



Grazier News

December 2018

WELCOME

IN THIS ISSUE

Maintaining our values

by Ian Wickham – Chairman of the Board

As I reflect on the over 30 years that New Zealand Grazing Co Ltd. has been in business I am particularly proud of the leadership role we have taken in the industry.

Being a Leader means being out in front, or being first ...

- In addition to being the very first "Grazing Company" in New Zealand (and the world) as specialist dairy replacement growers, we also were the;
- First to recognise that well grown heifers entering the NZ dairy herd are much more profitable than poorly grown heifers.
- First (and still the only grazing company) to offer service from Northland to Southland.
- First to write and use documented contracts and other systems to define the terms and conditions of one party taking care of another party's cattle.
- First to routinely and regularly weigh, record, analyse and report the liveweight gains of dairy replacements...

...and many other leadership firsts you may read about on our website

I am sometimes asked, how it is that we are able to continuously innovate, to be leaders. The answer is because of the integrated systems we have, whereby our contracts, monitoring, recording and information systems, the staff we select and train, and the leadership provided by management and the board.

Like the All Blacks – we are continuously striving to be the winning team! Then, the further challenge is to always demand improvement.

The focus of all we do is to ADD VALUE and INCREASE THE PROFIT of our customers and the channel for this being the Owners animals and the Growers land.

One of the training tools we use is our triennial conference. Three times a year we fly our staff from places from Southland to Northland to gather and share knowledge.

Finally, on behalf of the team, I would like to wish everyone a very happy Christmas and a great 2019.



Maintaining our values

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Close Down and payments over Christmas / New Year

Keeping you up to date with events over the Christmas New Year.

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Christmas Break

by Frank Weterman – The Accountant



OFFICE CLOSURE

Office will be closed from 4.00 pm on the 21st of December and reopen at 8.00 on the 3rd of January.

Service Managers will also be taking those dates off, although some may be away for longer.

Please ring the office on **0800 10 84 94** if in doubt



Survey Results

Thanks very much to all of you who completed the survey for us. Over half of you took the opportunity to provide us with feedback. This is spectacular (most surveys get around 10%) and we are very grateful for the responses (of course you are welcome to get in touch with us at any time).

Key Findings:

Firstly, you were very happy with the service being provided to you by our service managers and team in the office (85% – 90% consistently selecting).

While ratings were high, there is still some work to be done around explaining the MDM reports. Not all of the respondents felt comfortable that they were getting the best out of the reports and this is an area we will be focusing on. The MDM

system is designed to provide incentives for heifer growth. If you don't understand the incentives you are not going to be able to gain the advantages Ian refers to.



Please do not hesitate to ask your Service manager if there is something that you do not understand.



Congratulations to Neil Macdonald who will be receiving the \$300 Swanndri Voucher (Keep an eye out for the photo coming up on Facebook)



PAYMENT DATES

With Christmas Eve falling on a Monday it has been decided to pay all those with payments due on the 21st, 22nd, 23rd and 24th of December on the 21st of December.

There are currently no payments due on the 25th or 26th, but these will also be paid on the 21st of December. Payments between the statutory holidays (including New Years Eve) will be paid on the date due.

Normal service will resume from the 3rd of January.



BULLS COMING OUT

Please notify your Service Manager by email to confirm the date the bulls came out of the heifers.

Bulls will be trucked off as soon as we are able - your Service Manager will keep you informed about this



Welcome to new staff

by Trewey Black and Annie Shewan

eventing & showing, and has hunted on many occasions. Trewey worked



Trewey Black

Weigh Technician – Hawkes Bay

Trewey grew up on a 1214 ha Sheep & Beef property in Northern Hawkes Bay. It was here that she found her love for New Zealand farming and has continued to work in the farming industry for over 35 years. She has worked on large scale stations up the east coast, to small very intensive fat lamb finishing properties in Hawkes Bay.

