

RealFarmer

FOR EVERYTHING FARMING AND FAMILY

DECEMBER / JANUARY 2020

Tiki a
landmark
Waipara
vineyard



Championing
workplace health
and safety

AGM:
Co-operative's
future is sound

Fashion
off the Farm

Blooming
beautiful



From the Group CEO

Welcome to the last edition of Real Farmer for this decade. With 2020 only weeks away, it's timely to take a look at the 200 year history of our wine industry, which can be traced back to the planting of a single vine by Reverend Samuel Marsden in Kerikeri in 1819.

Fast forward 200 years, and today's wine industry is focused on sustainability initiatives and delivering ever increasing value to those engaged in it. New Zealand Winegrower's chair John Clarke, talks to Richard Rennie about where the industry has come from, where it is heading and the role of the industry's sustainability programme.

One North Canterbury winery which closely subscribes to the New Zealand Wine's Sustainable Winegrowing certification programme is Tiki Wine and vineyards owned by Sue and Royce McKean. Since the early 2000s, the McKeanes have cut their own path within the wine industry and they share their journey with us.

DairyNZ South Island Head, Tony Finch also talks to us about recent changing environmental requirements for farmers, including the Government's controversial freshwater strategy. Both DairyNZ and Ruralco have lodged submissions during the consultative stage of this strategy, with Ruralco raising concerns about the process, content and implications of some of the proposals. We all know farmers are great guardians of the land and we all support the goal of improving freshwater quality and management, but it has to be carefully considered.

Last month saw online voting introduced for our AGM, with a huge voter turnout compared to previous years, and two current Directors, Jessie Chan-Dorman and Tony Coltman returned to the Board. While it had been a difficult trading year, Ruralco is proud of its financial result and achievements, and is committed to continuing its focus on developing its people, investing in technology and ensuring best workplace practice. We are proud to be working for our Shareholders and suppliers to best serve rural New Zealand.

Two-thousand and nineteen has been an action packed and rewarding year for Ruralco on many levels, and we thank you for your continued support and we look forward to working with you again in 2020 and beyond. We would like to take this opportunity to wish you all a happy and safe holiday break with family and friends.

Rob Sharkie
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RealFarmer

FOR EVERYTHING FARMING AND FAMILY

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ON THE COVER:
Tiki Wine Vineyard Manager Mark Eder relishes the variety and challenges the role brings, mixing staff management with orchard husbandry, machinery and seasonal tasks

Photos by Elise Rutherford

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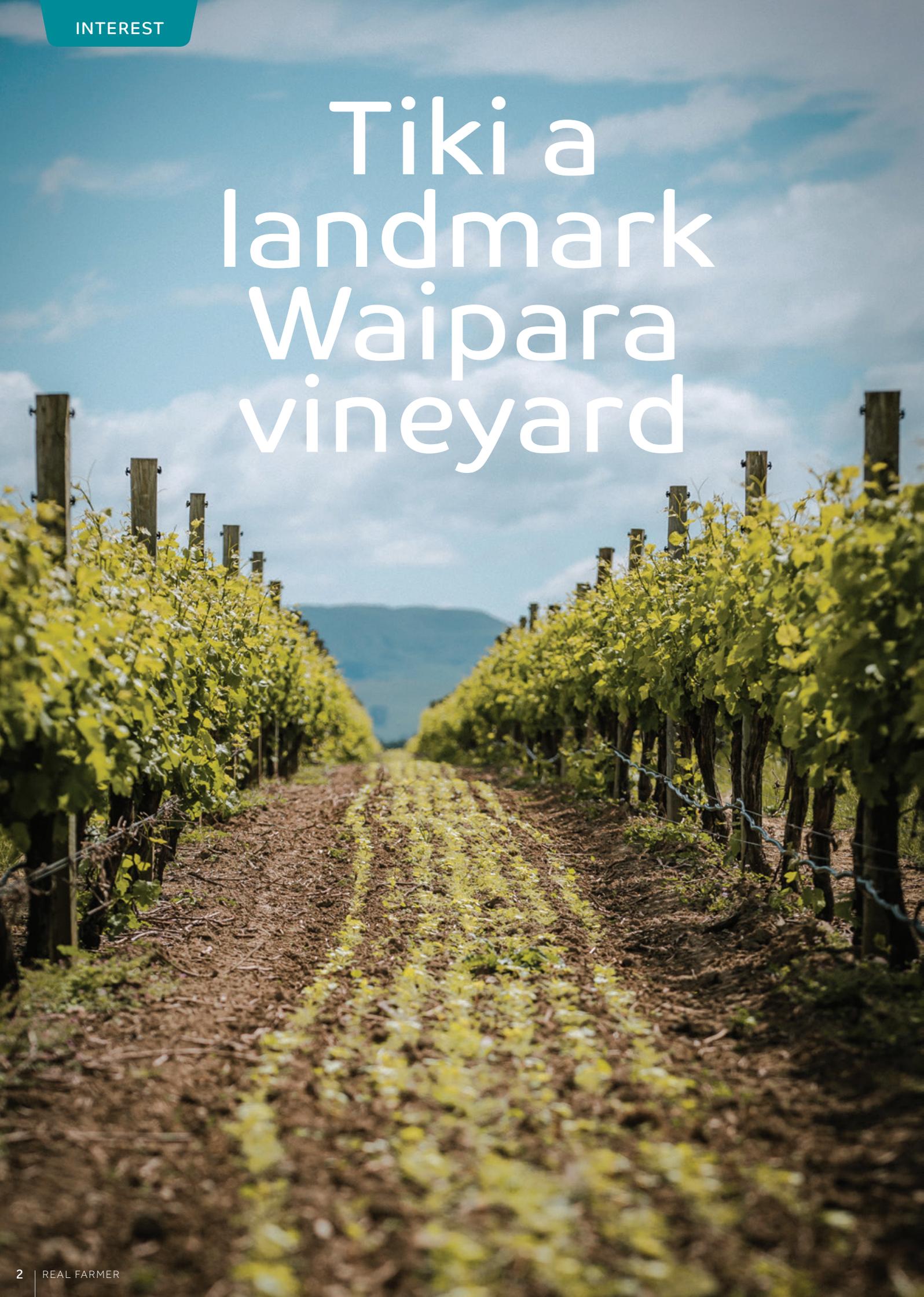
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Tiki a landmark Waipara vineyard



The Waipara district in North Canterbury may not be as well known for wine as its big neighbour to the north, but it is an emerging region producing some award winning vintages savoured by enthusiasts here and abroad. Tiki Wine and vineyards owned by Sue and Royce McKean is the largest vineyard of the region's 14 wineries, spanning a generous 325ha of country once running sheep.

Since the early 2000s the McKean's have cut their own path in the exciting, vibrant industry, defining both the wineries wine styles. This is whilst also acknowledging Royce's deep family connections to New Zealand through his great-great grandfather Ngati Uenuku chieftain Tiki Tere Mihi. The illustrious chief was one of several to have his portrait painted in Rotorua by renowned oil master Charles Goldie, in 1908. The couple have paid Tiki Tere Mihi the ultimate tribute by naming the winery Tiki, but they also underpin their business with a deep respect for the land they rely upon, preserving its health whilst crafting a product in an industry that is world leading for its sustainability standards.

Tiki has taken this a step further with the Maori principles of Kaitiakitanga or guardianship which guide their efforts to protect and preserve the environment they rely so much upon.

Mark Eder has been Vineyard Manager for the past four years, having made the move from vineyard contracting. He admits some apprehension in stepping up to such a role on a big vineyard like Tiki, but today oversees an operation that captures the McKean's values, respecting staff and land alike.

Tiki subscribes closely to New Zealand Wine's Sustainable Winegrowing certification programme. The programme is regarded as a world leading programme and one of the first to be established in the world back in 1997.

As such it has put the industry lengths ahead of its pastoral cousins, as those sectors work to develop similar goals to help not only protect the environment, but also hold premium value in their products.

Today 98% of New Zealand's vineyards are sustainably certified, and 7% are operating as certified organic vineyards.

For Mark, one challenge in coming seasons is balancing the commercial necessity of producing a certain tonnage per hectare against a desire to move towards managing under organic principles in the future which can help add value to the grapes.

"To go organic throughout the vineyard would be tough, as your yields tend to be lower here anyway, compared to Marlborough."



Rather than a wholesale shift to organic production he can initially focus on managing using organic principles on the vines supplying the Tiki label. This will become an additional selling point for the brand. Meantime the commercial reality of higher yields can continue to be met that provide quality fruit to other wineries.

The vineyard already uses a number of organic products and practices, including an organically certified compost from Christchurch compost company Living Earth.

It is not a cheap input, but this year they spread 1,200 cubic meters, 2,000 cumecs last year and 2,500 cumecs the year before.

Spread over about 20ha this year, it sits as a rich, nourishing layer that helps build organic levels on the Glasnevin gravels. It builds earthworm populations and fertility, while also boosting the water retentive ability of the soil, helping cut back on water demands over summer.

Mark is also in the process of developing a mechanised weed eating machine capable of dealing with not only the weeds, but coping with the vineyard's many stones.

ABOVE: The Waipara region has had grapes planted in it commercially since the eighties
 ABOVE TOP: The vineyard already uses a number of organic products and practices, including an organically certified compost from Christchurch compost company Living Earth

Valuable well water is carefully distributed through an irrigation system controlled with moisture meters to determine when field capacity is reached, and when irrigation is not needed thus avoiding over or under-watering. Overall, managing a vineyard under organic principles does bring a level of elevated risk with it. "Some years could be organic for the entire season, but the risk is there, you could lose the crop if the weather is poorer near the end of March with wet weather and fungal infections—there is always that chance when you have done your entire year well, and it could all get lost right at the end."

The Waipara region has had grapes planted in it commercially since the eighties, but it has only been in the last 15-20 years that vineyard area has lifted significantly. Today it accounts for 3% of the country's vineyard



area, at 1200ha, meaning Tiki accounts for a significant portion of the region's total.

Mark says thanks to the region's more northern position it escapes the chill effect of the coastal nor-easterly winds that can afflict the Canterbury Plains over summer.

"You only need to go a few kilometres down the road to Amberley and the temperature can be as much as 10 degrees cooler thanks to the wind there."

This gives the region a ripening advantage over the plains. Meantime Waipara's lower humidity levels compared to Marlborough mean disease risk tends to be lower.

Historically the region has been known for growing quality Riesling, but tastes have pivoted away from this variety, favouring Pinot Gris and Pinot Noir wines that Waipara is also renowned for.

"We have also proven we can grow Sauvignon Blanc to a high quality and good yield level here too in recent years, alongside some very good Pinot Noirs that probably are not as light as the Central Otago ones."

Tiki has supplied the Thornbury label with some Pinot Gris recently that resulted in it claiming a Gold in the 2019 New Zealand International Wine Awards and a trophy in the New Zealand International wine show.

Judges raved about its juicy apple and pear flavours, with traces of ginger and an off-dry finish. A number of other wines over the years from this Tiki vineyard have produced trophy wines.

For Tiki the majority of plantings are in Sauvignon Blanc and Pinot Gris, but the

company's Pinot Noir and Rosé are also growing in popularity.

Personally, Mark prefers a Waipara Pinot Noir, with the unique spicy, rich flavours giving it a distinctiveness of its own.

But in a country where there are 600 wineries, Mark admits wine making is hard enough, but marketing can be even harder with each trying to be seen and tasted in the busy market.

The Tiki brand resonates well with customers both here and abroad, particularly as more and more drinkers seek out a brand's



full provenance and origins, wanting to know more about its sustainability and environmental footprint.

It's a question Tiki answers unreservedly and explains why the winery has built up a loyal following that spans the United States, Great Britain and, increasingly, Asia.

Just as they strive to protect the land, the McKean and Mark have invested into the staff that play such a critical role meeting the spikey seasonal demands of a winery-vineyard business.

They employ 20 Vanuatu workers over winter for the tough, cold job of pruning alongside another 25-30 local staff.

Despite industry concerns over a shortage of staff in the South Island for this type of work, Tiki has enjoyed a good steady relationship with the Vanuatu staff who return year in year out.

"We do try to look after them the best we can. We learned after the first couple of years that it was important to ensure they ate well. Coming to New Zealand, the diet is different here, they tended to eat a lot of bread and it doesn't agree with them."

Mark's Assistant Manager Debbie Sparks started cooking robust hearty meals for the staff four days a week, with plenty of meat and vegies.

"And we noticed straight away, their energy levels came up, they would work harder and they were healthier too."

For Mark the step up to managing the region's largest vineyard operation has been a big one from contracting, and one

TOP: Tiki Wine Vineyard Manager Mark Eder oversees an operation that captures the McKean's values, respecting staff and land alike

BELOW: Having enough gear on hand means they can get things done in a timely manner

BELOW LEFT: Just as they strive to protect the land, the McKean and Mark have invested in the staff that play such a critical role meeting the spikey seasonal demands of a winery-vineyard business





he admits initially feeling apprehensive about. But today he relishes the variety and challenges the role brings, mixing staff management with orchard husbandry, machinery and seasonal tasks.

"The first couple of years were pretty tough, but I have had outstanding support from Royce and Sue. Royce has never done anything by halves and has done a lot to future proof the operation, not only in the sense of caring for the environment and looking after the soil."

The amount of equipment available has increased in the past few years, including pluckers, sprayers and tractors.

"Pretty much everything is there, and when you need it, having enough gear on hand means we can get things done in a timely manner which is important for some jobs like harvesting—growing a good vintage is pretty much about good timing, making the right decisions at the right time and going with it, the window can be pretty small to do that in."

For the next couple of years, the challenge around the vineyard itself will focus around further integrating Maori principles of Kaitiakitanga on parts of the vineyard.

At a production level Tiki will be investing in the installation of a bottling line. Until now Tiki has had its wine contract bottled in Blenheim and Waipara but having its own plant will bring a greater level of flexibility and timeliness to bottling production.

"It will mean we can more easily bottle to order, and you can respond more quickly to a new order."

The bottling plant will also integrate with a new warehouse premises just north of Christchurch. The high-tech facility will ensure good stock control and dispatch, all with increased efficiency.

Overall, he is enjoying an industry that brings a variety of work and challenges with it and no two years, or vintages, that are the same.

"The opportunity to keep learning is always there, whether it is a new way of growing vines, or developing new wine, and you come into contact with a great group of people."

Couple's vision for Waipara continues

Royce and Sue McKean are known not to do things by halves, and establishing the Tiki wine label and Waiata vineyards were certainly no exception.

Royce and Sue worked overseas to save a grub stake to start a venture in New Zealand. When they returned to New Zealand in 2003 with their two young daughters, they were keen to get stuck into something they could call their own, and opted for 365ha of Waipara dry stock farm, initially thinking they would run sheep and cattle for a few years.

But the need to generate higher income from it sooner than later prompted a re-think, and a decision to instead opt for a vineyard, albeit one on a large scale.

