

FARM GATE NEWS

Written & Published By



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A BI-MONTHLY NEWSLETTER TO INFORM AND ENTERTAIN YOU



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MANAGING YOUR STRESS LEVELS P7

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GOOD HEALTH & HAPPINESS P7



What Makes Country Life So Good? ...

FAMILY AND COMMUNITY

Brenton's boys Riley & Ayden on their NSW camping holiday

Field Days

In August, Danny and Brenton attended the Eyre Peninsula Field Days in Cleve as we've been doing for many, many years.

And in September, we were at the Riverland Field Days which, for the first time this year, was held over a Friday and Saturday instead of mid week.

We were delighted with the number of people at both Field Days who called in to see us. It's a great opportunity to talk with us face to face about your new shed needs and we can often assist with ideas you may not have thought of yourself.

Of course, the same happens when you phone us. We'll find out what you need your new shed for and then suggest ideas that have worked well for others with the same situation. That's where our experience can certainly help you.

Some just came to say "G'day" and tell us how much they enjoy reading FARM GATE NEWS. Thank you, it's much appreciated.

We certainly enjoy our farm visits and interviews for our main stories. If you have any suggestions of who to interview from your area (even if that's yourself), please let us know. Just give us a call on **Freecall 1800 088 528** or send an email to ali@grantsheds.com.au



Our permanent shed display site at the Riverland Field Days. The other end of the shed is the field days parcel pickup location.



Brenton's Long Service Leave Adventures

Our Brenton, who you may have spoken with when you've called for a shed quote, has just returned from 6 weeks Long Service Leave ... lucky Buzzer!

We wanna know how to get that. We've never had any long service leave ourselves.

Brenton and his family took off on a camping holiday throughout country NSW, visiting lots of National Parks along the way.



Melinda commented, "I thought we were already a very close family, but this trip has brought us even closer than I thought was possible."

And here's another, "We have just stumbled upon heaven. The past 2 days we have been camping in a place that looks like a magazine picture. You really have to see it to believe it. We have had horses and cattle freely roaming around us, Ayden caught a huge eel, we met some fantastic people who were able to tell us a lot about the land etc. Getting here was interesting. It was raining and we were pretty much driving on a one lane road right on the side of huge drop off. Worth the drive."

FARM GATE NEWS Feedback

Thank you to a few people who contacted us about our Ireland holiday after reading of it in our last edition of FARM GATE NEWS.

"Alison, We have just received our FARM GATE NEWS and to our surprise saw the story of your trip to Ireland. We have booked our tour to Ireland a couple of weeks ago and now can't wait to get there after reading your little story and photos. We are going on organized tours next year for 15 days." **Ross & Jill Kemp, Riverton, SA**

"Hi Ali & Danny. Just a short note of thanks for FARM GATE NEWS, which I enjoy reading. My wife Barb and I have just returned from a trip around Switzerland, a cruise on the Rhine and a tour through England, Wales and Scotland, so identified with your comments re Ireland."

Trevor C Carter, Bordertown, SA

We love your feedback. It motivates us to keep producing this mini-magazine. Any comments, ideas or suggestions are welcomed and encouraged.

Danny's 'Cure For Cancer' Bike Ride

This October, I'm doing something big about cancer. I've committed to raising \$2500 and cycling 200km in The Sunsuper Ride to Conquer Cancer charity bike ride (that's push-bike, not motor-bike).

Thank you to everyone who has donated to help me achieve my goal of raising \$3200. Ali sent out a couple of emails to people for who we have email addresses on our newsletter list. I'll include a list in next month's newsletter as I'd like to honour your generosity. I'll include some photos from my ride there too as I'll have completed it by then.



Heading out on a training ride. Yes, he's now a MAMIL (Middle Aged Man In Lycra). Something he swore he'd never do! And has the skinny-tired road bike which he needs to be careful riding up our 500m dirt driveway so it doesn't buck him off!

