

FARM GATE NEWS

Written & Published By



JULY-AUG 2017

A BI-MONTHLY NEWSLETTER TO INFORM AND ENTERTAIN YOU



How to Reduce Farm Risk P4-5

Louis Curtis of Paringa gives Grant Sheds shed design and sales manager, Brenton Halupka, a tour of his recently built Grant Sheds Workshop & Machinery Shed and explains his strong belief of the value of protecting his expensive farm machinery under cover of a well built shed. Story P4-5

SUPPORTING COUNTRY COMMUNITIES P3

FARM SHED Solutions P7



What Makes Country Life So Good?

COMMUNITY

SEE YOU AT THESE FIELD DAYS

SEPTEMBER 15th-16th
Riverland Field Days

SEPTEMBER 26-27-28th
Yorke Peninsula Field Days

Travelling The Outback!

After our 3 week travels of the NSW outback, mountains and coast back in May, it has now been the turn of our son Brenton and his family to travel our wide brown land.

He has taken 8 weeks of long service leave (having worked with us for 14 years now) and travelled with family and camp trailer throughout July and August.

His story will be in our next edition but I can say that they travelled up through central Australia to Alice Springs and Uluru after spending a week at Mt Sarah Station near Oodnadatta.

The Williams family at Mt Sarah Station have a Grant Shed and so (of course) Brenton did an interview with them for our next edition of FARM GATE NEWS too.

After Uluru, they were off to Mt Isa where Brenton's wife Melinda's brother lives. They were going to gradually head home from there but changed their mind and headed to Townsville.

They are on their way home as I write this and they seem to have the gem stone searching bug ... something Melinda's family did often when she was a child.

It sounds like the holiday has been a wonderful experience for them and their young family.

When Brenton was only 10 years old, he spent 2 months sailing around Tasmania with his grandparents, Margaret & Grant Telfer.

As his headmaster said at that time...

"There's more to education than school!"

I'll let Brenton tell you more about their journey next time.

Sorry ... We're Late !

We were down one team member over the past two months with Brenton away, and then a 2nd as the person we had doing Admin while Melanie was on maternity leave, left at short notice with two months before Melanie was due to return. Too late to advertise for and train someone else and almost too long for another within our team to cover it that long.

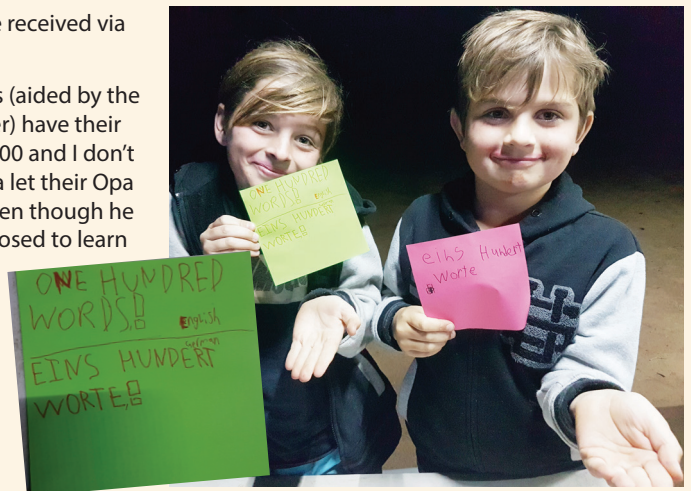
Cheeky Lil Buggers!

Before they left, Danny told our 8 and 10 year old grandsons (Riley & Ayden) that if they could learn 100 German words while they were away he'd give them \$100.

This is a message we received via Facebook!

The little smart-alecs (aided by the idea from their father) have their hands out for the \$100 and I don't think they are gonna let their Opa avoid paying out, even though he says they were supposed to learn 100 German words, not just write "One Hundred Words" in German !!

I think you've been out-foxed Opa!



So we've all been scrambling to fill these gaps and we sincerely thank our whole team for their loyalty and willingness to step-up when needed. We really appreciate it.

The publication of this July-August edition of FARM GATE NEWS has taken a slight hit though, and that's why it's late.

It's the first time in our 5 years of producing it that it's happened. And while we could have skipped an edition, I don't reckon that's right. When you commit to something, it reflects on your integrity if you let it slip by.

High Praise!

It's always beneficial to have mentors &/or coaches in any business, farming included. One of ours, Pete Godfrey, said this about our FARM GATE NEWS magazine...

"This is one of the best examples of a customer newsletter/magazine I've ever come across..."

We are both honoured and humbled by his praise. What we have found since starting this little magazine back in 2012 is that we gain so much enjoyment in presenting it to you.

Visiting farmers from different geographical

locations and different farming types is a lot of fun. Finding out your challenges, your success stories, family lives and community spirit is immensely fulfilling.

So thank you to everyone who has allowed us to interview them. And if we ask you, we hope you'll say yes too.