After initially converting 60ha to Sauvignon Blanc and Pinot Gris, in all 130,000 plants along with posts, wires, irrigation line the rest of the vineyard followed. This involved a further 260ha and by the end of 2006 the Waiata vineyard was fully planted.

Royce is quick to point to today's success being thanks to the efforts of his loyal staff, Mark as Manager and Debbie Sparks as Assistant Manager who has proven an endless source of energy and positivity in the business. There are also a number of staff who have been with the business since the first vines were planted in 2005.

"They all work very hard both with the vineyard, and with the staff we employ for our seasonal work."

"Debbie has made great inroads with our Vanuatu workers. She has visited their villages in Vanuatu and has a very good understanding of the challenges they face back home."

Royce is conscious he and Sue have only 15 years of vineyard history behind their Waipara site, and every step to improve is something of a learning process, often done by taking a small part of the vineyard and trialling a new technique or process.

"That could be composting, or using mussel shells, or grazing lambs in the vineyards to clean up over winter."

Continual improvement includes always trying to add to the organic topsoil layer throughout, and Royce believes it may take another 30 years until it's near its optimal state.

"By that stage, if the kids wanted to take over, then the opportunity is there to take it to the next stage."

The winery is also part of the Tuku Maori wine collective group consisting of six iwi owned vineyards, extending from Tauranga Takitimu Waka in the north to Ngāti Tuwharetoa and Ngai Tahu in the south.

"We can see a lot of potential to do more as a collective. Tuku allows the six wineries that are all relatively small to scale up and leverage off each other."

"When we launched, Air NZ provided support I don't think we could have raised as individual wineries. Into the future this allows us to differentiate from those wineries that may just have a Maori name alone."

Adding the story of Maori culture and heritage into the label's provenance also provides an opportunity to appeal to the growing portion of consumers wanting to know more about their beverage's background, its sustainability and heritage.

Looking into the future, Royce and Sue are working to continue to build on the planks of success so far, namely quality, care for the environment and care for the people who are such an integral part of their vineyard's on-going success.

"We still feel like we are learning as we go—our vineyard is young by many standards but every step and every new thing we do is about improvement to the environment and the wine we produce from it."

TOP: Sue and Royce McKean have cut their own path in the exciting, vibrant industry, defining both the wineries wine styles

TOP LEFT: Assistant Manager Debbie Sparks cooks robust hearty meals for the staff four days a week, with plenty of meat and vegies



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AGM: Co-operative's future is sound

Aspiring to be the partner of choice for rural New Zealand has seen Ruralco maintain its market share while focusing on developing technology, people and capability within the business.

The 56th Ruralco Annual General Meeting was held on Tuesday 19 November 2019 at the Ashburton Trust Event Centre. Prior to the meeting an invited group of farmers and Board members met to collaborate and discuss ideas on the future direction of the co-operative and on the role of technology in farming into the future. Results and learnings from this will help to inform the Board on future strategy discussions.

Chairman Alister Body congratulated the Board and Management for enabling the co-operative to remain competitive, for continuing to develop relationships and better ways of doing business. Mr Body said that effective collaboration between Ruralco's management and the Board enables the co-operative to work together, sharing a commitment to the business model and its future. "The rural community is facing a huge challenge at present, along with fellow food producers across the globe. At times like this, we can find strength and solutions by collectively working together.

The genesis of our co-operative was such a response to the challenges of the time. What we face at the moment is nothing new. The evolution of farming systems has gone on since the dawn of time, and will no doubt continue into the future. How we approach this change will determine our success or otherwise. The way forward is to identify the opportunity opened up by these changes."

The Annual Report, circulated to all shareholders prior to the event, demonstrated the co-operative to be in a sound financial position to move forward. For the second year in a row Ruralco will pay its Shareholders a bonus rebate, thanks to revenue growth and careful management of expenses. The \$250,000 bonus rebate comes on the back of a strong year for the rural services co-operative, (ATS Ashburton Trading Society Ltd Trading as Ruralco), which recorded operating earnings before interest and depreciation (EBITDA) of \$1.1 million.

During the last financial year Ruralco continued to increase its Shareholders by

53 and its market share while also focusing on efficiencies within the business. For Shareholders who wish to receive a copy of the full financials, please feel free to contact or call into Ruralco reception to obtain one. "Ruralco is standing proud with positive financial results and many accolades to its name, despite it having been a difficult trading year for the co-operative with the weather effecting irrigation and grain trading, together with uncertainty and farmers conservativeness affecting farm spend." Mr Body said.

The many accolades and achievements Ruralco has over the past year included: 25th Anniversary Celebrations of the Ruralco Instore Days, Group CEO Robert Sharkie named runner up in the NZ Co-op Business Leader of the Year; Ruralco named Winners in the Westpac Business Champion Awards for Workplace Safety; and with the unique position of having four women on the Board of seven total, Ruralco was recognised as a finalist in the Gender Diverse Organisation

of the Year category of the Governance NZ, Women in Governance Awards.

Mr Body also celebrated the co-operative's new move to offer online voting for its Shareholders "I am absolutely thrilled with the online voting process. Most of the votes were cast prior to the AGM and despite this we still had a good attendance and participation at the AGM."

The first-time online voting process, conducted and scrutinised by independent company Electionz.com, saw Shareholder participation rates as high as ever with a fivefold increase (549%) in participation rates from the 2018 election. With three candidates standing for two seats, Directors Jessie Chan-Dorman and Tony Coltman (who had both stood down via rotation) were both re-elected.

Familiar face at the Board table and director for the past six years Mrs Chan-Dorman was pleased to be re-elected and she said "I feel humbled to be part of the Ruralco team." Shareholder Mr Lilley summed it up really well last night in his general business address. "From the shareholder, to the store person, to the Executive, to the Board, we are all one team working together for the benefit of our farmers". Mrs Chan-Dorman acknowledged the challenges ahead for farming, but she also foresees some great opportunities and is confident Ruralco will be there to support farmers as they make the transition.

Mr Coltman, who joined the Board in 2016 and was re-elected last night said "I'm honoured to be re-elected. It was great to see such high participation rates, and to see the seats contested. This is a healthy position for the Board." Mr Coltman says he is acutely aware of keeping both the business and its people in a strong position and helping it to evolve in a very competitive market.

A further election of one member to the Directors Remuneration Committee saw Mark Saunders, a previous director of Ruralco, successfully elected.

Group CEO Robert Sharkie thanked Shareholders, Board members and suppliers



for their support of the co-operative. "This is a fantastic business, one that I am very proud to lead, however like any business it has its challenges. We are in uncharted territory, there is accelerating change and significant disruption ahead. Ruralco will continue to operate and innovate to ensure we remain relevant to you and your business into the

future. I do believe that facing this together we are stronger and more resilient. I have a personal obligation to ensure this happens for you, our staff and our wider stakeholders. You all have my full commitment."

Mr Sharkie highlighted that "You and I both know that the essence of the co-operative model is a philosophy of doing better together. We must stay relevant, provide true value, respect our farmers business aspirations, and support them. The decisions we make at every level in Ruralco are always for the benefit of all our stakeholders, we need to consider the wider impact of our actions and stay true to the co-op ethos. We are in this together and together we can achieve so much more."



ABOVE TOP: (left to right) Alister Body (Chairman), Mark Saunders (Directors Remuneration Committee), Tony Coltman (Board of Directors), Jessie Chan-Dorman (Board of Directors), Rob Sharkie (Group CEO)

ABOVE: Rob Sharkie (CEO) addresses the crowd of Shareholders

LEFT: Alister Body addresses the Chairman's Advisory Group

OPPOSITE: Alister Body (Chairman) opens the proceedings of the 56th Annual General Meeting

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An update from DairyNZ's South Island Head



IMAGE: DairyNZ is concerned that the government's Essential Freshwater proposals will negatively affect rural communities

2019 has been an incredibly busy time for us all.

WORDS PROVIDED BY TONY FINCH, SOUTH ISLAND HEAD, DAIRYNZ

While many farmers have been busy implementing on-farm changes to meet changing environmental requirements, significant new policy proposals have also been put forward by the government.

It's been great to see DairyNZ and farmers working together to put forward evidence-based, constructive ideas on how we can respond to big issues like freshwater policy and an emissions framework.

The government's announcement that agriculture will not be entering the Emissions Trading Scheme was a major win for farmers. The government has accepted an industry proposal from DairyNZ and others called He waka eke noa to build an enduring farm-level emission reduction framework.

DairyNZ also recently lodged our submission to the government's Essential Freshwater package. Concern about some aspects of the package has been clear since the first public meeting in Ashburton where 350 people turned up—we saw similarly strong turnouts at other meetings.

Over the past two months, DairyNZ staff have attended over 40 Essential Freshwater meetings and events from Northland to Southland. As well as attending Ministry for the Environment and farmer-organised meetings, DairyNZ also hosted farmer meetings, held submission drop-in sessions to support farmers with submission

writing and hosted webinars to explain the proposals and gather feedback. We have had a record turn-out of over 2,100 farmers and rural professionals attend the events we hosted or presented at.

There were a number of proposals in the package which we agree with and, in principle, support. We support making farm environment plans mandatory, along with requiring stock exclusion for significant waterways—something our farmers have already invested significantly in. We also support setting clear interim standards for swimming in summer.

At the same time there are policies which DairyNZ does not support because we believe the Government's water quality and broader emissions reductions objectives can be achieved with less stringent reforms, and at a minimal cost to the New Zealand economy.

The economic modelling included in our submission indicates that the Essential Freshwater package could reduce New Zealand's Gross Domestic Product (GDP) forecasts by \$6 billion a year by 2050. The resulting economic effects will be felt by all New Zealanders. Many farmers and local councils have joined us to express their concerns that the package does not assess the true impact of the proposals on rural and urban communities.

The proposed nutrient limits included in the package are based on overly simplistic causal relationships and are not supported by robust science.

We support expanding the scope and scale of existing Good Farming Practice initiatives and carrying out prioritised and targeted

catchment-scale actions. This approach can achieve reduced contaminant losses, and improve biodiversity, ecosystem health and water quality throughout New Zealand. You can read DairyNZ's submission online at www.dairynz.co.nz/freshwater.

We all want to see healthier waterways and farmers have been very active in adopting new practices to improve water quality. In Canterbury, DairyNZ and local farmers are involved in a project to identify ways farmers can meet nitrogen loss targets in the Selwyn and Hinds zones. DairyNZ has been supporting farmers and their farm consultants to identify a range of options they can select and apply on their farm to make changes, while still remaining productive. Despite it only being the second year of this project, we are already seeing some innovative solutions coming out of local farms.

We really appreciate so many farmers taking the time to attend Essential Freshwater meetings and make submissions sharing their thoughts on such an important issue. The Ministry for the Environment has received over 17,000 submissions on their proposals—and we expect that many of these will be from dairy farmers.

DairyNZ has also been on the road in the past few weeks talking to farmers about what the future focus for your levy investment should be, and providing an update on the results DairyNZ has achieved over the past year.

We visited many locations around New Zealand in November and in December we are holding meetings for farmers in these areas which I invite you to join:

- Westport, 10 December, 11am
- Grey Valley and Reefton, 10 December, 7pm
- Golden Bay, 11 December, 11am
- Hokitika, 11 December, 11am
- Marlborough, 12 December, 11am
- Kaikoura, 12 December, 7pm.

You can check the meeting venue details online at www.dairynz.co.nz/refresh

I realise farming in the current environment is stressful, so I hope you have the opportunity to take a few days to relax and recharge over the Christmas break and enjoy some time with family and friends.

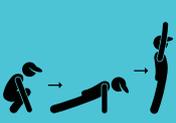


Tony Finch, South Island Head, DairyNZ

WELCOME TO THE NEW FITNESS COLUMN OF REAL FARMER, WHERE YOU WILL GET A RANGE OF IDEAS, WORKOUTS, TIPS AND INSPIRATION FOR KEEP YOUR MIND & BODY WELL

Smash out summer session

Between all the Christmas cheer, enjoy this summer workout and up your energy!

						
LUNGES X5 REPS EACH SIDE	BURPEES X5 REPS	TRICEPS DIP X10 REPS	STAR JUMPS X10 REPS	SIT-UPS X10 REPS	BURPEES X5 REPS	PRESS-UPS X10 REPS

Then run 200m and then repeat whole set x5. Aim for pace without compromising the quality of your technique. If you enjoy this, then set a timer and take a note of how long this takes. Next time you do the workout try and beat your time.

Motivation: Hot tips to keep cool head and a healthy body

- If you're planning exercise then get it done early in the day so you can tick it off. This is an especially good idea when you're on holiday.
- Workout or spend time in nature, in your backyard, in the mountains, in water, wherever makes you smile.
- Drink water. It's good for your health and keeps tummy's full.
- Let your expectations go and enjoy the summer.
- Appreciate the small achievements, in time you'll find they were the building blocks to your big goals.

INTRODUCING REAL FARMER FITNESS CONTRIBUTOR, ANNA JOHNSON OF GARAGE GYM, METHVEN



"I have experienced the smiles, the tears, the laughter and the fears that exercise can produce, and I love every moment of it. I want to help people experience exercise not because they want the perfect body but because they want the perfect heart and mind."

Anna is a wife, mum of two and the owner, trainer and instructor at the newly launched Garage Gym in Methven. She has been in the fitness industry for over nine years beginning her journey as an unfit new person joining the gym. Anna quickly found a passion for Group Fitness and after training as an Instructor is now also a Personal Trainer. Alongside this she's competed in triathlons and adventure races.

Five tips to smoothie success

TIPS BY AMY PIPER, RURALCO DIGITAL COMMUNICATIONS MANAGER



5-plus a day

Adding some vegetables to your smoothie is a great way to increase your daily veg intake & doesn't alter the taste—try frozen courgette, kale, cucumber or spinach.

Powders

Cacao powder & Maca powder not only provide great health benefits but also add great flavour to your smoothie – I always add a TBSP of Cacao powder to get a chocolaty flavour & Maca powder for a nutty flavour.

Spoon vs straw

Making a thick smoothie with toppings means that it takes you longer to eat and forces chewing which triggers stomach acid production, encouraging optimal digestion.

Hangry?

Use some healthy additions to make your smoothie bowl more filling—my favourite fillers are hemp seeds, rolled oats, protein powder or chia seeds.

Add

Always add a dollop of Peanut Butter!



Managing busy times

WORDS SUPPLIED BY FARMSTRONG



FARMSTRONG'S ALL ABOUT THE THINGS YOU CAN DO TO KEEP WELL, EVEN WHEN YOU'RE UNDER THE PUMP ON THE FARM.

Over the last four years, more than 15,000 farmers have reported an improvement in their wellbeing after participating. Here's why.

Farmstrong Ambassador Sam Whitelock says, "Just like sports professionals, farmers have plenty to keep on top of—managing staff, tending stock, caring for land, responding to weather patterns, analysing market trends and doing the books. You're also often trying to be a good partner, parent and family member. Juggling all these demands increases your risk of stress and burn out. That's why looking after yourself is so important."