Cheerio from **Ali & Danny** Owners, Grant Sheds



You Little Ripper... Grant Sheds Local Aussie Legends



Farm Visits With The Penong & Ceduna Legends

Danny & Ali visited Ceduna & Penong on the far west of the Eyre Peninsula to visit a number of farmers who, between them, have bought a huge number of sheds over recent years. It wasn't a "sales trip". Just a "Say G'day" and get to meet you trip.

And to say we enjoyed ourselves is an understatement. These wonderful people are so generous with their time and friendship.

A beer with Barry Beattie when he'd just finished shearing for the day, a meal with Bill & Laura Oats one evening and then home-made scones made by Laura for morning tea the following day.



Lynn & Barry Beattie
with Danny



Laura & Bill Oats

Jody Dunn gave us a pizza lunch and then Butch took us to visit Greg (Cudgee) & Todd Warmington and for a short tour of the district,



With Todd & 'Cudgee'
Warmington



Arvo beer with
Butch & Jody Dunn

We were amazed by the outstanding closeness of the people within the Penong community. The netball and footy club creates a very strong bonding of the people and with all the families we met, they are very close friends and the adults are like aunties and uncles to all the kids.

There is much to learn from any country community and I think the smaller and more distant the group are from others, the stronger the bond. It's certainly something they should all be very proud of.

We had many a chuckle about all the nick names in the community. Every bloke seems to have one or more nick names and, since we know them by their "real" names, we had to come up to speed quickly with the names.

We thought we'd share some with you. Most of the blokes listed below are own one, or multiple, 'Grant' sheds and we thank them all for their business.

A cuppa with Paul & Ali Brown, (sorry guys the photo I took didn't turn out), then Tracey Chandler made us a steak and salad lunch while we chatted with her and Mildy.



Danny and 'Mildy'
Chandler



'Dudley' Trowbridge
& Danny

Then we had a late arvo visit with Nyree & Shane Trowbridge before they headed off to football and netball training, where we joined them all for their Thursday night sports club schnitzel dinner.

And last stop, travelling home on the Friday, we called in to see 2012 Australian Farmer of The Year, Peter Kuhlmann and his partner Leanne gave us morning tea with carrot cake... yum!

Sorry to the farmers who have bought sheds and we didn't catch up with. Maybe next time.

We thank you all for your wonderful hospitality. We were honoured to meet you all in person and some of your family members and we look forward to meeting up again in the future.



'2012 Farmer Of The Year,
Peter Kuhlmann

What's In a Name?

PENONG NICK NAMES

Milton Chandler	Mildy	Bill Shipard	Bundy
Andrew Dunn	Butch	Sam Shipard	Wizard, Weapon,
Greg Warmington	Cudgee		Leroy or Ingamar
Lee Warmington	Horry	Darren Collins	Honker
Bronte Warmington	Bucky	Rick Collins	Lips
Paul Brown	Pally	Allan Schwarz	Schwatzy
Shane Trowbridge	Dudley	Lynton Brown	Brownie
Craig Trowbridge	Trumpy or Trumpet	Bill Oats	Billy
Barry Beattie	Beat	Trevor Oats	Barley
Anthony Nicholls	Mario	Wayne Cooper	Ocker
Michael Nicholls	Crisby	Tim Hardy	Gulda (aboriginal for sleepy lizard)
Darren Shipard	Rodghey		



From Hard Times To... SA's BIGGEST EGG



With over 300,000 hens, Dion & Anne have three quarters of SA's bird flock, which include free-range, barn-laid and caged egg production. Here the happy and curious hens have flocked towards Dion & Anne making it appear as though they are crowded. The photo on page 5 shows a more realistic image of the density of the hens in their outdoor runs.

25 years ago Dion & Anne Andary were selling eggs out of a \$200 van.

Now they are SA's Biggest Egg Producers.

It's hard to imagine the owners of the largest egg company in South Australia peddling their eggs from the back of a van, but for Dion and Anne Andary, that's exactly how their story begins.

For almost 25 years they have been building Days Eggs from a single delivery run in Two Wells to producing over two million eggs each week. Along the way they have dealt with stresses of deregulation, price wars and banks, and have gone from hand packing their own eggs at nights, working 15 hour days, 7 days a week, to now employing 70 staff.

