

FARM GATE NEWS

Written & Published By



SEPT-OCT 2018

A BI-MONTHLY NEWSLETTER TO INFORM AND ENTERTAIN YOU

Discover How Bonuses Can Pay For Your Shed P7



FAST ACTION REQUIRED CANCELLED SHED SALE
See Back Cover 3 ONLY!

What Is The Fastest Growing Equine Sport? P3

What Do Bloody Good FARMERS DESERVE? P6





COMMUNITY

Support

Aussie Pork Farmers

Most people are shocked to learn that 70% of bacon sold in Australia is made from imported pork, even though there is plenty of great tasting, high quality products made in Australia from 100% Aussie pork. By buying Australian pork, you're not only helping our farmers, but also choosing a fresher, cleaner and higher quality product.

Danny and I visited and interviewed farmer Andrew Whitehorn recently for the story on page 4 & 5 of this edition of FARM GATE NEWS. He has a mixed farm enterprise that includes pigs and the pork industry is in



crisis right now.

He said that if every family could just eat pork once per week it would soon solve the pork producers current income crisis in a quite short time frame. Therefore we are

encouraging our friends, family and readers of this mini-magazine to buy more Aussie pork.

Having said that, I was shocked to discover that bacon in major supermarket chains has "Made using at least 20% Australian produce" Whaaat ... ?! How can a rasher of bacon be 20% Aussie & 80% something else? Naïve me ! I've discovered that bacon can be mushed up meat that is reconstituted back into a shape and appearance of real bacon, complete with the strip of fat and rind.

I urge you to check what you're buying or buy your bacon from your local butcher instead (checking of course that he has "real" Aussie grown pork in his bacon.)

Down The Mighty Murray

Our good friend (& owner of a Grant shed), Rob Higgins lives at Yorketown on the Yorke Peninsula and used to own Higgins Engineering at Minlaton. This winter, Flo & Steve Jarvis of Minlaton joined him on his bucket list adventure of travelling the mighty River Murray from top to bottom.

They spent 3 months doing this journey at a leisurely speed, with no back up crew. They carried everything they needed with

them, buying only fuel, food and ... err.. "beverages" at towns along the way.

Danny lent them our 14' flat bottom dinghy which they towed, barge-like with their camping gear and supplies. When they passed through our Riverland area, they discovered that Lock 3, near Overland Corner, was closed for maintenance. Lugging two dinghies around the lock would have been nigh on impossible and Danny came to their rescue.

Danny was as crook as a dog at the time and despite coughing like an old FC ute with its choke out on an icy cold morning, he manned up and drove on down to help out. Not having the dinghy trailers because they'd been returned to YP by a friend, Danny made do with what was available.. An 8x5 trailer... and strapped them down to drive the 5km trip down the highway and re-launch in the river.

Rob says it was an epic journey and one he'd like to do again.



Yorke Peninsula locals, Flo & Steve Jarvis join Rob Higgins to travel down the River Murray.



Danny comes to the rescue...though his load overhang may not be fully compliant!

Until next time... *Ali & Danny Halupka* Owners - Grant Sheds



You Little Ripper... Grant Sheds LOCAL AUSSIE LEGENDS

Bloody Good Farmers With Bloody Good Sheds



Rodney Lush, Keith

Here are just a small number of the thousands of great people we've built sheds for ... all Bloody Great Farmers ... and we've loved working with them.

When you need a Bloody Good Shed, built by Bloody Good People, give us a hoy and we'll make sure you too are proud of your Aussie Tough, Aussie Strong Grant Shed.

Freecall 1800 088 528



Danny with John Girke, Meadows



David Rasheed, Kingston SE



Jack & Simon Rowe -Princess Royal Strn



Andrew & Sheree Bruce, Kadina Yorke P



Andrea & David Crawford, Strathalbyn



Alan Harris, Tarlee



Phil Arbon, Balaklava



Dianne & Michael Anderson-Karoonda



Annette & Andrew Cass, ex Loxton

See The Fastest Growing Equine Sport - Campdrafting

At Keith SA, 3rd & 4th November 2018

The Keith and Districts Campdraft Club are very pleased to have Grant Sheds as a sponsor for their 2018 event.