Watch out for the signs of stress and prioritise

People need to be aware when they've got too much on their plate. If you feel like you or a partner are not coping, it's about being proactive and coming up with an action plan. Instead of trying to do everything, ask yourself what are the one or two top things I need to work on right now. Is it de-stocking, fertiliser, getting extra staff on – what's going to make the biggest difference? Focus on the top two things and park everything else. Once you are feeling back in charge, your stress levels will go down.

Recovery time

If you want to stay productive and sustainable as a person on your farm, the other thing you've also got to think about is getting some rest and recovery time. No one can stay at the top of their game in a physically-demanding job like farming without taking time to 'recharge the batteries'.

Sometimes that's a bit challenging when you live where you work and you just have to step outside the door to see the next job that needs doing. But recovery time is vital. Sam says: "Whether you're playing rugby or working in the rural world, taking time off is massive. It helps you stay fresh so you can perform at your best."

"Regular small breaks, like just stopping for a cuppa, or getting off farm once a week to get away from work, are both important. Over summer I also make a real effort to connect with my friends and family outside rugby. Connecting with mates freshens me up and gets me talking about things apart from my job. Time away definitely energises you and can give you a new perspective on things when you are back"

Invest in your wellbeing

"Farmstrong is all about farmers investing in small habits to stay well. I call them the 'Five Ways to Wellbeing' - staying connected with mates, keeping active, enjoying the simple things in life, learning new things, giving back to the community," says Sam Whitelock.

"Farming and professional sport share similar pressures and challenges. There are lots of things outside your control. In rugby it might be the ref, in farming it's the weather. That's why I've made the 'Five Ways to Wellbeing' part of my life.

"I'm encouraging farmers to do the same and look after themselves, as well as their stock and their pasture, when things get busy. After all, the most important asset on the farm is the farmer"

Farmstrong's top tips

Stay connected: Surround yourself with a network of people you can reach out to. It can be as simple as having a conversation in the pub or over the fence.

Keep active: Biking, walking, hunting, team sport—whatever appeals. It keeps you 'farm fit', boosts your mood and gets you off farm.

Enjoy the small stuff: When you're working, take a moment to stop and enjoy the view or the nature. Not a bad office, is it?

Eat well: Make sure you have enough 'fuel in the tank' to keep your energy levels up.

Look after yourself, look after your team: People are the most important part of the industry.

To find out what else could work for you, check out our farmer-to-farmer videos, stories and tips at www.farmstrong.co.nz.

HR Policies: They're just for the big businesses right?



WORDS BY SARAH GREEN CMHRINZ, RURALCO GROUP MANAGER PEOPLE AND CAPABILITY

HR, WHAT IS IT? ISN'T THAT JUST A DEPARTMENT THAT BIG ORGANISATIONS HAVE? HR DOESN'T APPLY TO ME, I'M ONLY A SMALL BUSINESS.

Don't get me wrong, even the big boys get it incorrect sometimes, but it is all too easy to brush HR admin aside as more of a hindrance to everyday business when you are the owner of a small company. Employing staff is stressful but by making sure you get it right first time, you are protecting yourself, your business and ensuring you have a really positive relationship with your employees.

Whether you employ just one person or 50+ people, HR is for you! And what's best is it doesn't have to be complicated or laborious, plus there is plenty of help out there if you need it.

The best "go-to" is www.employment.govt.nz where you are guaranteed that the information is up to date. They provide simple guides and templates to make life easy for you.

Thinking you need to do some work? My suggestion is start by first checking your employees have an employment contract—as this is a legal requirement. Make sure they include the following as a minimum:

- Four-weeks paid holiday per annum;
- 11 public holidays per year;
- Payment of time and a half for working on public holidays;
- Five days sick leave per annum (after 6 months service, to a maximum of 20 days);
- Three days paid bereavement leave for close family members;
- Up to 52 weeks' parental leave;
- Rest and meal breaks;
- Minimum wage;
- Overtime paid at minimum wage per hour;
- Payment of wages in \$;
- Unpaid leave for jury service;
- Domestic violence leave.

Starting out with a solid job description and a robust employment contract is essential.

Under the pump?

Here are some questions that can help you get through.

Am I getting enough sleep?

Am I talking to someone about what's on my mind?

Am I eating well and keeping physically active?

Am I having down-time to recharge?

Do I have a list of what is realistic to achieve each day?

Using these questions to lock in small changes can make a big difference.

Lock it in!

Sam Whitelock
FARMSTRONG
AMBASSADOR

FARMSTRONG
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BIBI MABER, BODY POSITIVE PERSONAL STYLIST
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Keeping your wardrobe balanced with your lifestyle

DO YOU APPROACH A BULGING WARDROBE MOST DAYS, THINKING “AAAARGH! I HAVE SO MUCH STUFF IN MY CLOSET, BUT NOTHING TO WEAR!”? DON’T WORRY, YOU’RE NOT ALONE

Why this happens: First, most of us didn’t grow up automatically knowing what suits us. So, we tend to go out and buy current trends, only to bring them back home and realise they don’t always align with who we are or the climate we live in.

Second, we all have some type of a body hang-up, and that often makes us hold on to ill-fitting clothing in the hope that it will fit once again. (On a side note, I can’t stress enough that size does not matter. It’s all about knowing our body shape and proportions, then balancing it out symmetrically using our clothing and accessories.)

Third, we all go through lifestyle changes and are often too caught up in the moment to stop and think about evolving our style and wardrobe. Before we know it, our style becomes outdated and no longer reflects who we currently are.

And finally, it is wonderful that many people are keen on the idea of simplifying their wardrobe. However, getting rid of everything in their closet that doesn’t “spark joy” without trying to understand why those items don’t work for us can be pointless, because habitually, we will gravitate toward and buy similar pieces the next time we go out shopping.

If you can relate to any of these, here are 3 action steps you can take to begin dressing for your current lifestyle:

- 1.** On a piece of paper, write down the following wardrobe headings:
Work, Sleep, Lounge at Home, Casual, Dressy & Active.
Under each heading, work out how many hours per week you spend in each category. Hint: There are 168 hours in a week and out of that we likely spend 40–60 hours of it sleeping.
- 2.** Browse through your wardrobe and add a tick next to the category each garment you own belongs to. For example, 3 blouses you wear to work = 3 tick marks next to “Work”.
- 3.** Do your check marks align with the amount of time you actually spend in each category? For example, you might be surprised that you don’t go out as often as you would have thought, so you might not need 10+ dresses in your wardrobe. Or perhaps you’ve transitioned from a corporate job to working from home or you’re a new mum and need more casual pieces.

Make a note to focus your future shopping trips on the above categories that are not represented enough in your wardrobe. When you shop with your current lifestyle in mind, you’re able to get so much more out of your clothing which will in turn make that part of your life easier and more enjoyable.

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Working with Ruralco, Accuro have put together several different offers exclusively for Ruralco Members to meet your farm, business and family needs. Check them out here www.ruralco.co.nz/accuro.

With Southern Cross ceasing to be a Ruralco Supplier from 1 November 2019, by moving to Accuro, you can not only pay with your Ruralco Card, but you will also receive a 5% discount for the life of your SmartCare, SmartCare+, SmartStay & KidSmart Policy.

For more information, check out www.ruralco.co.nz/accuro or get in touch with Accuro directly at info@accuro.co.nz or 0800 222 876.



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Preparing for an emergency

WORDS SUPPLIED BY COMPLIANCE PARTNERS



EVERYONE, EVERYWHERE, SHOULD KNOW THE RIGHT ACTION TO TAKE IN AN EMERGENCY—NOT JUST YOURSELF, BUT ALSO YOUR WORKERS. AN EMERGENCY IS A WIDE-RANGING DEFINITION—BUT IT'S IMPORTANT, AND NECESSARY, TO ENSURE YOU'VE IDENTIFIED ALL TYPES OF EMERGENCIES LIKELY TO ARISE FROM MAN-MADE OR NATURAL EVENTS ON YOUR FARM OR BUSINESS AND PREPARE YOUR WORKERS FOR WHAT THEY NEED TO DO. THIS CAN ALSO EXTEND TO BEING PREPARED AT HOME AS WELL.



Some common emergency situations are fire, earthquake, flood, chemical spills or injury situations. It can also mean the situations where someone might be seriously injured – for example, a fall from height, being hit by moving machinery or getting stuck in a confined space (including a silo!). For a lot of people, an emergency can also arise when they are working alone.

An emergency plan is the basic instructions or guidelines on how to deal with the emergency. It's created so that if the worst does happen, everyone on farm or in the business knows how to respond, and quickly. It keeps all the key information in one place for anyone to access.

The best place to start is for each emergency scenario, identify the action that can be taken, the equipment needed, where the equipment is stored, which emergency services to call and the information to provide them. Some things

to include might be how to evacuate the workplace, where to meet everyone else and how to assist injured workers. For those situations where people work alone, how do you make sure you know where your workers are and how would you find someone in an emergency? And, at what point does it become an emergency? When would you notice someone is missing?

Everyone reacts very differently in emergencies and it is impossible to remember everything you will need at the time. Somethings your emergency plan should include are:

- Essential phone numbers—family and employee's, neighbours, key contractors, people who can assist in an emergency;
- Where people meet after an emergency;
- The farm or business location and directions from the nearest major intersection. This means that someone unfamiliar with the area can direct emergency personnel to the farm and knows where to meet them. Having GPS coordinates can also be useful;
- Who is in charge in an emergency (your wardens) and who the first aiders are;
- A map showing the location of chemicals, fuels, equipment, overhead and underground utilities as well as extinguishers, first aid kits and fire exits. If necessary, a place where a helicopter can land can also be useful;
- Nearest medical centre or doctor and find out where your nearest AED is located.

This information should be easily accessible in numerous places and all new workers should be shown it and gone through it as part of their induction. The plan should be run through at least every six months to make sure that everyone is aware of what to do.

Another good tip—keep files of all essential information backed up offsite, because if there is an emergency you may not be able to re-enter your workplace to retrieve documentation.

If you'd like some assistance to complete an on-farm, or business emergency plan, or to discuss all your occupational health, safety, HR and drug testing needs contact Compliance Partners on 0800 BIZSAFE.



A place to go

Te Moana Gorge (South of Geraldine) has an extensive picnic area beside the river where children can enjoy playing in the shallow water. There are also three campsites, all within 2km of each other alongside the Hae Hae Te Moana River, public toilets and swimming which includes a sheltered and shady area where you can jump off the rocks by waterfalls, into the pools below.



A walk to take

The Awa Awa Reserve, Pudding Hill, provides a network of walking tracks, allowing you to explore the forest and ridges as you wish. The reserve is a popular picnic area and an ideal day trip destination with walks from 10mins to a number of circuit day-trips also possible.



Early skin cancer detection can be a lifesaver

WORDS SUPPLIED BY WISES COMMUNITY PHARMACY & MOLECHECK

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JUST LIKE BLOOD PRESSURE, MAMMOGRAMS OR A DENTAL CHECK-UP, IT'S IMPORTANT TO MONITOR YOUR SKIN'S HEALTH. AS WE SAY GOODBYE TO WINTER, IT'S TIME TO TICK OFF YOUR SKIN CHECK AS WELL.

New Zealand has one of the highest melanoma incidence rates in the world, with two in three New Zealanders developing skin cancer over their lifetime.

Molecheck General Manager, Sue Wood, says that most skin cancers can be cured with early diagnosis and treatment.

"The sooner skin cancers are detected the simpler the treatment and the more successful it is likely to be. Early detection brings peace of mind - quick and easy treatment, immediate results and in many cases a cure."

Who is most at risk?

Anyone can develop skin cancer, but it's more common the older you are. The risk is also higher in fair skinned people, those who spend a lot of time outdoors (for instance for work or sport), have a family history of skin cancer or have had any episodes of bad sunburn as a child.

People with olive or very dark skin naturally have more protection against UV radiation because their skin produces more melanin than fair-skinned people. However, they can still develop skin cancer.

What does skin cancer look like?

Skin cancer generally stands out as being different to surrounding skin. If a spot strikes you as being a bit odd, take it seriously—it is worth getting it checked out.

Skin cancer mostly appears as a new and unusual looking spot. It may also appear as an existing spot that has changed in colour, size or shape.

Protecting your skin

It is extremely important to protect yourself from the harsh New Zealand sun every day, luckily this is quite easy. No doubt you have heard the sun smart mantra of Slip,

Slap, Slap and Wrap and this is still the best way to stay safe.

Slip into the shade, or wear a thin long sleeve top to protect yourself.

Slap on some high sun protection factor (50+) broad-spectrum sunscreen. Reapply your sunscreen every two hours, as well as after swimming or sweating.

Slap on a hat, the head is often where melanomas are produced and your hair doesn't protect it as well as you think. It can also hide melanomas from early detection.

Wrap on some sunglasses. UV radiation can easily damage the eyes so wear close fitting UV protecting sunnies.

Buying and using a good quality sunscreen

There are a few things to look for when buying sunscreen. The best sunscreens are broad spectrum as they protect you from both UVA and UVB rays. You should also ensure that they have a high sun protection factor of at least 30+.

There are two types of sunscreen, physical barriers like Zinc Oxide and Titanium Oxide, and chemical barriers like Ecamsule, Avobenzene and Oxybenzone. If you are unsure about a sunscreen look out for one of these ingredients.

If you are buying for your children, it might be worth avoiding products containing Para-aminobenzoic acid (PABA) as it can irritate sensitive children's skin, and sticking with the more physical barriers.

Recommended brands are Invisible Zinc, Neutrogena, Nivea and Sun Sense, but there are other good ones out there. Do your research and make sure what you are buying has good ingredients and a good reputation.

As well as buying a good quality sunscreen, it is just as important that you use it correctly.

Make sure you apply thoroughly at least 15 minutes before going into the sun and then reapply at least once every two hours or after swimming or sweating.

Check your skin regularly

At least every three months you should examine your own skin to look for the early signs of skin cancer. When checking your skin, look for:

- New moles or moles that have increased in size;
- Changes in the outline of a mole;
- A mole that becomes rough, scaly or ulcerated (like a sore);
- Moles that itch, tingle, bleed or weep;
- A spot or freckle that becomes raised or develops a lump within it;
- A spot or freckle that changes colour or is varied in colour;
- Spots or freckles that look different from others on your skin.

If a spot has changed, becomes raised, is sore, itchy or scaly, or a new spot appears, it's a good idea to get it checked by a professional.

Some skin cancers are extremely difficult to diagnose, so it can be a good idea to make time to talk to a highly experienced skin cancer doctor.



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Championing workplace health and safety

Ruralco's commitment to the health and safety of its staff, members and suppliers was applauded as the co-operative was named winner of the ACC Champion Workplace Safety category at the prestigious 2019 Westpac Champion Business Awards.

Held on 17th September at Christchurch's Horncastle Arena, the awards are widely recognised as one of New Zealand's largest and most respected business honours. The Westpac Champion Business Awards, celebrates excellence, innovation, growth and the successes of Canterbury businesses across all aspects of business.