It's been a rocky road and one they embarked on almost by chance.

The couple explains that in the mid 1980's they were growing fruit in the Riverland and running the Monash local store. Following that, Dion worked at the former Berrico store in Berri at which

time Anne's brother indicated he could use help at the family farm at Two Wells where he provided eggs to the local Woolworths stores in the area.

With fruit proving a hard game, the Andarys saw an opportunity in eggs, and after 12 months working on Anne's family's egg farm, they encouraged Anne's family to expand production by purchasing additional egg quotas to ensure their own employment, complementing the distribution to Woolworths by also selling to small businesses.

Anne took up the challenge, borrowing her brother's van and selling boxes of eggs between dropping the children off and picking them up from school.

"We were so used to hard times in fruit growing," Anne explains. "I couldn't believe, I sold one box of eggs and, just like that, there was \$30 in my hand... So I said 'I'm going to do this for a job', and I jumped in the van. I started selling about 80 boxes a week for my brother."

Work on the family egg farm was diminishing and the Andarys needed alternative employment.

The Andary family was just scraping by and staring down a season of Dion returning to the Riverland and picking apricots when a little providence struck.

They decided to go it alone and set up their own business and opted to buy that egg run from Anne's brother, with Dion working at the farm to pay off the endeavour.

Just prior to Christmas '89 another egg run became available and it was going cheap.

"I said 'Well, I've got no money now, but I'm going to the Riverland to work for four weeks. If you still want to sell it, I'll have some money and would consider coming back and buying it... I came back, we did the deal," Dion says.

With the new run came a truck and 100 boxes of extra sales. The couple continued buying eggs from Anne's brother and also purchased ungraded eggs from other farmers that they weighed and packed themselves.

The egg industry was regulated at that time, so a license was now a necessity and a little initiative was required. To meet regulations they leased another hen quota, restored a dilapidated shed to house their 600 birds and invested in a cool room.

"The egg board inspector came to see if we qualified for a license and he just cracked up laughing (no pun intended) ... He said 'You've got your refrigeration, you've got your chooks, you've got your grading scales, I can't deny the license,'" Dion explains.

From then the couple concentrated on picking up small egg businesses from other farmers exiting the industry, this increased their numbers. They also gradually increased their own flock to 8500 birds.

It was gruelling work.

Dion would leave at 5am to service the Pooraka markets before delivering eggs and heading home to feed the birds. Anne would drop the children at school and deliver eggs all day before picking up the kids and joining Dion to hand-collect the eggs. A tin shed at the back of the house was used for packing eggs at night, and they would reload the vehicles to start again the next day.

Still the growth continued. Another 5000 birds were shifted into the shed, extra leases were acquired and opportunity again knocked when a farm, complete with large shed and a family home, became available. Finally the couple was in a position to hire help.

"That's when we actually started growing the business rapidly... We just increased our customer base and were able to buy more eggs in," Anne says.



The Grant Sheds Machinery Shed at the Andary's Two Wells property. Their main assets are in state of the art production facilities including sheds and packing & grading facilities.

PRODUCERS



Another farm and egg-run became available at Kingston-on-Murray and after years of building up a customer base of delis and fruit shops, the couple had their foot in the door at the local Coles store.

Using the angle of being local South Australian producers and their Coles vendor number, the Andarys were steadily building up their supply to Coles around SA. Meanwhile, industry change meant more farmers sold them their runs and the Andarys now had 25,000 birds across five locations. When Anne's brother decided to opt out of eggs, the couple acquired his run securing the Woolworths supply.

Just as it was all going to plan, a price war in 2001 almost brought them to the brink.

Anne was on the phone reminding buyers that they needed to be seen to be supporting local business. The strategy worked and again, demand began to grow – it was time for another step.

This time Port Pirie was the location, with a farm and 50,000 birds for sale, and it was also a major supplier to Woolworths. The only problem was efficiency - the Andarys now had 75,000 birds but at a number of locations. If they wanted to move forward they needed to centralise.