Campdrafting is a uniquely Australian sport involving horses and cattle. The sport is very popular and is the fastest growing equine industry in Australia. Campdrafting is a great family sport where you will find families competing with riders from the age of 8 to 80 years old.

The sport is fast and exciting to watch, so if you get the opportunity we welcome you to come and have a look.

Free admission from 7am Saturday and Sunday the 3rd and 4th of November at the Keith Showgrounds, Keith SA.

Canteen and Bar facilities all weekend including Saturday night roast meal and entertainment by up and coming singer/songwriter Sarah Leete.

Contact 0408 329 255 for further information



2017 open campdrafting event winner, 17 yr old SA rider, Jack Sutherland and horse Indy



Andrew Whitehorn of Koolunga in the mid north, SA feels it is worth persevering in the piggery portion of his mixed farming enterprise. While pork prices may be down now, most things turn around eventually and it's best to be ready for the upside when it comes.

From virgin land to a fifth generation

As Andrew Whitehorn and his father Fred reflect on the past and future of their Koolunga property in the mid north of SA, they note the changes that have transformed the operation over the years.

From technology to land acquisition and the selling of their product, agriculture is now a vastly different proposition to what it was when Fred's grandfather first arrived in the untouched district three generations ago.

Even in Fred's time, farming has altered beyond belief.

"It's a different world today," he says. "We had physical stresses. Today it's the mental stress of keeping up."

And with Andrew's 11-year-old son Ben already showing an enthusiasm for farming, the pair ponder the further changes that are yet to come.

"If I look at where I started to where he might finish, it's mind-blowing," Fred says.

Fred "started" on the family farm at the age of just 15, when his parents invested in a nearby property on his behalf.

"I was only 15, and Dad said, 'Oh, we bought a property'. And I said, 'What do you mean we

bought it?' He said, 'Yes, in your name. You gotta pay for it'. "Obviously, the dollars then were totally different to what they are today, but it was still a heck of a lot of money for a 15-year-old. I knew the farm was doing it, but it was my first interest in owning some land."

Since then the family has further expanded their holdings, with Andrew & Danielle purchasing other properties since taking over the business in 2010.

"The theory was that if we had a bushfire, it wouldn't all get burnt, or if we had a drought, surely it would rain on some of it. But it doesn't always work like that," Fred says.

That expansion now sees the operation encompass over 2000ha (approx. 5000 acres) across two districts. The Whitehorns grow wheat, barley, export hay, canola and peas. They also run sheep, a feedlot catering to 4500 lambs, and have a 130-sow piggery.

They also do occasional contracting, but not as much as in years gone by.

"It's not really like it used to be," Andrew explains. "We don't chase it as much because of what we've got to get done here."

Andrew and Danielle have two full time staff to assist and are currently seeking a third.

"The workmen here are very good," Andrew says. "They're very proud of what they do, so I'm really lucky. My business runs a lot better with them. It makes family life easier because you can negotiate weekends off work."

And like everyone in agriculture they tread

the fine line of ...

balancing the good years with the bad.

At present the pig industry's down, but sheep are up, while low rainfall last year may yet affect this year's crops.

"With cropping, rainfall's our biggest limiting factor. Last year was a real check of that for this district, but we got out of it probably okay for a fairly low rainfall year.

"This year of course, we've got to battle. There is no subsoil moisture," Andrew says.

"You don't need a lot of rain to grow a crop," Fred adds. "You just need it at the right time."

Rain also impacts the grain prices, and that's another area where the industry has changed immensely in the family's time.

"Marketing is a big thing," Andrew says. "We used to just put it in pool systems and the companies would take care of it. Now, as farmers, you never know when the right time to sell is and how much to sell at that time.

"You've got to follow the markets and the price streams, and hopefully, you make the right decision."

In a bid to hedge that bet the family have purchased several sheds from Grant Sheds over the past 25 years. Some are used for hay storage, others for machinery, but Andrew notes they all offer benefits to the business.

Hay Processors Pay Them To Store Quality Hay

In terms of hay storage, the sheds maintain the quality of the bales and offer a financial return, with hay processors paying them to store quality hay that can be accessed throughout the year.