Accepting the award on behalf of Ruralco, Group CEO Rob Sharkie was delighted, "this award cements the hard work we have undertaken, and it puts Ruralco with a group of businesses who also take health and safety seriously. The process of striving to achieve this award has given us confidence in how our systems function. This is recognition our people are doing the right thing" said Rob. The ACC Champion Workplace Safety Award is the category which honours businesses which demonstrate excellence in health and safety systems and procedures. These businesses create a platform for health and safety to be owned by all who engage with them, helping create a positive health and safety culture.

Achieving a positive health and safety culture takes commitment from all levels of the business. Beginning with the Board's approach, through management and all staff,

having enthusiasm and acknowledging that health and safety best practice is the only practice, enables Ruralco to ensure that staff, suppliers and members who have engaged at a store level or in any part of the business, will be able to conduct their business safely.

In winning the award the co-operative was acknowledged for its many best practices, both internally and externally, through conducting audits, it's training, reporting scorecards, providing continuous updates and offering wellness programmes.

Ruralco's work in helping members develop best practice for their farms, occurs through providing training, education and information specifically appropriate to health and safety on farm. Ruralco expressly took the lead on offering these training programmes for farmers, realising that a specific health and safety system for identifying, recording, and reporting would need to become everyday



practice, not just within the co-operative but for its shareholders.

Existing health and safety courses had been available within New Zealand but on review of these many were too complicated for farmers to adapt to their properties and were better suited to the construction industry. One of the ways the co-operative is helping build safer systems and develop skills within the agriculture sector is by offering farmer specific training.

Over several years Ruralco, along with supplier Compliance Partners, have helped provide access to, and delivered, courses on health and safety management. Lead by Jane Fowles and her team from Compliance Partners, this collaboration has seen approximately 60 members attend health and safety management training. In addition to these, members have attended courses on working at heights, approved/certified handler courses and for newcomers to the dairy industry—Calving 101—which is designed to help ensure physical and mental wellness around calving time. For Ruralco, working together with a supplier in this way combine knowledge, presentation and commitment to our co-operative business and community.

“We are passionate about our people across all aspects of our business; our staff, members and suppliers. Our focus for health and safety is on ensuring we share knowledge. Whether that’s internally, with members on farm, or by talking with our suppliers.” said Rob.

Health and safety best practices have become normal with staff. It is now a part of the way Ruralco does business every day. Peter Jacob, Ruralco’s Compliance Manager said “I have tried to keep health and safety as simple and as practical as possible. When initiating new procedures, I give the reasons and rationale as to why changes or different actions needs to be taken, so that staff understand the bigger picture, and how their roles and actions affect others.”

Peter’s hard work and dedication has paid off. His efforts in ensuring his colleagues get home safely to their families each day meant that he was thrilled when Ruralco won the award. He said “it was very humbling. By keeping health and safety at the forefront of our business we send a reliable message about the importance of best practice.” He continued “I think that the key to a great health and safety culture is keeping it simple.”

As part of Ruralco’s commitment to its staff’s health, safety and wellbeing, earlier this year staff established a Wellness Committee and set out a calendar of events to encourage staff members to get involved and engaged with each other and the community. Events range from supporting Movember, to walking challenges, healthy eating, health and wellness testing, providing fruit on the staff room table, encouraging staff to enter sports teams, to sponsoring and promoting participation at the Ruralco Longbeach Coastal Challenge.

Sarah Green, Ruralco’s Group Manager People and Capability said “all of the wellness programmes we offer are part of building a great team who function well as individuals and as a collective. Part of being a responsible employer and engaging best practice, is also ensuring that our mental health is well supported. We are committed to educating our staff on mental health using industry experts to deliver workshops and seminars for our staff. This has included holding seminars with Michael Hempseed on mental health and suicide prevention which were so popular, Michael has recently returned to host two more sessions.”

Ruralco is 100% committed to the wellbeing its staff, members, suppliers and the wider rural community. Through the ACC Workplace Safety Champion award there is recognition that Ruralco staff are walking the talk. Rob said “with such a good health and safety record, and now with this recognition, we are focusing on keeping the ‘health’ in health and safety. We recognise that people are our main asset. Our positive culture ensures our staff feel comfortable to speak up, to contribute and to lead by example. Our people deliver exceptional customer service and having safe, healthy and happy individuals is absolutely integral to how we go about our business at Ruralco day to day.”

ABOVE: The Ruralco Health & Safety committee celebrating their success
OPPOSITE: Maree Smith, Alister Body & Rob Sharkie receiving the ACC Champion Workplace Safety Award

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Blooming beautiful



What started as a plan to diversify their property, is now a blooming cottage industry for a Mid Canterbury couple.

A fortuitous lunch about nine years ago with a good friend and fellow peony grower set the seed for Simon and Nicky Eddington's foray into growing peonies. 'It's turned out to be a very expensive lunch looking back now,' laughs Nicky.

"They were selling their peonies as they were moving into dairying. We looked seriously at it." But back then the timing wasn't right with Nicky having just moved her beauty therapy business, Revive on Oakview, home to their 13ha block on Longbeach Road, in Ashburton. Two and a half years ago, the same friend bought it up again as the peony tubers were back on the market. And this time, they took the plunge.

"We felt like we needed to do something more with our land, and peonies seemed like a good fit. The people that had first bought them (nine years ago) were keen to sell. I talked to Simon and three weeks later we were digging them out," says Nicky.

Peonies have been cultivated for more than 2,000 years as ornamental and medicinal plants. They are native to central and eastern Asia, gaining the nickname 'king of flowers'. Since the 1980s, New Zealand-grown peonies have developed a strong worldwide reputation for being quality, top-grade flowers with markets in the United States, Middle East, Asia and Australia.

Picked in bud and packed in chillers where they stay tight and round for up to six weeks, they are the perfect export flowers. The large and flamboyant flowers open up within hours of putting them in a warmer spot. They are often used in hotels and for conferences, weddings and grand occasions. Essentially, they are pretty hardy and relatively easy care, explains Simon. Happy peonies like a cold winter (frosts) and no humidity, fertiliser in the spring and autumn, and free-draining soil with good shelter to protect them from the wind.

While Nicky and Simon had done their homework and identified the most suitable paddock to plant them, there was still lots to learn, admits Nicky. "It all happened very quickly. I don't think we realised the full extent of the hard work that was ahead of us." But getting them in the ground was the first hurdle. They were working to a tight timeframe. Once they got the peony tubers home, the Eddington's divided them up ready for planting, but the weather went against them. "It started raining just as we got them out. It got that wet that we couldn't get on the paddock. We didn't know what we were doing. We knew we just had to get them in, that was the hard part," says Simon.

While they were waiting for a break in the weather, Simon divided the paddock up



ABOVE: A fortuitous lunch about nine years ago with a good friend and fellow peony grower set the seed for Simon and Nicky Eddington's foray into growing peonies

into 50m rows, 1.3m apart, marked out with an electric fence tape, and then started the laborious task of digging each and every hole by hand. Although fellow growers had given them all kinds of different effective ways of planting the tubers, after much deliberation, the old-fashioned way won out. It was back-breaking work; made lighter when they employed their son Sam's rugby team to do it as a fundraiser.

"We should have done that at the start," says Nicky. "They dug the holes and then we did the planting. It still took us about two weeks to get them all in. We could only do about two to three rows at a time being careful to get them at just the right depth—no more than two inches above the eye of the tuber."

These first few years have been a huge learning curve. The Eddington's have been indebted to the help they received from the New Zealand Paeony Society, which was formed by growers across the South Island back in 1988. "They have been an absolute blessing," says Nicky. "They've been so open, helpful, encouraging and forthcoming with information. There's a big variation in growers, from those growing 1,000 to those growing 60,000. We really couldn't have

done it without the help from those that are already growing them."

Since planting 4,500 peony tubers in June 2017, Nicky and Simon have been playing a waiting game. It takes three years for the plants to mature and become commercially viable. This spring was their first year picking commercially, using a converted shed as a packing facility. "I don't think anything could have prepared us for it," says Nicky.

Harvest was frenetic. From October to early this month (December) it was full-on. Nicky and Simon have been out there picking day-in-day-out, seven days a week, rain or shine. With the help of their children, Sam (who is at university) and Alice (a primary school teacher), they have managed this year. Next year will be a different story.

The Eddington's grow seven different varieties, including Coral Sunset (New Zealand grows the most Coral Sunset in the world), Coral Charm, Red Charm, Bridal Shower, Bowl of Cream, and Paula Fey, all of which flower at different stages over the six to eight week period.



One of the best pieces of advice Nicky received early on was to focus on getting the picked stems off the paddock and straight in the chiller at 1–2 degrees, rather than worrying about grading and processing them on the spot. “That certainly took the pressure off,” she says. “The key is getting the field heat out of them to delay the progression to bloom.”

Once they have been chilled for 24 hours, stripped and cut to specific lengths, bunched and boxed, the peonies are ready. While the Eddington’s had sold a lot locally this year in roadside stalls, they have also experimented with selling their crop through the auction system in Auckland and sent some for export.

“This year has only been a practice run,” says Nicky. “It has been a massive learning curve for us, finding out when to pick them and making sure that they don’t open straight away. For export, they have to be cut a little harder, so they last longer. Grading is done visually, you can kind of see it, but you can do it by feel. After a while, you get to know. The feedback we have received about our peonies has been positive.”

Tempting as it may be to cut every viable stem, she says it’s important to make sure at least a few stems are left on each plant to allow the starches to go back into the roots nourishing it for the next growing and blooming season (photosynthesis), and that’s even more important while the plants mature.

It will take about five years until the Eddington’s crop would be in full production. “Each plant can produce 10-15 stems in full production, whereas at the moment we are really only picking two stems off each plant,” Nicky explains.

While harvest time was full-on, for the rest of the year the peonies required little work. “Weed control is our biggest issue,” Simon says. “They don’t like competition. Keeping the weeds down also keeps the bugs away. The first year we tried quite hard with the weeds. The second year we didn’t bother

because we weren’t cutting the flowers. This year we have managed to keep on top of them. But it will never be perfect.”

To ensure their soil health is optimal for peak production they have sought outside help, with regards to fungicides, herbicides and fertiliser. We aim to limit the amount of spray used, he says. “We are learning what will affect the peonies and what won’t. We want to keep spraying to a bare minimum.”

After flowering, the plants are left to die down completely before the paddock is mown, sometimes assisted by four-legged pruners. The biggest risk is Botrytis (grey mould). It causes blackening of the leaves, and patches of stem rot, often just at or below ground level. It can over winter on the dead peony leaves, stems and roots. The easiest control is cutting down the plant tops to ground level and removing or burning the foliage.

Like any other crop, the weather can play a big part. Their biggest threats, says Simon, would be a frost when the buds are the size of a small fingernail or a hailstorm before the



intense six-week harvest. There would be no saving those fat, vulnerable buds, spread outdoors over half a hectare. But although some peony crops are covered, it wasn’t something the Eddington’s had considered. Having no background in horticulture, their operation has very much been about learning from trial and error. They’ve had to dig deep to hone their skills. “It’s always scary when you do something for the first time. But once we got it in our heads that it was okay for us just to feel our way, it was okay. We have already learnt so much. Like anything though, until you really experience it, you really don’t get it. We have a book of what not to do for next year, but it’s going to be about time and practice,” says Nicky.

Looking ahead to next year, the Eddington’s are hopeful more of their crop will go for export, but they’re realistic. It will be some time yet before the business is in the black. “It will be five to six years before we start seeing any real money out of it. A lot of time and money has gone into it to get to this point,” explains Nicky. It’s been a great journey to date, and Nicky and Simon are excited about what lies ahead. The peonies have added another string to their already busy bow. Alongside the peony business, Nicky also runs her beauty therapy business, Revive on Oakview, from home as well as a boutique accommodation business on the property. Meanwhile, Simon splits his time working as a stud stock representative for PGG Wrightson, while also grazing a few cattle, finishing lambs and running a small flock of ewes and lambs.

It makes for a busy time, especially during peony harvest from October to December. “But when you are walking through the flowers and picking them on a beautiful day, it doesn’t get much better,” says Nicky.

BELOW: The Eddington’s have sold a lot of their crop locally this year, also experimenting selling through the auction system in Auckland and export

BELOW LEFT: Picked in bud and packed in chillers where they stay tight and round for up to six weeks, they are the perfect export flowers



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Connectivity ultimately at the heart

Today, regardless of rural or urban, home or business, broadband is an essential service to all New Zealanders and connectivity is at the heart of engagement with our technology.



Far from being a 'build it and they will come' company, UBB CEO Mike Smith, is absolutely customer focused. Bravely, Mike takes an almost agnostic approach to offer broadband and connectivity services, but he wants to ensure that ultimately UBB customers have the right solutions for their situation. It is this approach that is driving the re-brand of UBB towards its focus of being at the "Heart of Connectivity".

UBB CEO, Mike Smith has a passion to develop connectivity in rural areas. With an emphasis on the Canterbury region, Mike and wife Joanne first launched Ultimate Mobile Ltd in 2009. Since then the company has grown and evolved to the point where Mike and Joanne are now proud to be re-branding as UBB.

Depending on the location and topography, UBB offers access to the internet through a range of fibre, VDSL and 4G broadband and wireless packages, with capped to unlimited data plans. Mike said "For our rural customers, whole of farm connectivity is key. From connecting homes, offices, sheds and hotspots to the internet, through to networks for security, monitoring, automation and control or animal tracking our focus is providing the right solution for the farmer based on what they need and want."

UBB is proud to be part of the RBI (Regional Broadband Initiative), a public-private partnership between a network of Wireless

Internet Service Providers (or WISP) and the Crown. With an active stake in the industry Mike is currently the chairman of WISPA NZ, and works with Government and WISP's regional operators who between them now connect over 70,000 rural homes and businesses.

The RBI programme has ensured delivery of fast, reliable broadband to rural homes and businesses which would otherwise not be connected by solely private providers. As technology changes and requirements increase, UBB is working along with other WISP's and the Government to bring even faster speeds, more reliable service and connectivity to all of New Zealand.

Now offering broadband services, landlines, private network connectivity, IOT (Internet of Things), device connectivity management and mobile phone services, Mike said "across the farm, connectivity is the next area of growth. At UBB we are focused on bringing innovative solutions and packages to the market to make it easier—not only to connect to the internet, but also connect your farm equipment, livestock, and the vast array of other devices and sensors—for farming businesses to be

IMAGES: [Ultimate Broadband hardware](#)

more efficient, to increase their profitability and to manage sustainably."

Put simply connectivity is the capacity for platforms, systems and applications to work together to provide information to a user. As more automation and monitoring improves farm working efficiencies, the demands for accurate, timely information to ensure best practice and compliance, means farmers need to find solutions to integrate this technology.

Being at the "Heart of Connectivity", UBB's core values are at the core of how they treat their customers. "We want to be the guide not the hero. We want to be known in our communities as a reliable source of information. If we don't know, we will find out. If we can't help, we will point you in the right direction. People are at the heart of what we do. We care, and we will go the extra mile to make life easier, simpler and better for our customers." Mike said.