Meanwhile in 2000 the industry was restructuring and the old caged egg systems were to be banned in 2008.

Following a visit to a world class farm interstate, they knew they would need this new infrastructure, including fully automated and environmentally controlled sheds that could house 35,000 birds each, and the price tag would be a cool \$2 million for each shed.

"I'm thinking there's not going to be any caged eggs produced in South Australia soon if nobody invests," Dion explains. "So I said to Anne, we are going to have to take a huge gamble..."

"We mortgaged everything".

In 2004 they built their first state of the art shed, and in 2005 started seeing the efficiencies. They started shutting down their other farms and were getting the efficiency from the new production houses when another price war hit. Interstate egg companies began dumping eggs in SA.

Dion explains, "I said to Anne, we're going to have to go and canvass all of our customers and tell them what's going to happen.

There's a bloody storm on the way and we're going to have to weather it, or we'll lose everything. So we door-knocked."



Channel 10 also picked up the story of local producers battling interstate pricing and featured the Andarys in their broadcast. The phone started ringing. Everyone was looking for their eggs.

It was only the loyalty of SA customers and staff, and fortitude on the couple's behalf that saw them survive. The price of eggs had slumped by two thirds and the Andarys were barely breaking even.

Their strategies and hard work prevailed. Local businesses kept buying their eggs and the public began demanding them.

But in the process, the Andarys sold their delivery trucks, retrenched staff and with the help of their children, were again grading at night. They weathered the nine-month storm... just.

"We would not have survived without the help for our girls," explains Anne proudly.

Meanwhile, they needed to build their second shed to complete the push to centralize for ultimate efficiency. But with the price war, the bank went cold. The couple was now faced with the choice of waiting for better years or finding a private investor.

As luck would have it, there was one – another producer who shared their vision. Together they made a deal and the bank was back on board.

The Andarys began building

again and they've been doing so ever since, now running three-quarters of South Australia's bird flock. Their product includes free-range, barn-laid and caged eggs and they supply over two million eggs a week.

And there are more projects to come. The business is investigating milling bird feed and value-adding to their production.

With over 300,000 hens, world class poultry housing and state of the art grading facility, the business is a far cry from the days of hand-collecting, hand packing and delivering from a shed out the back of their house and is now a world class egg production, packing and distribution centre for SA Egg Production.



Anne delights in the friendly, curious nature of her 'girls' who cluck happily in the barn.



A Simple Eggsample of SIMPLE, HEALTHY MEALS

Eggs-trordinarily Easy Meals

If our egg story got you thinking about what to do for dinner tonight, Anne Andary said she still loves eggs and her favourite egg dish is a frittata, so here's a quick, easy and very versatile recipe for you to try.



Bacon, Leek and Potato Frittata

15 minute prep time + 16 minute cooking time
Serves 4

Ingredients:

- 1 tablespoon olive oil
- 5 rashers rindless shortcut bacon, chopped
- 1 medium leek, trimmed, halved, washed, thinly sliced
- 1 medium lady christl potato, peeled, thinnly sliced
- 6 eggs
- 1/2 cup pure cream
- 1/3 cup grated parmesan cheese or vegetarian hard cheese
- 2 garlic cloves, crushed

Dion Andary says he still loves eggs and thinks it's healthy and practical to have boiled eggs in the fridge for healthy, fill you up quick, protein enriched snacks.

They're also available then to make egg & lettuce sandwiches quickly at lunchtime or when hungry.

Method:

1. Heat oil in a 26cm (top) frying pan over medium heat. Add bacon and leek. Cook, stirring, for 5 minutes or until bacon is golden. Add potato. Cook, stirring for 3 minutes or until potato starts to brown.
2. Meanwhile, preheat grill on medium. Whisk eggs, cream, cheese and garlic together in a jug. Season with salt and pepper. Add to pan. Cook for 5 to 6 minutes or until almost set. Transfer to grill. Grill for 2 minutes or until golden and set. Serve.

NOTE: Use a frying pan with a heatproof handle. Stand frittatas in pans for 2 to 5 minutes before serving.