"As soon as you put it in a shed, you receive a one-off, upfront bonus. And then, from the month of February, you get paid about a dollar per tonne, for the months you hold it. On a big shed, it would certainly start to return money on your investment. It won't fully pay for the shed, but it can be a good return," Andrew says.

Meanwhile, Fred notes **on-site storage saves valuable time** when there's a slow turnaround at the processing facility.

North Farmers Striving To GROW & BECOME BETTER



"At hay time, everybody's trying to deliver to the plant, so the turnaround time for trucks is slow, and the plant can't take all the hay that they're going to process in 12 months.

"If you're going to grow export hay, you must have storage yourself for a fair percentage of your hay."

Then there's the benefits that come with having machinery under cover and out of the elements.

"You've probably got a combination of well over a million dollars in machinery in just two sheds," Andrew reflects.

"That's a lot of dollars worth of machinery to have sitting out in the paddock!"

As for why the family keeps coming back to Grant Sheds, Andrew says it's a combination of "exceptional" service and a quality product.

"Grant Sheds is a company that's been around a long time where a lot of other companies come and go. You know the quality that's going to come and that it's not cheaper materials used. You get onto a good thing and you stick with it."

As for the thing they're sticking with, it's the never-ending pursuit to improve their



Andrew Whitehorn (left), along with his wife Danielle, have expanded the family farm since taking over from Andrew's father Fred (pictured above right) and have invested in machinery sheds and hay sheds from Grant Sheds

operation each year.

"We're striving every year to achieve more and be better."

Ultimately that may one day see a fifth generation of Whitehorn's take over the reins.

"My older son will be looking to come home in years to come," Andrew says. "I don't think there'll be any convincing him otherwise. But if there's as many changes as there have been in the last 25 years, I'm not sure where he'll be farming or how he'll be farming."

"Combination of Exceptional Service and a Quality Product that Keeps Us Coming Back."

"The one thing we find is that the communication (with Grant Sheds) has been delightful.

The shed we put up many years ago has been a great shed and never faulted, so we're very happy and it's why we've gone with Grant Sheds again. We think they are still our best option."

Andrew Whitehorn, Koolunga SA

The Whitehorn Family own 4 'Grant' Hay & Machinery Sheds

12m x 18m x 5.1m	c1998
12m x 18m x 5.1m	c2000
13m x 36m x 5.1m	2013
13m x 36m x 5.4m	2016



The Whitehorn's invested in several Grant Sheds hay sheds to increase their financial returns. Hay processors pay them to store quality hay undercover so it can be accessed throughout the year as the processor needs it. *See page 7 for Bonus Payment calculations.

This one is 13m x 36m x 5.4m, has 400 large square bale capacity and is open on both ends.

BLOODY GOOD PEOPLE BUILDING BLOODY GOOD SHEDS FOR BLOODY GOOD FARMERS



KEEPS COMING BACK Danny from Grant Sheds with Mildy Chandler, Penong, Far West Eyre Peninsula SA. Mildy has 7 Grant Sheds on his mixed farming property. This one is 15m x 30m x 6.3m with a 9m leanto. Mildy ... a bloody good bloke!

Ok, so that's a lot of blood ... or the word 'bloody.' I hope it hasn't offended you. In this day and age I don't think it will and it certainly isn't intended to. But it certainly highlights how we feel about farmers, sheds and ourselves.

Bloody Good People

Starting with ourselves may seem a bit egotistical and perhaps it is but actually, being good is always our aim.

Whether it's with our family, friends, communities or the people we serve through our Grant Sheds business, our intention is always to BE GOOD and DO GOOD.

Good to you... Good for you... Friendly, helpful and honest ...

Bloody Good Sheds

Grant Sheds is renowned for building super strong, Aussie Tough sheds for the past 66 years! That's right, since 1952 when Ali's father Grant Telfer started the business.

We make them strong so that you won't have any trouble with yours. As strong and as



tough as the farmers that own them and the valuable assets they protect.

Is that guaranteed...?

Yes. We are so confident in our

shed products that we give you a **50 Year Guarantee.**

That's totally unheard of with any other shed company.

Have we ever had to honour that with anyone?

Yes ... but it's been rare and the weather circumstances have been exceptional.

You may then ask, what's the value of our guarantee for you?