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Fashion off the Farm

With tickets sold out quickly and a queue of women at the front door, this year's Ruralco Ladies Night—titled Fashion off the Farm—was an absolute hit with female Ruralco members.

The glasses were full, and the laughter was bubbly as over 130 women joined Ruralco and selected suppliers for this year's Ladies Night. Held in the Ashburton Ruralco Gift and Homeware's store on Wednesday 2 October, the Ruralco Ladies Night, now in its fourth year, was a fantastic opportunity for rural women to enjoy a night of fashion and to find out how best to dress.

Ruralco staff had transformed the middle of the Gift and Homeware store into a fashion

centrepiece, presenting a stage with a gorgeous backdrop and seating and tables for women to mingle and chat. Around the outside of the store specialist suppliers had been invited to contribute to the evening, with the products and services on offer chosen to support women's positive sense of self, health and wellness. These included Allenton Pharmacy, Latitude Magazine, Samantha Rose Flowers, Paper Plus, Talbot Silver, Bellissimo Day Spa, Style Footwear,

with Tanglez Hair Studio, Mode Boutique, and Emmily Harmer Photography also present and having all contributed earlier in the day to the makeover of four women.

The event began with drinks and nibbles and then the formal part of the evening was compered by Ashburton local and retired long-time fashion retailer, Christine Todd. Throughout the night there were spot prizes and draws with each ticket holder also receiving an amazing goodie bag full of vouchers, aromatherapy oils, body wash, candles and other lovely treats.

With four women set to receive makeovers, one of these was ticket holder, Sarah Wyllie. Sarah got an absolute shock when she found out she had won, and after accepting the



ABOVE: Bibi presenting to the audience with Tanglez Hair Studio styling hair in the background
 OPPOSITE: Some of our members enjoying a night of bubbles, beauty & entertainment

opportunity, she spent part of the week prior to the event getting made over. On the evening the final touches of makeup were put on. Sarah then bravely faced the crowd, with personal stylist Bibi Maber elaborating on the style choices made to help complete Sarah's look. Photographer Emmily Harmer then took Sarah aside and conducted a series of fashion shots. Sarah looked stylish, fabulous and very natural.

Izania Downie, Ruralco's GM Marketing and Communications was one of the women who bravely put themselves forward for a consultation and makeover with Bibi. "I've never seen a stylist before, so this was quite confronting. I realise I hide more of my figure than I need to. This challenged my thinking and I recommend the process to other women who are ready for a change and a challenge" she said. Izania's leopard print dress was subtly matched with nude heels and the look was accentuated with bright red lipstick.

Having helped achieve gorgeous looks for Sarah, Izania, Jo Hyde and Sarah Bennett that they felt comfortable with, Personal Stylist Bibi Maber, who was the key speaker for the evening went on to say, "changing your clothes and your relationship with your wardrobe can be positive both physically and emotionally. This doesn't mean you

have to follow fashion trends, just means by taking the time to discover what your body shape is, you'll then dress more flattering to fit that."

Bibi's story is certainly one many can relate to. Originally from Canada, Bibi told the Ladies how she'd struggled with her weight and at 24 years old she hit her heaviest at 130kg. "This was breaking point for me. I felt like so many people were disappointed in me, so I made a decision to lose the weight." Over the next four years Bibi shed the pounds and reached her goal weight. "After I lost the weight there was an assumption that somehow weight loss had made me a happier and better person, but it hadn't. Maintaining the weight loss was hard work, I was constantly watching what I ate, would sometimes be going to the gym twice a day and found myself avoiding certain social situations if they involved food. I realised I wasn't bringing joy to my life. The self-love I was searching, that I thought I would find in losing weight, wasn't there for me" she confessed.

Eight years ago, at aged 35, Bibi came to New Zealand for a fresh start. With a passion for fashion and having previously trained as Certified Image Consultant in Toronto in her 20s, Bibi realised that helping people embrace their personal style with a body positive approach was what she wanted to do. Studio Bibi is based at The Tannery in Christchurch and Bibi runs Workshops and styling sessions in conjunction with the

fashion boutiques based there. Bibi said "since realising there was no joy in punishing myself, I've taken a step back and realised that weight is probably the least interesting thing about me! I have changed how I think about myself, I'm remarried, and am building my business to help people discover and embrace themselves."

To understand how to dress for your body shape, Bibi stays away from suggesting you try and figure out if you are an apple or a pear, her philosophy is to build your body confidence by first understanding what you like about your body. "Decide for yourself what your assets are and what parts are most you are proud of. Then take measurements, including the length of your upper and lower body" she said. She then discussed how using clothing to accentuate your best features coupled with understanding your length, proportions and symmetry, you'll be able to create a balanced look.

Ruralco's Fashion off the Farm Ladies Night was a hugely successful event. Staff were pleased to host another sell out event and be able to see so many women connecting and having time off farm after what was no doubt a busy calving and lambing. Celebrating the feminine side of the co-operative acknowledges the partnership that Ruralco has with both male and female members. Ruralco looks forward to hosting another Ladies Night in 2020.

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Rather than just feeding your working dogs more and more food to keep up with their increased energy needs, it is better to provide them with a special diet, which is highly digestible and energy dense. If the energy density of a food is too low, a dog may be physically unable to eat the volume of food required to meet its energy requirements. This can be further complicated in some dogs by fatigue which can lead to a drop in appetite.

Some dogs have a faster metabolism or a more nervous temperament, which means they burn more calories just doing everyday things and keeping condition on them is harder. With jobs that require them to be very active they will often need a higher energy diet.

Key ingredients help to increase endurance and support rapid muscle recovery and promote good joint health. High protein dog food also contains fat and omega 3 anti-inflammatory fatty acids.

As well as supporting particularly active dogs, working dogs with short coats that are living outdoors may need extra nutrition to stop them losing weight during the coldest months of winter.

Protein

Working dogs require higher levels of good quality protein in their diets. Exercise increases the bodies need for protein used for tissue maintenance and repair. High performance nutrition helps extend the career of working dogs and their quality of life.

Scientific research has shown that a diet containing higher protein levels can reduce the number of soft tissue injuries in working dogs and aids in a faster recovery time. Protein is a very important part of a healthy, balanced canine diet. Protein has several roles in the body, such as building and repairing muscles and other body tissues. It is needed to form new skin cells, grow hair, build muscle tissue and more. It

also assists in creating body chemicals like hormones and enzymes that are needed for normal function. It provides energy (like carbohydrates do) and keeps the immune system strong.

Fat

Working dogs are primarily endurance athletes and their fuel for endurance work is largely from fat. Dogs are more efficient at metabolizing and mobilising fat than most other species.

Carbohydrates

Easily digestible carbohydrates are necessary to provide energy to fuel sprint work and ensure good stool quality. Diets without carbohydrates can result in mild-chronic diarrhoea, which can lead to dehydration and a loss of body condition.

The nutritional objectives for working dogs:

- To optimise work rate and overall performance;
- Reduce injury and prolong the career span;
- Maintain lean muscle mass and a strong immune system;
- Avoid nutritional imbalances.

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Exirel + IPM In Fodder Brassicas

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FARM SUPPLIES



The terms "IPM" and "IPM Friendly" have been used for some time in the horticulture market and more recently in the fodder brassica market.

As Nick George, Area Business Manager for FMC points out, there is an awareness of IPM (Integrated Pest Management) but it is often misunderstood, and this is particularly the case for fodder brassicas. The introduction of the selective insecticide Exirel® in 2014 has played an important role in developing a greater understanding of both the pest species and beneficial species of insects in New Zealand fodder brassica crops.

IPM uses three pest control methods together in a compatible way. The combination of which can provide a better outcome than any one method on its own. The three methods are:

BIOLOGICAL CONTROL

The use of beneficial insects that naturally occur in the crop and making sure they are

not disrupted by using pesticides that may impact their various life cycles.

CULTURAL CONTROL

Any farm management technique that disrupts the pests and enhance the beneficial population. Examples maybe the variety of the crop selected and its insect tolerance, timing of planting, weed control along fence lines or the use of irrigation.

CHEMICAL CONTROL

IPM is not about eliminating all pesticides but rather using them in an effective way that minimises disruption to beneficial species. It is important to understand the impact each product has on every beneficial species at each of their life stages.

There are many selective insecticides available, however, that does not mean they are safe to all beneficial species. After gathering relevant data on every product and its impact on beneficial species, Nick says you will see Exirel® at the top of the list.

The amount and variety of beneficial insects in fodder brassica crops around Canterbury

are generally underestimated Nick believes. The key beneficial insects that impact pests in NZ fodder brassica crops are Parasitic wasps, Hoverfly larvae, Brown lacewing adults and Brown lacewing larvae. Exirel® is safe on these beneficial insects while still effectively controlling Diamond back moth caterpillar, Cabbage white butterfly caterpillar, Soybean looper caterpillar, European leaf miner and Grey cabbage aphid (suppression).

As you can see Exirel® insecticide provides targeted cross spectrum activity on all key chewing and sucking pests in fodder brassica crops without harming key beneficial insects. Nick also explains that it has an innovative mode of action that ensures pests stop feeding rapidly for excellent crop protection. Translaminar activity and local translocation allow the insecticide to reach further into the crop canopy and control insects that were not immediately targeted by the spray application.

Understanding insect pests and beneficial species at each crop stage means a plan can be implemented from establishment through to late crop stages. Broad spectrum insecticides still have their place at early establishment of the crop when beneficial insects are minimal. This allows best use of selective Group 28 insecticides (Exirel®) at mid/late stages of the crop to avoid risks associated with Group 28 resistance.

Once the crop is established apply Exirel® at the first sign of pest pressure to minimise pest impact on yield and reduce the spread of insect transmitted disease while at the same time helping the establishment of beneficial populations. Don't mix or use dual insecticide active ingredients, have a plan for each crop stage, monitor the crop and apply the right single active ingredient for the pest and beneficial species present. Continue throughout the season to monitor the crops for signs of beneficial activity such as mummified aphids and parasitized caterpillars along with overall reduction in pest population. Your Ruralco field rep will be able to help with this.

Understanding IPM and knowing your bugs along with the selective insecticide Exirel® can provide a lower cost, more sustainable fodder brassica crop. Talk to your local Ruralco Representative about the use of IPM in your fodder brassica crop this season.



Editorial supplied by Nick George, Upper South Island Area Business Manager for FMC

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Electricity prices stay stubbornly up



This time last year electricity users were facing significant hikes in their power bills. A combination of events including lower than usual hydro lakes, a gas pipeline outage on the Pohokura gas pipeline in Taranaki and maintenance at Huntly power station all put pressure on power prices.

Prices at grid exit points around the country were being recorded as high as \$800–\$987 a mWh, up to 10 times higher than the year before, taking a slide back down to spot prices of 10¢ a kWh, and averaging about 12¢/kWh by later in November.

However while prices did come back from those dizzying heights, they have not fallen to their earlier “sub 10¢” per kWh point they were at before. Indeed, those earlier prices were about 7–9¢/kWh.

The latest Electricity Authority’s quarterly review highlights how electricity prices have successively ratcheted up over the past two years.

Initially averaging about 8¢/kWh between March 2017–18 prices nudged up to average 10¢/kWh for the following year.

Most recently despite good gas flows, reasonable hydro levels and a sound Cook Strait cable prices have surged again to stubbornly sit about 12¢/kWh to September this year. This is an increase of about 60% compared to those 2017 prices.

Market analysts are nervously eyeing the likely impact planned outages of the HVDC cable across Cook Strait scheduled for the first quarter next year alongside with another outage of the Pohokura gas field pipeline around the same time. Then comes a scheduled outage at the Huntly Rankine plant after this.

Generally analysts attribute the surges in spot prices to gas flow volumes into the electricity generation market, with gas generation quicker to ramp up and contributing to 20% of New Zealand’s total generation capacity.

But the difficulty in predicting its impact is made harder by it being a relatively opaque market compared to the relatively transparent hydro supply ‘market’ that is carefully monitored and publicised.

Electricity market analyst Greg Sise said he was confident the sustained rise in prices is at least partly due to higher gas prices being faced by one or more thermal generating companies, but it is also not the only factor.

Gas prices that used to be at about \$5 a GJ have since October last year rarely been below \$6/GJ and even nearer \$10/GJ for much of the past year. He says the high spot prices are a good indicator that gas supply is under the squeeze, and higher prices resulting from that.

The surprise government policy announcement last year that off shore gas and oil exploration would halt, with no further permits being issued may have been a contributor to that tightening of gas prices.

Combined with Shell New Zealand exiting its assets earlier this year and the new purchaser OMV would be under some expectation to drive a return on that investment, knowing future exploration has now been rule out, limiting its future gas supply. Meantime the country’s biggest gas user Methanex which purchases gas to turn it into fertiliser (CHK) has committed to forward contracts on gas that equate to half its total needs right through until 2029 in the face of tightening gas supplies and the risk prices will only continue to rise into the future.

Add into this is an announcement from Contact, a large gas generation consumer that 90% of its contracted supply out of the Maui field is not guaranteed, and only subject to drilling programmes this summer-autumn being successful.

Gas supplies also look tight into the future in other fields. Genesis Energy owns almost half the Kupe field and buys all its gas, but the field is in decline and likely to remain in decline right through to 2021.

Meantime amid these supply and price conditions this year is recording an increase in demand for electricity, driven largely by Tiwai Point aluminium smelter turning on its fourth smelting pot line while population growth continues at a relatively quick pace for a developed Western country, thanks to continuing immigration.

Greg Sise describes the exploration ban as something that has thrust the sector into “unchartered territory”.

With government policy pushing hard towards 90% plus renewable generation (presently at 83%), it has been warned by David Prentice, the chair of the interim climate change committee that those few points may prove overwhelmingly expensive to achieve.

The latest price signals around gas, and their impact upon power prices this year may be a forerunner for impacts to come.

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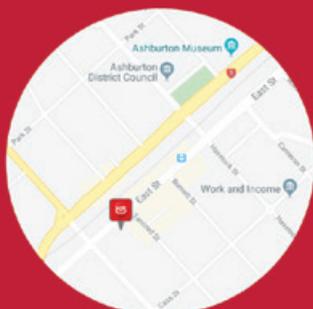
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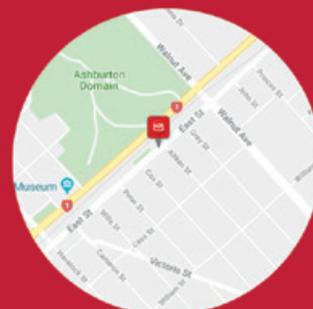
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New Zealand wine industry drinks to success



It was a mid-September spring day back in 1819 when the New-Zealand wine industry was officially born, with the planting of a single vine by Reverend Samuel Marsden, this country's first evangelising Christian.

The reverend planted the auspicious vine in the unlikely wine growing location of the Stone Store grounds in Kerikeri. But thanks to Rev. Marsden's efforts, New Zealand's first vintage was bottled before the Treaty of Waitangi was even signed. This year marks its 200th anniversary in a country only discovered 50 years before that first planting.