Variations:

The last 4 ingredients make a "Basic Frittata Mix".

Why not experiment with your own variations or try some of these suggestions

- Chicken & Corn (with green onions & zucchini)
- Cherry Tomato & Feta (with mint & shallots)
- Ham & Pumpkin
- Roast Vegetable (pumpkin, potato, parsnip, beetroot, capsicum, whatever your fancy)
- Spinach & Potato



Roast Vegetable



Spinach & Potato

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Find your copy of "Our Most Popular & Best Value Aussie Sheds" catalogue in with this edition of **FARM GATE NEWS**. Special **Spring pricing ends 12/12/14** so don't delay if you want to snare a bargain.



The Importance Of GOOD HEALTH

FARMERS AND FITNESS

When most people think of farmers, they tend to think of hard work toiling fields or tending animals and paddocks. What you don't think of is those same farmers strolling off to a gym session. But as we discovered in a recent interview with Phil & Sandy Kernich of Yamba, who have made attending the gym a regular event, this may be becoming more common amongst farmers. "Yes, we quite often get laughed at for doing it," chuckles Sandy. "People saying 'Don't you get enough physical work on the farm?'" adds Phil. They do, but it's not always the right thing. Spending too much of their time doing things like tractor driving but not things like stretching exercises and core strength that you can achieve at a gym.

"We've been going to the chiropractor for years and he's always said that a chiropractor can only put things in place and it's up to your body to hold them in place," explains Phil. "You've got to

be able to help yourself and I needed to build up my muscles in my back."

So they go to the gym together once a week (except during harvest or seeding). "That's our day that we dedicate to fitness and for our relationship as a couple," says Sandy. Their personal trainer gives them "a good flogging for that 1 hour" as Phil puts it. "You feel buggered when you walk out but after a while you feel really good with yourself."

After their 8.30-9.30am gym session they enjoy a coffee and then go shopping and have lunch together. Sometimes they hang out in town for the day and other times they go back home to spend some time gardening or Phil may head back out to his farm work. They've named it their "Friday Fun Day".

And they have seen huge benefits. Phil doesn't have the back pain he used to have and as Sandy



Health & Relationship

Phil & Sandy Kernich, Burrundi Acres, Yamba SA share their fitness, strength & relationship routine.

says, "It makes our bond a lot stronger."

It's an opportunity to get away and enjoy each other's company away from the farm. They may talk farm business and as Sandy puts it, "I think it's quite important just to have that time together where you sit down and chat about stuff when you're not actually working - to dedicate that time to each other." They both believe that it has improved their relationship a lot and that it flows through to the rest of the business and makes things travel a bit easier.



Don't Crack Under The Pressure

My city friend Joe says "you blokes must be mad to be farmers". Why is that I ask Joe? Well who in their right mind would operate a business where the two most important influences on your livelihood, climate and prices, you have little or no control over. My response to Joe is that good farmers know how to plan using the odds and a flexible approach to management is also very important. Whilst Joe was still not convinced that farming was a good option he did see my point.

This was a few years ago and I had just driven home through the West Wimmera of Victoria seeing lakes of water lying in the paddocks, crops under water and sheep looking rather miserable. Joe's thought provoking comments were starting to really challenge my thinking about how farmers come out on top.

Farmers are generally a conservative group of people that have been shaped by bad experiences in the past. Yet what is deemed to be a strength one year can be a weakness the following year. Conservatism may be your saviour some years but can make you miss so many opportunities on others.

With most farmers making two thirds of their profits in one third of the year, it is important to have the business geared to capitalise on the seasons and markets. Conservatism can be like shooting ducks with a fixed gun position, it is all very well to pull the trigger when the ducks are

in front of the barrel but the ducks don't hover there to give you a second chance. This is why having a business strategy that is flexible to allow the gun to move with the flight of the seasons and markets are so important, if you get my drift. This being the case, the success or otherwise of most farm businesses is governed by the quality of their fall back positions.

