servicing

Laser Electrical Gore
40 Ordsal Street, Gore
Ph: 03 208 0442
E: gore@laserelectrical.co.nz

ENERGY

Energise your farm for the future



Warming and eco-powering our deep south

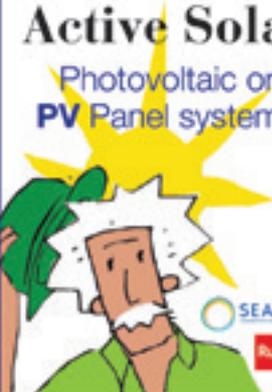
Insulation • Heating • LED Lighting
Hot Water Heat Pump
Solar PV Systems • Wind Turbine

Call us today



www.awaruasynergy.co.nz
0800 WARM SOUTH

Active Solar
Photovoltaic or PV Panel systems



SEANZ



Ph 03 541 0680
jeff@activesolar.co.nz
34 Beech Rd, RICHMOND 7020
www.activesolar.co.nz

HARDWARE

Proudly serving our rural heartland for generations

- Hardware • Outdoors and Camping • Engineering Supplies
- Automotive • Workwear
- Giftware and much more

where people come first



TradeZone HAMMER HARDWARE
It's your local

168 Dee Street Invercargill
Phone 03 218 2059
www.ehayes.co.nz

OPEN 7 DAYS



JEWELLERS



Come in & check out our wide range of jewellery and watches. Plus watch & clock repairs.

Use your Ruralco Card and get 20% off jewellery & 15% off watches* EXCLUDING SALE ITEMS

191 High St | Motueka
Phone 03 528 8253



LIQUOR

Centrepoin
Cnr Dee & Thames St,
Invercargill
Ph: 211 3650



all the help you need

South City
Cnr Elles Rd & Tweed St,
Invercargill
Ph: 218 9729



POWER EQUIPMENT



Outdoor Power Equipment
www.stihlshop.co.nz



STIHL SHOP™ Winton
177 Great North Rd
WINTON
Phone 03 236 8585
winton@stihlshop.co.nz



PLUMBING

LASER PLUMBING GORE

WE COVER ALL YOUR PLUMBING NEEDS

24/7



CONTACT US TODAY

Ph 03 208 6299
33 Gorton St, Gore
gore@laserplumbing.co.nz



Real discounts for real farmers

Real farmers need more than just a charge card, you deserve a card with genuine discounts




Liberty Genetics
0508 454 237
www.libertygenetics.co.nz

\$6.50
per straw for strong genetic traits and high BW Bulls exclusively with your Ruralco Card

RURALCO TOGETHER WITH ITS SUPPLIERS SAVING YOU SERIOUS MONEY

CUSTOMER COPY / CONDITIONS APPLY
Check the Ruralco website for full discount details



Supercheap Auto
0800 500 605
www.supercheapauto.co.nz

10% discount
at Supercheap Auto off every automotive accessory you could ever need

RURALCO TOGETHER WITH ITS SUPPLIERS SAVING YOU SERIOUS MONEY

CUSTOMER COPY / CONDITIONS APPLY
Check the Ruralco website for full discount details



Fuel
0800 RURALNZ (787 256)
www.ruralco.co.nz

12¢ per litre*
discount off the pump price at Mobil Service Stations everyday nationwide

*Discount current as at 20 October 2014

RURALCO TOGETHER WITH ITS SUPPLIERS SAVING YOU SERIOUS MONEY

CUSTOMER COPY / CONDITIONS APPLY
Check the Ruralco website for full discount details

Upper South Island

	DISCOUNT
About Beauty at Monaco Nelson	20%
Auto & Marine Electrics Blenheim	10%
Kaikoura Hunting & Fishing	7.5%
Pipe Worx Golden Bay	20%
Taylor Plumbing Kaikoura	10%
The Vet Centre Motueka & Richmond	7%

Central South Island

	DISCOUNT
The Feedshack Rangiora	2.5-5%
Frizzell Kirwee	10%
Geraldine Butchery	10%
Marsden Engineering Geraldine	5%
Rolleston Diesel & Petrols	5%
Timaru Plumbing and Gas	10%

Lower South Island

	DISCOUNT
Automotive Solutions Invercargill	10%
E Hayes & Sons Invercargill	10%
Gas and Tool Direct Gore	20%
Jesco Hydraulic and Pneumatic Engineers Dunedin	12-15%
Liquorland Gore	7.5%
Tyreland Balclutha	15%



Annette Talbot from Ashburton with Sarah Paton, Ruralco



George Baxter from Ashburton and Lester Chambers, Ruralco

Congratulations

to our Shop Save and Win winners who have each received \$1,000 to spend at the supplier of their choice.

Other winners include Alastair & Marie Cocks from Clinton, Glenda & Kelly Hewson from Blenheim, Ross & Diane James from Murchison, Mark & Lucinda Power from Darfield, and John & Liz Richards from Amberley.

We hope you enjoy your prize!



Hamish McGregor from Ashburton with Sarah Paton, Ruralco



Jim Ironside from Palmerston



Lex Brown from Riverton

Don't have a Ruralco Card? Call now and start saving

0800 RURALNZ (787 256)

www.ruralco.co.nz

Real discounts for real farmers