The date is unique not only for the fact it marks the start of an industry worth almost \$2.0 billion today in export earnings, but also because New Zealand is one of the few places in the world the exact date of the first planting is on record.

Since that remarkable day, wine making in Northland has not become a key income earner for the district. But even in the region's humid, warm climate the industry has managed to find a foot hold, accounting for 65ha of the country's total, building a reputation for its tropical Chardonnays and Pinot Gris.

As it celebrates its 200th anniversary this year the New Zealand wine industry's marketers, winemakers, vineyard owners and distributors have much to be proud of, with an industry that has managed to evolve with changing tastes, more than meet expectations for sustainability, and deliver ever increasing value to those engaged in it.

Global demand for New Zealand wine is the strongest it has ever been. New Zealand has become recognised as a leader of the "New World" wine craft with a young generation of winemakers pushing traditions, tastes and marketing making the industry as vibrant, fresh and interesting as the wines it creates.

As the pastoral sector wrestles with the challenges of sustainability and delivering that promise to overseas markets, the wine sector can justifiably claim to be almost a generation ahead of the game.

In the mid-nineties as the sector worked to assert itself on the global stage, Sustainable Winegrowing New Zealand certification was established.

It has become recognised as a world-leading sustainability programme, one of the first established by any international wine industry, and now 98% of all wineries subscribe to the certified process.

The key focuses of the programme are on waste, water, pest and disease, climate and people and align with United Nations' sustainable development goals.

John Clarke, Chair of New Zealand Winegrowers said the industry's recent



strategic review highlighted how all aspects of the industry's sustainability programme have been to help maintain the sector's 'social licence' to operate.

"As an industry we need to ensure our key focus is on enhancing sustainability initiatives. Sustainability is a cornerstone of the reputation of New Zealand wine, and is vital to the ongoing success of our industry," he says.

His observations come as international demand for New Zealand wine shows no sign of slowing, with export value rising 6% to the June year end, translating to \$7 billion of retail trade globally.

Today's sustainable, vibrant high value industry is a long way from the expectations of the early immigrants who came to New Zealand yearning for a taste of their home country.

They scattered the vines of their homeland along New Zealand's generous latitude, stretching plantings from the gum diggers in North Auckland to those of a French immigrant gold prospector in Otago.

After a scattered but enthusiastic start late in the 19th century the New Zealand wine industry very nearly never happened at all.

Disease and fading commitment and interest from government early in the 20th century thinned vines out.

Meantime the government turned its attention to supporting the country's booming pastoral sector, buoyed by the ability to use new freezing technology to export frozen lamb carcasses and dairy products to the United Kingdom.

At one stage the country's vineyards only totalled about 40, imported product tasted better, and prohibition restrictions hit consumption hard.

The restrictions meant arcane rules limited consumption in BYO restaurants after 6pm and prohibited hotels serving wine after 8pm. It would be almost 50 years before these rules were eliminated.

New Zealand wine makers developed a penchant for mainly making heavy, syrupy fortified wines like sherries, while table wines were watery, dodgy quality and by the 1980s were relegated to a "Chateau cardboard" flagon status.

Today the country claims 700 wineries and 600 grape growers, one of the highest number of wineries per capita of any country in the world.

Those 600 grape growers are managing an estate of 38,000ha, of which almost 90% of production is exported, three quarters as Sauvignon Blanc.

Here at home after generations of very limited consumption, New Zealanders are quaffing about 20 litres a year of wine each, with a third of it coming from overseas.

As a nation our consumption has been relatively steady over the past decade.

Despite angst over our alcohol consumption, it tends to pale alongside thirsty nations like Croatia, Portugal, France and Slovenia that all down over 40 litres per capita every year.

Few industries have enjoyed the meteoric rise to commercial export success, even within New Zealand's own relatively short period of colonisation and food exporting.

Our first export of frozen sheep meat to the United Kingdom sailed away in 1882, and today the sector is worth \$3.5 billion.

In contrast, our first exports of wine to the United Kingdom didn't happen until the Corban family first exported to Canada in 1963. Today the industry is chasing hard on the heels of the long-standing sheep meat sector for total export earnings.

Head of the Corban family Alex Corban had admitted at the time, part of his motivation for producing export quality wines was his shame over the country's "bloody awful" wines.

He worked hard to protect and promote the provenance of New Zealand wines, building a unique New World identity with distinctive names.

Before his death in 2014 he said New Zealand wines with their own identifying names have since earned a better and enduring oenological identity. "They have done and achieved more in a few decades than the states of Europe have achieved in centuries."

Just as we looked to the United Kingdom for sheep meat, so too did the early wine export sector with the UK claiming the bulk of exports, buoyed by rave reviews for New Zealand wine from their wine critics.

But after claiming almost 80% of exports in those early days today the UK has dropped back to second place as the export destinations for wine have expanded.

Ironically New Zealand wine makers can thank their Australian counterparts for some of today's outstanding success on the world stage.

It was in the late 1980s as Rogernomics freed up controls and restrictions that Australian producers gained equal access to New Zealand's wine market, bringing crushing losses to the domestic sector struggling to cope with poorer quality and smaller scale.

But it was also the catalyst for the sector to become more export focused, set stricter

quality parameters and bring more value into the small volumes produced at the time—the result was a surge from only \$18 million exports in 1990 to almost \$2.0 billion today.

The almost five-fold increase in planted area of 7400ha in 1997 to 38,000ha today has defied doomsayers predicting a glut of Kiwi wine for sale, as the industry has managed to meet growing production with a growing global appetite for sampling next generation New World wines that exhibit techniques, tastes and styles matching sophisticated consumers' tastes.

One of those identities Alex Corban did so well to create and preserve was Marlborough Sauvignon Blanc, and the evolution of that variety to be the flag bearer for all that is great about New Zealand wine is itself a saga.

Early settlers proved way back in 1873 it was a great place to grow grapes, but 100 years later the region was bereft of vines, with wheat, lucerne and sheep reigning supreme in the sun dappled landscape.

That changed in 1973 when Montana's founders went looking for new areas to grow grapes, given the traditional areas of Hawke's Bay and Gisborne were largely accounted for.

In utmost secrecy they found 1200ha of suitable land in only 24 hours, deposited and lined up for planting as locals speculated about its use for horse studs, cropping farms, anything other than grapes.

Background research the men commissioned had revealed Marlborough's maximum sunshine, minimum rainfall, free draining soils and lack of frosts were all reasons why they went where they did.

They forked out the princely sum of \$1.3 million for the 1,170 hectares they bought, averaging \$1,146 a hectare.

Montana's subsequent success with Sauvignon Blanc and its unique "cut grass" aromas was quickly followed by other companies, most notably Cloudy Bay,

gaining rave reviews in the United Kingdom and putting Marlborough well on the map as the emerging New World region.

Fast forward to today and bare land without vineyards in Marlborough is hard to find, and if so is likely to sell for near \$200,000 a hectare as large cashed up multinational corporate operators vie for an ever diminishing bare land slice of the region's unique wine growing capability.

Today the region accounts for 26,000ha or almost 70% of total vineyard area, with Sauvignon Blanc the most significant variety accounting for 55% of Marlborough's area in grapes, or 21,500ha.

When it comes to reds, Pinot Noir has claimed top spot with 5600ha or 15% of the country's total area.

Meantime to the south, Canterbury has not been isolated from the wine success story.

The total area of 1380ha in vines has the bulk of plantings in Waipara Valley, and most of this only emerged in the past 30 years as winemakers experimented growing on country more accustomed to sheep than sauvignon.

While small in comparison to its Marlborough cousin, the Canterbury region has developed a reputation for boutique wineries producing elegant Pinots, Chardonnays and aromatics, thanks to a cool dry climate, low humidity and long sunshine hours.

Praise for Canterbury has come for the districts within the region including Waipara Valley, the Plains, and most recently Waitaki Valley.

Waipara has proven capable of growing superb Rieslings in a climate slightly warmer than further south on the Plains proper.

As long ago as 2004 renown wine critic Bob Campbell declared the Waipara Valley region one of the "unsung heroes" of the industry.

Today it is home to 14 wineries producing across the spectrum of Pinot Gris, Riesling, Sauvignon and Pinot Noir varieties.

The free draining soils of the Plains themselves have offered a cool climate for Pinot and Rieslings.

Further south again wine enthusiasts are also looking excitedly to the Waitaki Valley New Zealand's newest wine area, only having had vines since 2001.

With its limestone-schist soils, warm summers and exquisitely long autumns offer up more complex flavours in the grapes and a mineral characteristic typical of limestone type soil influences the area is showing plenty of promise.

Meantime the industry is looking forward to another 200 years of success.

"This year's export results again reflect the New Zealand wine industry's strengths, and reinforce our international reputation for premium, diverse and sustainable wines," says John Clarke.

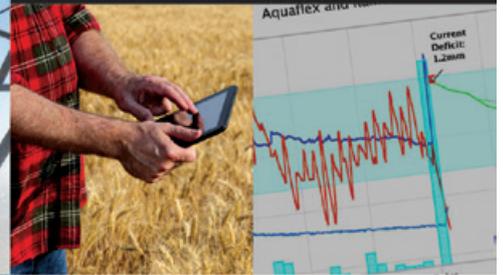


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Climate change a focus for New Zealand wine



In order to manage the effects of our changing world, climate change research is a focus area for the New Zealand wine industry.

WORDS SUPPLIED BY TRACY BENGE, ESTABLISHMENT MANAGER, BRAGATO RESEARCH INSTITUTE, NEW ZEALAND WINEGROWERS, IMAGES SUPPLIED BY GIESEN WINE

Understanding the impact of climate change and developing adaptation strategies is at the heart of Bragato Research Institute's (BRI) research, 'Protecting our Terroir, Provenance and Eco-systems'. It is at the core of our longevity and resilience as an industry.

In 2018 BRI launched a Climate Change Adaptation Research Programme. "The vision is an integrated and multi-faceted programme of climate change research" according to Tracy Benge who is leading the Climate Change Adaptation Research Programme. "BRI was established as a Regional Research Institute with funding from MBIE, and this funding has given us the opportunity to develop a comprehensive climate change research programme".

The programme consists of three phases: phase 1—modelling of climate change scenarios in nine wine regions; phase 2—climate change impact analysis; and phase 3—developing a toolbox of adaptation strategies.

Last year, under Phase 1 of the project, BRI commissioned the National Institute of Water and Atmospheric Research (NIWA) to model climate change projections for the nine wine regions of NZ. Projections were based on two time horizons—2040 and 2090—and two

Greenhouse Gas (GHG) emissions scenarios or RCPs (Representative Concentration Pathways). 15 different variables were modelled, from temperature and growing degree days (GDD) to rainfall, humidity, frosts, heat waves, potential evapotranspiration deficit (PED) and soil moisture deficit, amongst others.

Getting highly technical and complex information into user-friendly and transferable forms has been a challenge. Over the last year, the findings of NIWA's climate change modelling were presented to NZ Winegrowers members at a series of regional workshops, and at our annual research conference 'Grape Days'. As well as a full NIWA report for each region, BRI developed a snapshot for each region, and regional comparisons. A section devoted to climate change was added to the BRI website in order to make this information readily available to members, along with copies of industry presentations and seminars. BRI has also hosted international speakers who are experts in their field on climate change.

The most recent was Professor Gregory Jones from Oregon, as well as scientists from the French research organisation INRA and the Australian Wine Research Institute (AWRI).

Another important component of the research programme has been building collaborations, both within NZ and abroad. "Forming global partnerships and collaborations has been an important part of our climate change strategy" according to Tracy. "Our goal is to leverage climate change research and expertise globally wherever possible, and work together on solutions for both adaptation and mitigation."

In 2018 and 2019 BRI hosted seminars from visiting French climatologists who work with the

European project LIFE ADViCLIM (ADaptation to Viticulture under CLIMate change) and scientists from the Australian Wine Research Institute (AWRI). As part of our involvement with ADViCLIM, NZ Winegrowers members partook in an international survey, involving winegrowers from 22 wine producing countries. The participation of NZ winegrowers in this survey allows us to compare the environmental effects experienced by winegrowers in New Zealand, to the experience of those internationally.

This year a new partnership was formed between the University of Rennes, in France, and the University of Canterbury, NZ, of which BRI is a signatory. The 5-year project, called "VinAdapt", will bring together researchers from France and New Zealand to help develop mitigation and adaptation tools to ensure the future sustainability of New Zealand's grape and wine production.

The findings and data from phase 1 will form the basis of phase 2—climate change impact analysis. The aim of phase 2 is to identify and analyse the potential impacts of climate change on grape and wine production in NZ.

Earlier this year, BRI commissioned Dr Amber Parker, Senior Lecturer in Viticulture at Lincoln University to develop a proposal on possible research aims for phase 2. The brief was to complete both a stock-take and gap analysis of climate change research, both in NZ and abroad. "This approach ensures that we leverage as much existing research as possible, whilst focusing our efforts on those areas where we need to understand more".

In early November, BRI's Research Advisory Committee will review Dr Parker's proposal and prioritise the research areas to be covered by the climate change programme. There will also be input from BRI's newly appointed External Science Review Panel, as well as the BRI research team. Once finalised, impact research will commence in early 2020. Simultaneously, an industry focus group is being developed which will advise the program, provide ideas, aid research prioritisation and assist with information transfer and industry uptake.

Based on potential impacts analysed from phase 2, phase 3 of the programme will build a set of adaptation tools for members, to use to mitigate the risks and secure opportunities posed by changing climatic conditions. These tools will cover short, medium and long-term strategies. Climate change adaptation research is crucial to protect New Zealand's terroir, provenance and eco-systems. "Our research will not only improve our capability to manage the challenges of climate change, but also identify the opportunities that we need to harness to secure our future and reputation as world-leaders in cool-climate winegrowing".

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New ways and means needed to meet new challenges

Current ways and means will not meet the challenges of improving freshwater quality and mitigating climate change. In other words, the current Resource Management Act, and central and local government structures and attitudes are not up to the task.

WORDS SUPPLIED BY HORTICULTURE NEW ZEALAND



Similarly, reform of vocational education will not be successful if current, unresponsive central government structures around training and education are not also changed.

All the changes the Government is talking about at the moment are revolutionary and intergenerational. They require everyone to embrace new ways of doing what's been done in the past.

The real risk though is that central government tries to deliver the new world with the same structures.

At present, organisations such as HortNZ are in discussion with central government on the proposals and their implementation. However, design and detail of the new policies is being done with a high degree of replication, albeit with new names, of the structures we have now. If the delivery and administration structures stay the same, it is likely that what was delivered in the past will be the same as what is delivered in the future.

Ask growers or farmers to name the biggest impediment to making environmental changes and adopting new growing systems, and they will answer regional councils. So why aren't we looking at new structures to deliver environmental improvement and mitigate climate change?

And how about the new structures be designed and delivered for rural New Zealand through the growers and farmers who are making changes on their orchards, vegetable gardens and farms? This could be done through independently audited Farm Environment Plans based on good management practice for each property. Keep the Regional Councils out of what happens on-farm.