The value is that we build sheds that are strong and have the right components so that farmers won't need to make a claim against their Grant Sheds guarantee. And that means you can have confidence that you're making a good decision.

Compare that with a shed which is built

with the cheapest and lightest components to keep the shed price low, but ... has no guarantee because the maker doesn't have the confidence (or the balls) to guarantee their structure.

There are lots of shed companies who offer a short guarantee, but it's usually only the guarantee of the steel maker and not a guarantee that the right size steel has been used for the size and type of shed being made.

For example, a Lysaght steel guarantee may cover the corrugated iron, but it's usually only for unusual corrosion or specific defects in the material. It will NOT cover anything if your shed blows down, falls down, sags or any parts collapse.

And if you choose a shed company that uses imported steel for the frames and cladding, it may not have any guarantee. And you probably won't get told that it's not Aussie steel.

Anyway, I'm getting side-tracked now. But it's because I'm passionate about providing Bloody Good Sheds.

Bloody Good Farmers

95% of the sheds we produce are for farmers.

- We enjoy working with you.
- We believe that our farmers are the backbone of our country.
- We think you should be as proud of yourself as we are of you.

Our Bloody Good Farmers deserve Bloody Good Everything.

When it comes to farm sheds, we do give you the full service.

- Genuine help and guidance as you plan your new shed and sort out what suits you best.
- Assistance with the completion of the information to get your building approvals.
- Planning around the timing of the delivery of your shed and
- Building your new farm shed for you

Our service consists of supply of your Bloody Good Shed, Delivery to your farm and Building of your shed ... by our bloody good builders!

We'll see you soon.



Ideas

To Help You With Your

FARM SHED SOLUTIONS

Shedding Bonus Pays For Sheds



Farmers marketing their own farm produce is a big thing for growers now. The Whitehorn's invested in several Grant Sheds hay sheds to increase their financial returns. Hay processors pay them to store quality hay undercover so it can be accessed throughout the year as the processor needs it.

This one is 13m x 36m x 5.4m, has 400 large square bale capacity and is open on both ends. The benefit of this is stacking hay from both ends and being able to have easy access to two different grain types. Also it can be used for machinery storage when empty of hay. Air-seeder storage is particularly easy in this drive-through shed as you don't have to reverse the machinery out and you avoid the problems that can create.



This one built near Swan Hill is **21m x 40.5m x 7.8m Mega Shed**. It has 8.1m wide bays which is ideal for 3 large square bales per bay. It gives enough space for easy stacking while keeping wasted space to a minimum. That maximises your return on the investment. Bumper rails on the rear wall protect the iron from knocks when loading into the shed. Large gutters, rainheads and downpipes make sure rain water on the roof flows away quickly, even in the heaviest of downpours. A concrete plinth around the base of the wall iron and over-plinth flashings, ensures overground water, that could spoil the hay, won't enter the shed under the walls. The soil at the open front of the shed slopes away from it. It is a well thought out solution to keep this farmer's export hay well protected.

Most Export Hay Processors Pay Farmers To Store Hay On-farm

This investment example comes from Andrew Whitehorn whose story is on page 4-5 of this edition. He stores mostly standard density, large square 8'x4'x4' bales.

He is paid a \$10 per tonne up-front bonus Plus \$1/t per month additional bonus for the time the hay is stored (usually 8 months).

Shed capacity 400 bales x 650kg = 260 tonnes
260t x \$18 / tonne bonus = \$4680 Total Bonus

15% annual ROI

\$4680 is approx 15% annual ROI on this shed.

It certainly pays the interest when you are borrow to invest in the higher profit potential of your hay. You also gain the extra income on quality-protected hay*

*Refer story on P4-5 of the July-August edition of Farm Gate News if you still have it or visit back issues here

www.GrantSheds.com.au/magazine/back-issues

3 Year Accelerated Depreciation

Hay sheds can still be depreciated quickly with the currently available 3 year accelerated depreciation for fodder storage.

* Seek advice from your own advisors for your own personal circumstances.

For Hay, Your Best Investment Is A Shed To Protect Your Potential High Income

These comments were recently made by a local accountant and agronomist firm...

"When considering crop rotations to improve your soils and reduce your reliance on chemical controls, crops that can be baled for hay should be high on your agenda."

"When considering hay production, your first piece of equipment should be a shed to store it in."

