

## Farmer

## Top tips for tough times

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**Sarah Speight, chief executive, Dairy Women's Network**

■ Take a break. Calving is a busy and stressful time of year, especially when the weather is awful.

■ Connect with others as often as practical. Every couple of weeks is ideal.

■ A mid-calving pot-luck tea or pub lunch offers the chance to see others and share ideas.

■ Eat well. Good nutrition is as important for people as it is for stock. Keep a supply of high-energy snacks in the shed for days when a bit of extra fuel is needed. Ensure staff eat properly and have the opportunity to restock the shelves during calving.

■ Cook everything as a double recipe and freeze half or use later in the week to cut down on food preparation time.

■ Know your financial position. It is important to monitor your cashflow situation. Take time to understand your position and use the most up-to-date information you have.

■ Involve your bank manager early if you think you may need to extend your overdraft or make other refinancing arrangements before November.

■ Treat each other respectfully. Be clear when giving instructions and be realistic in the expectations that you place on others and yourself.

■ Be especially aware of the limitations of young or new team members. Saying please and thank you go a long way when everyone is tired and busy.

**ADVICE FOR SHEEP AND BEEF FARMERS****James Parsons, director for northern North Island, Beef + Lamb New Zealand**

While returns will clearly be back on the 2011-12 sheep and wool prices, farmgate revenue for this sector is still forecast to be much stronger than the average of the past 10 years.

To maximise profits:

■ Know your numbers and keep a strong focus on costs.

■ Maximise your production through proactive and disciplined timing. For example, shifting or drenching stock a day too late reduces profit, as does putting on nitrogen too late. Timing is everything and requires discipline.

■ Block out time in the farm office to do the thinking. Getting stuck into various projects and "doing the doing" compromises profitable opportunities and timing.

**ADVICE FOR GROWERS****Andrew Fenton, president, Horticulture New Zealand**

■ Understand your costs. Take the time to make sure you know where your costs are and understand how you can control them.

■ Seek a consultant and compare your costs with their cost model.

■ Consider if you can ask for more on price. Don't take "that's the best price we can do" for an answer every time. Push back if you can. Be prepared to say no. Limit volume to support value.

■ Work with your fellow producers. The grower down the road is not the enemy but

your partner. Talk to them.

■ Support industry organisations that are working for you.

■ Go to the local grower association meetings, talk to your product group representatives and take a bit of time every month to follow what Horticulture New Zealand is doing on your behalf.

■ Communicate openly and often with your bank manager.

**Mike Chapman, chief executive, NZ Kiwifruit Growers Inc (NZKGI)**

■ Financial help: NZKGI can introduce growers to financial advocates who can help where growers are having difficult conversations with their banks, as a result of valuation decreases or income effects of cutting out vines affected by the kiwifruit vine disease PsA.

■ Employment help: NZKGI has a staff member who matches those who have lost their jobs as a result of PsA to other employment opportunities in the kiwifruit industry.

■ PsA information: Kiwifruit Vine Health has advice about managing your orchard in a PsA environment on its website, phone 0800 665 825 or email info@kvh.org.nz.

**Stress busters:**

■ Talk about your worries.

■ Eat well and exercise.

■ Spend time with friends and family.

■ Start to solve problems.

■ Get enough sleep.

■ Get some enjoyment back in your life.

**Stress help:**

■ Look out for stress in yourself, friends and colleagues and seek help when needed.

■ To get help for stress or depression, phone your doctor, Depression Helpline (0800 111 757), Lifeline (0800 543 354) or Rural Support Trust (0800 787 254).

■ In emergencies, phone 111.

**THE SUN WILL COME OUT**

Bright spots on the horizon include:

■ **All farmers:** "Niwa is predicting an early spring. The Magic and the Chiefs." – Waikato Farmers Alicia and Scott Paterson.

■ **Dairy:** "The US drought could provide a light at the end of the tunnel."

"As farmers in the US slaughter their dairy cattle, world milk supply is expected to reduce and Kiwi farmers could benefit in due course from higher milk prices." – James Houghton, Waikato president, Federated Farmers.

■ "Olympic coverage gives us the chance to celebrate our successes as a nation. Within a month, we will see spring growth start." – Sarah Speight, chief executive, Dairy Women's Network.

■ **Sheep and beef:** "We've had a kind winter, with stock in good condition and good pasture covers on farms, so we have a great platform to start the spring season on and we should make the most of this."

"On top of this, the indicators look strong for beef demand and pricing." – James Parsons, director for northern North Island, Beef + Lamb New Zealand.

■ **Horticulture:** "Growers are getting together, working together, innovating and developing new markets. Our history and our heritage will take us to the future."

"Even with the troubles we've had in recent times, I'm confident we are on target to reach our goal of an industry value of \$10b by 2020." – Andrew Fenton, president, Horticulture New Zealand.



## Global Veterinary Services

**Global Vets all about community**

Global Veterinary Services (GVS) in Gordonton is community-focused business with a genuine outreach and commitment to the area it serves.

Established by Andrew and Christine Gore, the practice offers a total range of services for small animals through to production animals.

The business is growing rapidly. "Our aim is to help clients achieve excellence, grow wealth and achieve success," says Christine, the practice manager. "We're relationship focused and believe in building long-lasting partnerships with our clients."

Andrew, principal vet, has more than 25 years' experience in the dairy industry and is one of the most experienced veterinary ultrasound scanners in New Zealand. A skilled

and astute clinician, Andrew's expertise includes work in the deer industry, extensive work at Hamilton Zoo and overseas consultancy work.

In 2009, after completing a post-graduate diploma in business management, Andrew decided the best way to put his divergent skills to use was through a vet practice of his own. He and Christine converted an old warehouse-style building in Gordonton village into a well-equipped veterinary clinic.

The practice, which has developed strong links within the community, including Gordonton School, is based on the core values of integrity, honesty and transparency. "We want clients to know and trust the vets who work with them, and to feel assured that we'll provide continuity of service for all their animals' requirements," says Christine.

The business places a strong emphasis on education, encourages staff to higher acquisition of knowledge and supports students in training.

The team includes experienced veterinarian Sally Moore, who specialises in companion animals and is passionate about providing the best possible veterinary service to lifestyle-block holders. Sally's also actively involved in calf club and preschool animal health education.

Veterinary nurses and trained technicians Kate McCartin and Kirstin Eade enjoy the wide variety of work, including teat sealing and pregnancy diagnosing data collection. They like working in the field and especially enjoy interacting with clients. Kate came from a busy Auckland companion-animal clinic and has over five years' experience in companion-animal nursing. Kirstin is completing a vet-nurse diploma, adding an extra two years on to her vet-nurse qualification. She has a special interest in horses and is growing the pony club side of the business.

Trish Dalton works as a technician for teat sealing. She has 20-plus years' dairy farm experience.

Specialists in animal welfare, the team believes great clients deserve great vets.



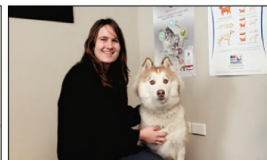
Large Animal Veterinarian Andrew Gore.



The team, from left, Kirstin Eade, Kate McCartin, Gordon the cat, Andrew and Christine Gore, and Sally Moore.



Vet nurses Kirstin Eade and Kate McCartin work with small animal veterinarian Sally Moore while she checks over Gordon the cat.



Vet nurse Kirstin Eade with Amber the dog on the scales

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For more information please contact either Andrew Gore/Global Vets - 07 210 4562 or Deidre Vellenoweth - 021 777 696



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