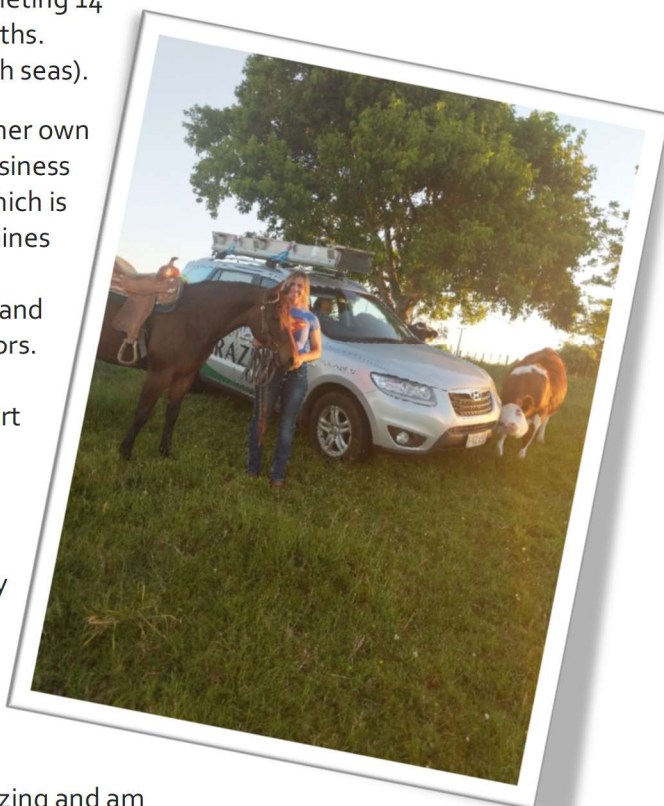
In the past Trewey used to compete with her working dogs at Dog Trails, but now she enjoys working them day to day.

She has also worked a lot with horses, including: Polo grooming in NZ, Australia & England; pre-training race horses; successfully competing in show jumping,

for a short time sole charge taking horses on containerships from NZ & Australia, completing 14 trips over 8 months. (some very rough seas).

Trewey started her own photography business six years ago, which is where she combines her interest in farming, horses and the great outdoors. You can see the results of this part time activity on our 2018 Christmas Card.

In her words "My passion is with farming, so I am very grateful for being given the opportunity to work for NZ Grazing and am looking forward to meeting all the people involved with the company"



Weigh Technician - Waikato

Annie was brought up on a 500 acre bull farm at Gordonton on the peat.

Her dad broke the land in from swamp, where he originally set up a peat mining business selling to market gardeners. He was the first person in NZ to set up a bull leasing business which grew to more than 2000 bulls going out each year.

Annie has her own lifestyle block at Horsham Downs and rear a few calves, Suffolk sheep and enjoy her own quarter horses which she has shown successfully.

She has worked in Administration most of her life but is enjoying getting back out into the country on farms around the Waikato.

Annie Shewan

Photos- Facebook

by Rebecca Hall - Administrator

Life on the farm competition

We ran a competition on our Facebook page for people to submit photos of life on the farm. We are currently up to 472 followers and would be happy to have you following as well.

A small number of the photos are shown here and in a recent post on our Facebook page. They are a glimpse of how great it is to be a farmer in New Zealand.



And for our Health and Safety File:



Conference

A little jiggery pokey to get the heifer in there – but you know what the focus was on. Great effort by the whole team.



An enthusiastic presentation on Facial Eczema by Emma Cuttance. (for more go to <https://tinyurl.com/y823ozqa>)



FONTERRA FACTS

22,269

Number of Full Time Staff Employed FYE 2017

12,039

Number of Employees in New Zealand

63.3%

Percentage of new hires which are Male

FACEBOOK

On Facebook:

Go to our Facebook page and enter our photo competition.

<https://www.facebook.com/NZGrazing/>



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