At the same time, we need to ensure that the price of healthy vegetables and fruit remains affordable for New Zealanders. Deloitte has estimated that New Zealand consumers could face price increases as

high as 58% by 2043 if vegetable production does not increase.

What could central government do? It could help fund the research and development of new techniques and technologies to underpin the careful balancing act needed to meet environmental and climate change challenges, and feed New Zealanders healthy food at affordable prices.

While the health of the environment, economy and New Zealanders is a challenge, I am confident that it can be achieved, just not through the current methods and structures. Changes need to be made to the Resource Management Act, and central and local government structures and regulations to make them fit for purpose.

My message to the Government is this: we support your reforms and will work with you to make them successful, but we need you to ensure that the structural impediments to your policy revolutions are changed too.



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Importance of telemetry

IrrigationNZ has championed the need for water metering since 2008 across the sector—from water users and water meter installers, to the regional authorities who monitor and manage compliance. WORDS SUPPLIED BY ELIZABETH SOAL, CEO, IRRIGATIONNZ



This has involved providing information to our members on the requirements and benefits of water metering through a variety of channels, as well as working closely with (and providing training to) regional authorities and the installation and service industry (who are also IrrigationNZ members).

IrrigationNZ has established the New Zealand Water Measurement Code of Practice which outlines requirements and good industry practice around water measurement. The Code of Practice has been developed to provide guidance on the selection, installation, verification and validation of suitable water measurement devices and systems for compliance with the water metering regulations. It also promotes accurate measurement of water to assist in the monitoring process for water permit compliance and enforcement.

The Code of Practice is an important part of IrrigationNZ's Blue Tick accreditation programme. The Blue Tick programme really sets the standard for water meter installation and verification. The recent release of the government's proposal to reform the framework of our freshwater policy may have some effects on water metering, data

recording and the process of automatically transmitting the readings of an instrument more commonly known as telemetry.

One of proposals in the National Policy Statement for Freshwater Management (NPS-FW) is to amend the Measurement and Reporting of Water Take Regulations to make telemetry a mandatory requirement across all takes above 5 litres per second. This requires consent holders to provide direct (daily) electronic data transfer to councils. Following suit to the introduction of metering (in 2010), there will be a phased, tackling takes above 20 litres per second in the first two years, out to 6 years for takes between 5 and 10 litres per second.

Consent conditions requiring telemetry have been enforced by councils for several years, including takes below 5 litres per second, either where subject to low flow conditions or in sensitive catchment areas. Telemetry is essential for the need to obtain better quality data on water use and reporting, particularly where consents have stopped being issued based on depleting water availability, closer compliance monitoring and to also better depict current allocation status' and therefore potential and future availability.

The long and short of it is having up-to-date telemetry is positive both on the ground for those operating their irrigators to monitor water flow, rates and more, but also at a council and local government level to monitor compliance and give insight to what is happening in different areas.

However, having this technology does come with its challenges and there will be some speed bumps. For consent holders there is a cost involved with installing telemetry, and sites that are not straight forward or are hard to access require greater up-front cost as well as ongoing monitoring.

For councils, they may struggle to keep up with the demand to effectively monitor and deal with the increased number of telemetered takes, while using this data to make better informed decisions at a regional level. Data provider companies will be scrutinised for their delivery of service and performance.

I support change and environmental bottom lines for our water is important. However, the technical ins and outs of the policy need to be considered before they're enforced as the degree of implications will be different for everyone.

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- Hot dipped galvanised

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- Stock crates
- Jockey wheel
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Is Precision Agriculture for you?

Precision Agriculture (PA) is a blanket term covering many different technologies which can help identify and manage land and crop variability.

WORDS SUPPLIED BY ALLISTER HOLMES, FAR,
IMAGE SUPPLIED BY JARRAD MEHLHOPT

Some PA technologies have been around for decades, while others which are new and unproven. Well implemented PA can reduce the risk associated with farming and maximise gross margin, while poorly implemented PA may incur significant costs for little, if any reward.

Most New Zealand arable growers use at least one PA tool or technology, for example machinery autosteer, or section control on a planter or sprayer, at some stage of the cropping cycle. Other common uses include variable rate application of seed, nutrients and water; sensors to monitor soil and crop conditions or the collection of high-quality yield data at harvest.

The range of PA technologies can seem overwhelming. Marketing efforts focus on providing tempting offers to make your operation easier and more profitable, but, disappointingly, PA technologies have a track record of over promising and under delivering. So how much, if any, effort and investment

should you put into PA for your farm?

How far you choose to go with PA is up to you, but it makes sense to use some fundamental technologies to their full potential before investigating new ones as well as making your PA system as simple as possible. Four fundamental technologies are:

- a) Autosteer;
- b) Section control;
- c) Yield monitoring; and
- d) Gross margin mapping.

The following rules will help keep things simple. Make sure you:

- a) Minimise the number of apps or software packages you use;



Where possible remedy any underlying site issues before undertaking other site-specific crop management tools. Remedies could include reducing surface water ponding by drainage, deep ripping compacted areas or managing soil pH variation by variable rate lime application.

Site-specific crop management

Site-specific crop management involves matching crop inputs to the yield potential of the site. For example, Paddock A has an average wheat grain yield of 14t/ha, with some areas yielding 18t/ha, and others only 10t/ha, but the whole of Paddock A receives the same inputs. Identifying the high and low yielding zones is the first step in managing the variability of the site, and ultimately undertaking site specific crop management through techniques such as variable rate seeding, nutrient application or irrigation to match the expected yield potential for each of the zones.

“Each time a measurement is made (soil tests, scouting reports, yield data, etc), another layer of information is added.”

Site-specific crop management can also be thought of as a series of layers of information for each paddock. Each time a measurement is made (soil tests, scouting reports, yield data, etc), another layer of information is added. Over time, multiple layers of information are added and become part of the database that can guide future crop management decisions. By geo-referencing each data point, the relationship between layers for any point in the field can be investigated. For example, the relationship between nitrogen rate applied and yield obtained might be determined, and then its variability mapped as an additional “calculated” layer of information.

- b) Avoid getting bogged down in detail—if you have a 12m fertiliser spreader the smallest area you can change application rates for is 12m wide;
- c) Ground-truth (validate) any data recorded to ensure it accurately reflects reality.

Mapping variability

Management zones are areas within a paddock which have similar characteristics, and can be managed in a similar way. There are high and low-tech ways to measure and map these zones. High-tech methods quantify the growing environment by collecting soil data using grid sampling or on-the-go sensors. A low-tech approach is a simple farm outline map where any areas of paddocks that are consistently high or low yielding, high yielding in wet or dry years, etc, are drawn in, shaded and labelled. Either way, the result is a map with production information and an easy-to-view colour classification. Geospatial data from yield monitors or sensors can be included on hand drawn zone map and research has

found that management zone (MZ) maps hand drawn by experienced farmers closely correlate with high-tech MZ maps generated from multi-year yield, soil and other data.

“High-tech methods quantify the growing environment by collecting soil data using grid sampling or on-the-go sensors.”

Whatever method you use to assess the variability in your paddock, it is essential to ground truth it by walking the paddock and digging holes to confirm differences in the soil. Once you have identified the zones and ground-truthed them, identify any relationships between the growing environment and yield maps. If you have low yielding areas, identify and correct the limiting factor or reduce yield target and inputs. If you have high yielding areas, assess the potential for increasing yield by increasing inputs.



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From automotives, to motorcycles, trucks, marine and farm machinery, for over 30 years Timaru Battery Service has offered a big range of batteries and service in South Canterbury.

From Monday 2 December 2019 the capacity to repair, service and install these batteries will grow with the business set to relocate to 86 Hilton Highway, Washdyke, Timaru.

When it opens the doors on 2 December, customers will find a wider range of products and services which will include vehicle air conditioning, extended auto electrical services and a huge range of batteries! Continuing to offer the same great service, the new site will allow easy and convenient access off the main road, more parking, under cover and secure storage, a larger workshop, and a customer lounge.

In 2014 Timaru Battery Service was bought by the Newlands Group, a family owned and operated auto electrical business. Established in 1934, Newlands began by servicing the agricultural community and has grown to operating across three locations, Rolleston, Ashburton and Timaru employing 36 staff, 18 of whom are technical. The Newlands team are available to assist 24 hour / 7 days a week providing up to date diagnostics, support, service, installation and repair of auto electrical breakdowns.

Director of the Newlands Group, Robert Newlands said "Our team is excited about the move. For decades the business has operated out of the North Street site and we have now outgrown this location" he said. "The move to the Hilton Highway in Washdyke,

next to PlaceMakers, will give our staff and customers a fit for purpose site that helps future proof our business."

Although a battery change for a car may only take 15 minutes, many of Newlands Auto Electrical customers include operators of agricultural machinery, trucks, tractors, earth-moving machinery and other heavy vehicles, so the new location on SH1, will allow large drive-through access, and secure storage facility.

Newlands hosts a wealth of knowledge and experience which is essential to an efficient and precise service. With direct buying power from a number of electrical suppliers including Hella, Eroad and Tait and a partnership with battery manufacturers Century and Yuasa, they have access to the best products and technology at a great price.

"With more and more vehicle components being powered by batteries the future of the auto electrical industry is looking strong. Every year more car manufacturers bring out electric vehicles and other battery powered componentry and technology which we are constantly keeping abreast of. The new store

IMAGE: The new Timaru Battery Service store located in Washdyke

and workshop are perfectly fitted out and conveniently located on the main road to help our customers with all of their auto electrical needs, now and into the future."

For all your auto electrical repairs and installation, including fleet repairs, scheduled maintenance programmes and manufacturing of wiring harnesses and electrical systems contact Newlands today. NEWLANDS REPAIR: starter motors, air conditioning, alternators and generators, trailer lamps and trailer wiring, electric door locks and windows, engine protection systems, lighting equipment, electronic engine monitoring, speedo and instruments.

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Crop residue nutrients: retain or replace?

Crop residues can be a useful resource for returning plant nutrients to the soil.

WORDS AND IMAGE SUPPLIED BY BALLANCE AGRI-NUTRIENTS

The way you manage crop residues determines whether the nutrients they contain are returned to the soil or removed and replaced via fertiliser.

Grain crop residues contain varying amounts of plant nutrients such as nitrogen, phosphorus, potassium, sulphur and magnesium (see *Table 1*).

Weighing up residue options

“The various options for managing crop residues—whether it be removing, burning, or incorporating them back into the soil—all have their own challenges and opportunities,” says Ballance Agri-Nutrients Science Extension Officer Aimee Dawson.

“Residue that’s baled and removed has an economic value, but you also lose almost all of the nutrient content of the residue. So, it’s wise to compare the value of the straw to the cost of replacing the nutrients via fertiliser.”

The economic cost of straw nutrient losses can be calculated using the Foundation for Arable Research (FAR) spreadsheet available at www.far.org.nz/articles/247/economic-cost-nutrient-losses. Results can be tailored by changing the figures for bale weight and fertiliser prices.

Burning residue results in losing most of the nitrogen and sulphur content of the residue as gas. But about 80 per cent of the potassium, 60 per cent of the phosphorus and most of the calcium and magnesium

content of the residue are retained and are returned to the soil as ash.

“Residues can be left to decompose and will release nutrients slowly. The rate of decomposition and release depends on the residue type, size, if and how it’s incorporated back into the soil, and the nutrient itself,” she says.

“For example, barley straw decomposes faster than oat straw, which in turn is faster than wheat straw. Smaller pieces of residue decompose faster than larger pieces. Incorporating residues back into the soil by using discs instead of ploughing mixes them more thoroughly into the soil, so they break down faster.”

Residues can even be left on the surface and the next crop can be direct drilled into them. Incorporated or surface-retained crop residues have a high carbon to nitrogen ratio. This can affect the availability of soil nitrogen. As the soil organisms decompose, the residues they absorb nitrogen from the soil, as there is not enough nitrogen in the residue relative to the energy-supplying

carbon. Using fertiliser containing nitrogen to support decomposition is not always reliable. But drilling nitrogen fertiliser with seed ensures there is sufficient nitrogen to support early crop development. “Drilling with products such as DAP provides the seed with sufficient nitrogen and phosphorus,” says Aimee.

“When plant material breaks down, the rate of nutrient release varies. Potassium’s generally released reasonably quickly as it’s not ‘built in’ to plant cells; after five weeks about 50 to 90 per cent of the potassium content will be released. Nitrogen, phosphorus and sulphur are integrated into plant cells so are released more slowly.”

FAR research has concluded different residue management systems are unlikely to result in major differences to soil organic matter, but recent research suggests removing crop residues limits earthworm abundance and biomass.

“Whichever residue option you choose, ensure you consider the nutrient removal or retention when you select the fertiliser for your next crop,” says Aimee.

TABLE 1: NUTRIENT CONTENT OF CROP RESIDUES

PLANT NUTRIENT	WHEAT STRAW	BARLEY STRAW	OAT STRAW	RYEGRASS STRAW
NITROGEN	5.9	4.6	5.3	10.1
PHOSPHORUS	0.7	0.4	0.5	1.0
POTASSIUM	12.8	12.9	21.2	13.8
SULPHUR	1.2	1.3	1.0	1.4
MAGNESIUM	0.7	0.7	0.4	1.2

(Source FAR Arable Extra, Issue 103, December 2013)

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Weaning, Coccidiosis and Yersiniosis.

The weaning process in calves is a critical time in the calf life cycle. The transition from a milk/meal pre-ruminant diet to a grass/meal ruminant diet is a complex process often not managed well. WORDS SUPPLIED BY IAN HODGE BVSC, MANZCVS, VETERINARIAN, VETENT RIVERSIDE



The process of weaning is a stressful event for calves. It is really important that sudden changes in diet are avoided, and that there is a smooth transition from the pre-ruminant to the ruminant state.

Calves are often affected by two gastrointestinal diseases after weaning; Coccidiosis and Yersiniosis. Both diseases will have significant long-term effects on the animals' growth rate and future production potential. It is important that both are prevented, but if they do occur, they are treated and managed correctly.

Coccidiosis is a parasitic disease of cattle. The parasite has a complex life cycle, part of which results in the production of "eggs" that are shed in faeces. Clinical coccidiosis manifests as severe diarrhoea and dehydration. Many calves can be affected but not many actually die (although multiple deaths are possible). The faeces of calves affected by coccidiosis can appear as almost pure blood. Commonly the animals are straining hard to defecate. This is a very unpleasant disease causing significant gastrointestinal pain for affected animals. Prevention of coccidiosis involves the use of products called coccidiostats. These products can suppress the development of the Coccidian organism and prevent the complex life cycle from producing eggs that are shed in the faeces. There are several coccidiostats on the market. They all work

very well, and it is very wise to include a coccidiostat in meal that is fed before, during and after weaning.

Keeping the calf stocking rate to a minimum when calves are put out to grass is very important and using rotational grazing to avoid calves being set stocked in "calf paddocks" is also very important. Calf paddocks do get heavily contaminated with coccidian eggs which can initiate infections when the calves start to graze.