Sheep producers in the past ran flocks of wethers and these sheep were used as a pressure valve if things became tight. They would be run at higher stocking rates, placed on agistment or even sold should the season go against the grazier. Croppers that deliberately develop a rotation to accommodate for varying forms of risk keep some form of flexibility up their sleeve. They consider the production, climate, financial and market risks when deciding on a suitable cropping mix.

Another area of the business requiring a pressure valve is in the area of labour input. Many farms now have permanent, casual and contract labour employed and the latter two allow for flexibility should circumstances change. Timing of farm operation can also alleviate some of the pressures. I still see many farmers lambing in the middle of seeding and this places huge pressure on manager's time and resources. I consider timing of operations to be one of the most critical things to get right.

No Pun intended, but appropriate given our egg story this month

Another very important pressure valve is the taking of holidays from the business. Stress can be cumulative and a well-timed break is so essential for improving future performance. Most people don't recognise themselves going stale and I am always intrigued when a farmer boastfully tells me that he has not had a holiday for 5 years. Doing this does not qualify you for a badge of honour. If this is you I admire your commitment but not your courage to change things.

Agreed hard work has never killed anybody but if suitable breaks are not taken then you may visit many of the things that could lead you to your undoing.

Ken Solly runs his own Agribusiness Consulting at Naracoorte in SA. He runs Lifetime Ewe Management and Best Wool Best Lamb groups across the South East of SA and Western Victoria. He delivers training workshops in farm management and sheep production and is a conference speaker. Ken writes the feature article 'Mind your Business' for the Stock Journal newspaper and contributes to a wide range of other magazines. Coaching and mentoring young people in Agribusiness, in particular
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Details of the people you are referring to us

Name 1:

Address: _____
Town: _____ **P/Code:** _____
Phone: _____
Mobile: _____
Fax: _____
E-Mail: _____

Please tick: Is this person a Farmer Homeowner Business
 Any Comments: _____

Name 2:

Address: _____
Town: _____ **P/Code:** _____
Phone: _____
Mobile: _____
Fax: _____
E-Mail: _____

Please tick: Is this person a Farmer Homeowner Business
 Any Comments: _____

Your Details

(Fill out your details here - as the referring person):

Name: _____
Address: _____
Town: _____ **P/Code:** _____
Phone: _____
Mobile: _____
Fax: _____
E-Mail: _____

When your referred person buys a shed from Grant Sheds, a Mitre 10 voucher or gift will be sent to you

Shed Value	Voucher Value
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\$12,000-\$25,000	\$200 voucher
\$5,000-\$12,000	\$100 voucher
<\$5,000	Grant Gift

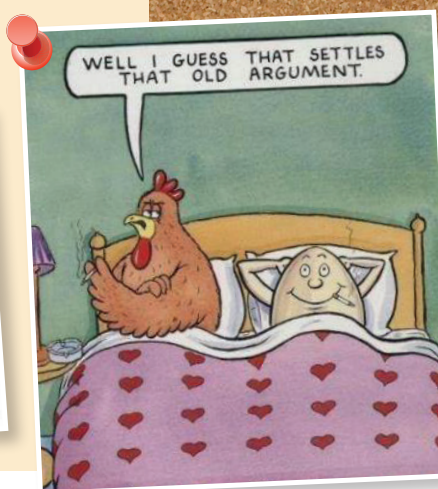
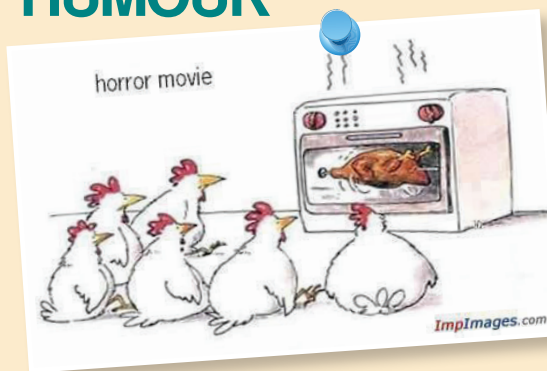
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MONTHLY HUMOUR



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