"Returns on export hay are high but only if it is stored undercover to protect its colour and quality."

FAST ACTION REQUIRED CANCELLED SHED SALE



Our annual end of June stocktake reminded us that we have the following cancelled sheds available.

They were ordered some time ago and then cancelled after we'd already ordered most of the materials. The framing and purlins have been in our stock now for some time so are still in reasonable condition but dusty and may no longer look like new. It will not affect strength in any way at all. Cladding has not been ordered yet and so you have the choice on buying these with the cheaper zinalume cladding or your choice of colour in Colorbond cladding.

Call today if you want to snare one of these sheds FREECALL 1800 088528

Small Farm Shed or Large Garages

Sliding Roof Fertiliser Shed

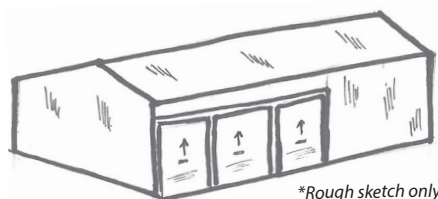
7.5m x 15m x 3m

Fully enclosed with
3 / 2.6m wide x
2.5m high roller doors



Zinalume: Was ~~\$14,968~~
Now **\$12,990**

Colorbond: Was ~~\$17,563~~
Now **\$15,375**



*Rough sketch only

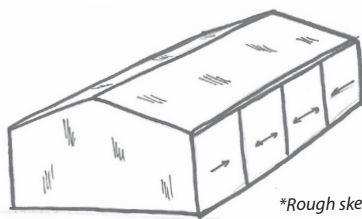
9m x 12m x 3m

Fully enclosed with
4 x 3m wide sliding doors



Zinalume: Was ~~\$14,544~~
Now **\$11,931**

Colorbond: Was ~~\$16,423~~
Now **\$13,985**



*Rough sketch only

7.5m x 15m x 2.4m

Open one end
120 tonnes capacity



Zinalume: Was ~~\$22,130~~
Now **\$20,995**



*Photo shows roof in open position

MONTHLY HUMOUR

Rural Aussie Technology Dictionary

- LOG ON:** Adding wood to make barbie hotter
- LOG OFF:** When barbie getting too hot
- MONITOR:** Keeping an eye on the barbie
- DOWNLOAD:** Getting firewood off the ute
- HARD DRIVE:** Trip home without cold tinnies
- KEYBOARD:** Where you hang the ute keys
- WINDOW:** What you shut when it's dusty
- SCREEN:** What you shut in mozzie season
- BYTE:** What mozzies do
- MEGABYTE:** What tropical mozzies do
- CHIP:** A pub snack
- MICROCHIP:** Left in bag after eating chips
- MODEM:** What you did to the lawns
- LAPTOP:** Where the cat sleeps
- SOFTWARE:** Plastic cutlery you get at barbie
- HARDWARE:** Steel cutlery you use at home
- MOUSE:** Rodent that eats your grain
- MAINFRAME:** What holds the shed up

- WEB:** What spiders make
- WEBSITE:** Lots in the shed
- SEARCH ENGINE:** When the ute won't go
- CORSOR:** Yelling when the ute won't go
- YAHOO:** Cheering when the ute does go
- UPGRADE:** A steep hill
- SERVER:** Person who brings out pub lunch
- MAIL SERVER:** Bloke who brings pub lunch
- USER:** Neighbour who borrows things
- NETWORK:** You repairing the fishing net
- INTERNET:** Where you want the fish to go
- NETSCAPE:** Where fish go from hole in net
- ONLINE:** Where you hang the washing
- OFFLINE:** Where washing goes when windy



Cowboy Calling

A cowboy walks into a bar and orders a whisky. When the bartender delivers the drink, the cowboy asks,
"Where is everybody?"

The bartender replies,
"They've gone to the hanging."

"Hanging? Who are they hanging?"

"Brown Paper Pete," the bartender replied.

"What kind of a name is that?"
the cowboy asked.

"Well," says the bartender.
"He wears a brown paper hat, brown paper shirt, brown paper trousers and brown paper shoes."

"How bizarre,"
said the cowboy.

"What are they hanging
him for?"

"Rustling,"
said the bartender.



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