Keep stress to a minimum, avoid peaks and troughs in feeding levels and provide good shelter and fresh water at all times. Calves that may have previously had scours may be more at risk, so keep a close eye on these.

Oral treatments designed to specifically treat and prevent coccidiosis are available from your vet.

Yersiniosis is a bacterial disease commonly affecting calves after they have been weaned. The infection causes diarrhoea and ill-thrift often in large groups of calves. Yersinia infections are transmitted via the faecal oral route. Sheep and deer carry the infection in their gastrointestinal tract so are a common source of infection for calves. Clinical signs include diarrhoea with mucous and often flecks or clots of blood. A tell-tail sign of Yersiniosis is to see these blood clots on the grass where calves are grazing.

Treatment of Yersiniosis is with antibiotics as prescribed by your vet.

In all cases of calf diarrhoea and ill-thrift around the weaning period, it is very important that you seek veterinary advice quickly. These gut infections are very debilitating and painful and have serious consequences on the lifetime production potential of the affected animals. In most cases a "telephone diagnosis" is NOT sufficient. The vet will need to examine a sub-set of the affected animals and take a faecal sample for culture or examination under the microscope. Following isolation of the causative organism the correct treatment can be prescribed.

As we head on into summer Coccidiosis and Yersiniosis could well become an issue for some calves. It is advisable to check calves very regularly and begin a weigh program with your vet practice. There are many causes of poor weight gain in calves at this time of the year. Rapidly growing lush pasture can present problems of its own, producing diarrhoea and ill-thrift similar to Yersiniosis and Coccidiosis. Trace minerals may also be an issue.

Importantly, make changes to feeding regimes slowly and allow calves to adapt. Keep stress to a minimum by keeping stocking rates sensible, rotate calves regularly, provide fibre, clean water and shelter.

If you are concerned about your calves, please contact your vet without delay.

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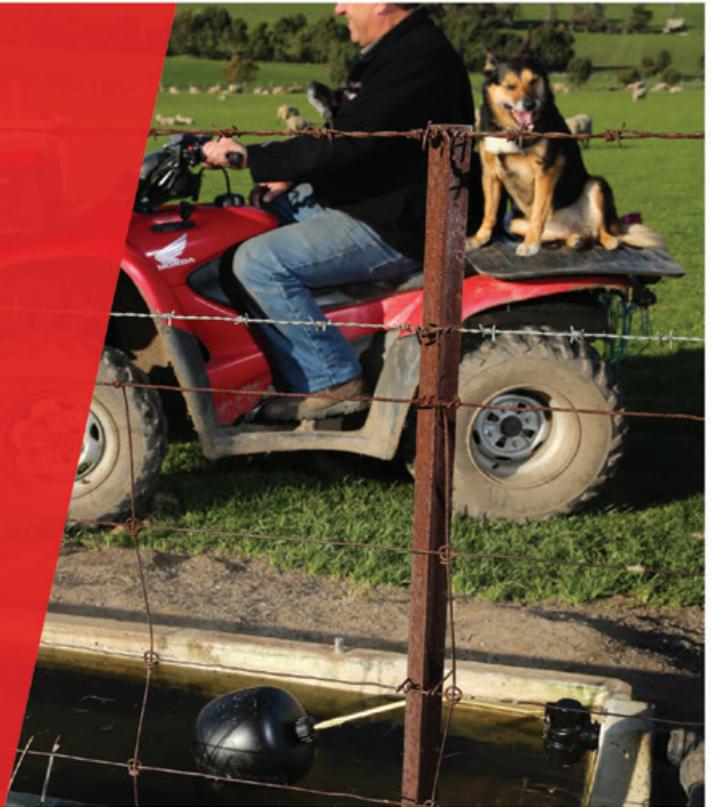
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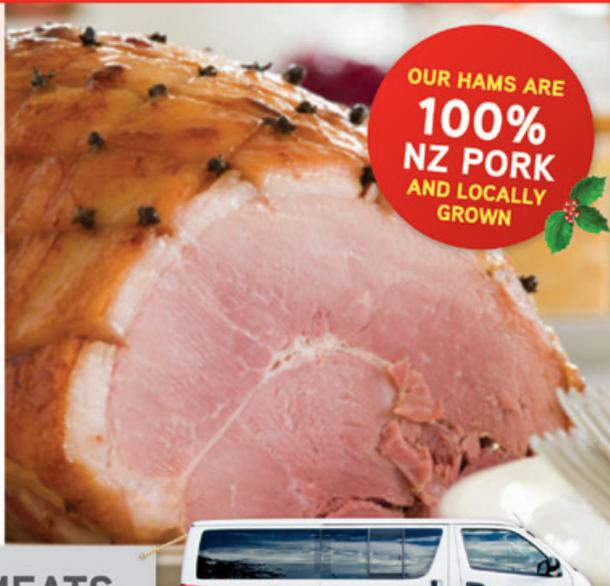
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New location for business awarded 'Best Under Pressure'



Little did Dan and Abbey Bruce know that in 2015 when they bought Hydraulink Mid Canterbury, that in just four and a half years they would have outgrown their premises and be receiving the top award in their industry for being 'Best Under Pressure.'

But this is exactly what has happened for the Ashburton based hose and fittings supplier, Hydraulink.

"We've grown. Our 24/7 fleet of service vehicles has increased to four, and we want to future proof our business. To do this we need a new purpose-built site," said Dan. The move to the Ashburton Business Park will offer a premises with a four-bay workshop, security gates, showroom and a parts room for an extended inventory. The onsite workshop will mean any parts or fittings that need repair or replaced, customers are welcome to bring them in.

Hydraulink will be operating from 17 JB Cullen Drive from Monday 2 December 2019. The new offices, showroom and additional space and security will offer staff an even safer working environment and an opportunity for customers to understand what and how they do what they do.

Dan said "our move is also a proactive one. We want to continue to offer surety to our customers as we foresee growth in our industry. Our customers, including farmers, transport, heavy

machinery operators, in fact anyone requiring assistance with hose and hydraulics, look to maintain their equipment and anticipate issues before they become problems."

Being at the top of their game is something Dan, Abbey and their team of seven full time staff are incredibly proud of. This year the business was awarded the top 2018-19 Hydraulink New Zealand award. This is presented to the franchise which has not only high sales growth, but experience, highly trained, professionalism of service and overall presentation of their business.

Adding to this Workshop Manager, Andy Scammell also came out on top at these awards. He was singled out for his ability to go the extra mile and to assist at a management level across the New Zealand franchises.

"This award was well deserved by Andy. He's highly trained and incredibly skilled at what he does. Last week he was servicing the fire suppression systems which service the three underground mining loaders at the Pike River recovery. We're lucky to have him in our team, he is the right mix and skill, experience and professionalism for a job like that."

Hydraulink Mid Canterbury also came out on top at the 2019 Ruralco Supplier Award for business growth in Farm Services and Dan and Abbey were lucky enough

IMAGES ABOVE: Hydraulink Mid-Canterbury's new location at 17 JB Bullen Drive in the Ashburton Business Park

MAIN IMAGE: This year the Hydraulink Mid-Canterbury team was awarded the top 2018-19 Hydraulink New Zealand award

to travel to Italy in May to see first-hand the manufacturing and rigorous testing conducting on their hose fittings, hose tails and quick release couplings.

Hydraulink service and repair hoses and fittings for tractors, diggers, fertiliser spreaders as well as all moving parts under pressure. As part of nationwide network of specialist hose and fitting suppliers Hydraulink's highly trained staff can assist with anything from breakdowns, to lubrication systems; full installations to fire suppression systems. With products from industrial valves, to stainless steel fittings, push-on couplings and adaptors, to services like 24/7 mobile response, lubrication systems and fire suppression, Hydraulink Mid Canterbury pride themselves on their ability to get their customers back on track in a very short time, no matter how much pressure they're under.

"No two days are the same, and there's never a silly question. Feel free to give us a call or come in and ask," said Dan.



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WITH RUFUS



KID'S CRAFT

YOU WILL NEED

- Straight sticks or long cinnamon sticks
- Ribbons
- Twine
- Scissors

INSTRUCTIONS

1. Find a straight stick in your garden or a long cinnamon stick and gather some scraps of ribbon and twine.
2. Tie all different coloured ribbons about 5cm from the bottom of the stick upwards to the top of your stick.
3. Get your scissors and cut the sides of the ribbons upwards and inwards to make the shape of a Christmas Tree.
4. Tie and wrap the twine at the top of the stick so that you can hang this from your Christmas tree.
5. We added a gold bow at the top of the Christmas tree. You can always glue on a star or anything you like!
6. You can hang your beautiful Christmas decoration on your Christmas tree or in your window!

TEDDIES ON A SLEIGH

YOU WILL NEED

- Snicker Bitesize Bars (unwrapped)
- Mini Candy Canes (unwrapped)
- Tiny Teddies
- Icing (Chocolate)

INSTRUCTIONS

1. On the bottom of each candy bar place icing
2. Stick two candy canes on the bottom of each candy bar
3. Ice the bottom of each teddy and place on the candy bar
4. Enjoy!



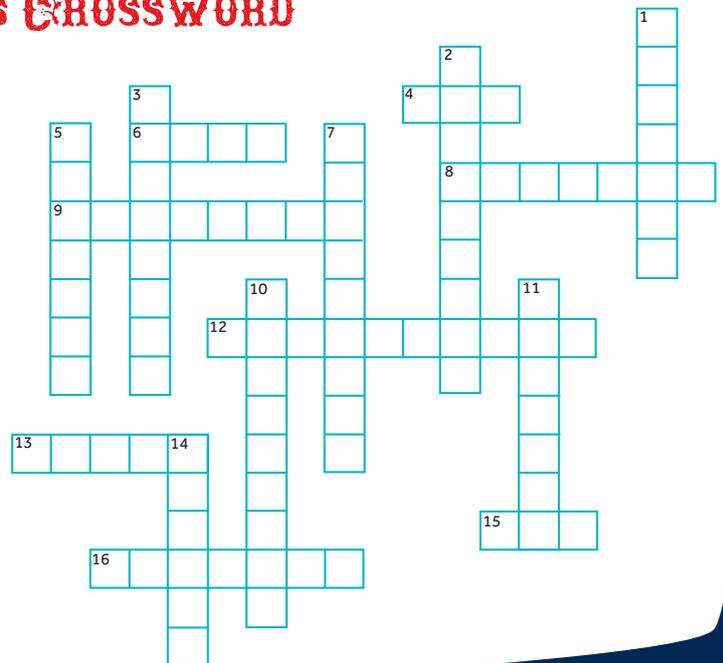
CHRISTMAS CROSSWORD

ACROSS

- 4 Large dairy animal that provides milk
- 6 Bright lights around with a star on top
- 8 A big farm machine with four wheels
- 9 Last month of the year
- 12 He brings you presents
- 13 Santas little helpers
- 15 What animal is Rufus
- 17 Santa slides down this to enter your house

DOWN

- 1 Crops are grown in here
- 2 Santa lives here
- 3 Presents go in this boot like figure
- 5 He has a big red nose
- 7 Festive, family day on the 25th December
- 10 Red and white lolly stick
- 11 Farming co-op business
- 14 Santa rides in this





Help bring colour to this kiwi christmas

Once completed, get it to Ruralco by 21 December and you'll be in to win great prizes!

NAME

AGE

MEMBER NO.

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TERMS & CONDITIONS:

- There are two age groups and prize packs allocated per age group: age 4–7 and age 8–11.
- Please ensure the family Ruralco account number, age and name of the entrant is submitted with the entry.
- All entries must be received by Ruralco no later than 4.30pm, 21 December 2019. Either drop it in to any of the Ruralco stores or post to PO Box 433, Ashburton 7740.
- Winners will be announced by 18 January 2020.
- One entry per child only.
- Ruralco reserves the right to publish all entries and details of the winners. The judge's decision is final and no correspondence will be entered into.
- Once the judging has taken place, winners will be notified by telephone.
- The prize is not transferable or exchangeable and Ruralco reserves the right to change the prize to the same or equal value at any time if the prize becomes unavailable. No responsibility accepted for late, lost or misdirected entries.

Additional copies can be downloaded from www.ruralco.co.nz/kids

Out and about

Ashburton A&P Show 2019



1. Jemma Stoddart with daughter Indie / 2. Hamish Grant, Rachel Curd & James McMillen / 3. Harrison Jones / 4. Barbara Burst and Nancy Christie / 5. Arthur, Greta & Soraya Clemens / 6. Andrew & Lisa Harcourt, Kimberley Haugh

Top Farm



1. First placed team: Glenn McWhinnie (Meridian), Enda Hawe, Jason Palmer, Sarah Hawe, Tracey Gordon (Ruralco), Andrew Livingston / 2. Relay Race / 3. Rock, paper, scissors championship / 4. Second placed team: Niamh Hawe, Isobel Wall, Kayleigh Hawe and Riley Wall with Glenn McWhinnie (Meridian) & Tracey Gordon (Ruralco) / 5. Slingshot competition / 6. Third placed team: Warren Harris, Harry Whitwell, Jules Kupfer and Jess Pitt with Tracey Gordon (Ruralco) & Glenn McWhinnie (Meridian)

Co-op News

Energy pricing comparisons

There are a number of energy consultants currently approaching members to look at your energy costs. We can look at these offers for you and analyse them to make sure the savings are genuine.

Contact Tracey on 0276522133 or e-mail tracey.gordon@ruralco.co.nz.



Keep your dairy farm going this Christmas



We're here to make your farming life easier, so we have created an order form for all things dairy to help you identify any last-minute supplies you need to prevent you getting caught short over the Christmas break.

Delivered direct to you, your orders will be on farm the week of 16–20 December.

Get your form in store, fill out the online form from www.ruralco.co.nz/dairyorderform or talk to your local Ruralco On-farm Account Manager.



Planning a Christmas function for your staff?

Check out our website for a list of restaurants where you can use your Ruralco Card and save.

For a full list of discounts and contact details for planning your next staff function visit www.ruralco.co.nz.

Our 2019 Brassica Guide is available now!

An independent look at a range of kales, swedes, rapes and turnips, we have made it simple for you to make the right choice this season. Our On-Farm Account team are here to help and will ensure you get the best out of your crop. For more information check out the guide in-store, or talk to your local area representative.



North Pole letter deliveries

Bring your kids into the Ruralco Ashburton Gift & Homeware Store to write a wish list to Santa. They may even receive a personalised reply from Santa himself.

Late night shopping hours



12 & 19 December 2019

Ruralco Gift & Homeware Ashburton is open for late night shopping until 8pm. Come in and see the team for all your Christmas Shopping needs with complimentary gift wrapping on all presents purchased in store.

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Dates for your diary

Christmas Day & Boxing Day

25–26 December 2019

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28 December 2019

All Ruralco stores will be closed Saturday 28 December.

1–2 January 2020

All Ruralco stores will be closed Wednesday 1 January and Thursday 2 January

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26 September 2019

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