And if you believe your farm story is interesting, or if you know of someone else who would be a great subject for our newsletter, then please sing out. We love the inside information that only locals can know about other locals.

Back O' Bourke

Here's another photo from our NSW holiday in May. Just had to prove we'd been to the Back O' Bourke!

We'll be back again soon.

All the best,
Ali & Danny
Halupka

**Owners,
Grant Sheds**



You Little Ripper... Grant Sheds LOCAL AUSSIE LEGENDS



Pinnaroo C Grade - Bec Hall

Supporting Country Clubs

Clubs are the hub of country communities and the opportunity for social interaction and a day off the farm which is great for mental health, support and friendships. For all those reasons, and more, Grant Sheds is delighted to support country community groups.

*Child photos have been printed with approval



Pinnaroo B's - Pav Kinnard flying high



D grade Netball
Emmerson Thiel



Pinnaroo A Grade footy team



Pinnaroo Aus Kick
Harley, Jack, Chase and Ethan

WARNING: Yet Another Steel Price Rise On The Way

This happened a few years ago too, when the price of steel rose every 3-6 months, and it's happening again.

The increase is on hot-rolled steel and mild steel in particular this time, so it will have a big affect on our MEGA SHEDS since the frames for these are made from these materials.

Other sheds will also be affected as the bracing, door frames etc are made from these too.

Sing out if you'd like help planning your new shed before the price rise.

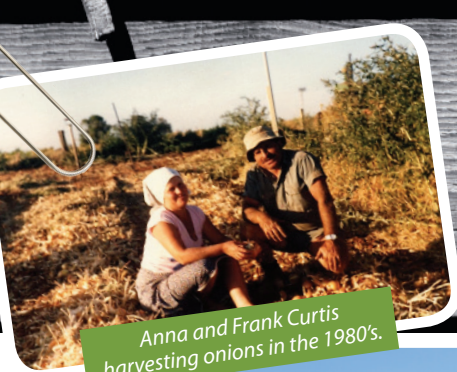


This massive 21m x 48m x 6.4m MEGA MACHINERY SHED belongs to Anthony & Gabby Combe at Crystal Brook. It has 4 x 12m wide beams and 12 x 4m wide bottom roll sliding doors. The framing is Universal Beam (UB) Columns and Open Web Joist (OWJ) roof trusses.

FREECALL 1800 088 528

How This Family Has Diversified

REDUCE RISK



Anna and Frank Curtis harvesting onions in the 1980's.



The Curtis Chemical Shed: Size: 12m x 19.5m x 5.1m It has two sliding doors on the other end (they are closed in this photo) through which chemicals will be delivered into the shed and stored on pallet racking along one side. Mixing tanks and pumps for fungicide and weed spraying units will be set up on the floor and despatched through the 4 sliding doors this end (2 open in this photo). The spray staff will drive tractors through the front (roof only) Garaport from left to right (or right to left) to load up the spray carts. The enclosed section has ventridge on the roof for ventilation.

If you ask keen car enthusiast and Pike River grape grower Louis Curtis whether he's a Ford or Holden man, his answer is a straight-up - "both". He appreciates each for the assets they bring.

At his properties near Paringa, he applies the same approach to farming. After 40 years riding the highs and lows of the wine industry, Louis is now planting almonds in a move which will sure up his farming endeavour, and mirrors the successful history of his dad who tended the land before him.

Louis explains his father arrived in Australia from Italy in the early 1960s. He came here not to stay, but to "look around".

"But he found opportunity in Port Pirie doing broadacre farming in the form of fresh peas."

And from there his enterprise grew. It took him from Port Pirie to Bow Hill, before settling on 230 Ha at Pike River in the late '60s.

"Originally he grew broadacre vegetables here," Louis explains, with 40 acres of vineyard on the side, and a small planting of citrus. But that all changed courtesy of a chance opportunity.

"The vineyard itself was sort of a lesser income than what we did with the vegetable production," Louis notes "But in the early '90s just before the boom, I had the opportunity to go to America and travel a bit. And when I got back, I said to dad: 'You know I think wine is going to be the go from here.'"

Over the next few years the family planted grapes in stages at the Pike River property,

in addition to a 40 Ha planting at a further holding at Lyrup Heights, expanding its vineyard plantings to its current 198 Ha .

"We snagged it just before the middle of the wine boom," Louis notes. "We phased out our vegetable production and got heavily into wine production, and you know the wine industry has been very good to us."

But it hasn't been without its lows. Louis admits the past 10 years have been "extremely difficult", due to a global oversupply of grapes, drought, floods and storms. But he firmly believes things are now on the up, with China and India among the more profitable and emerging markets.

Like many Riverland growers, Louis supplies to grape co-operative CCW who sell to Accolade Wines and also produce their own label, Growers Gate. Louis is on the CCW board and sees the industry as evolving. He notes as electricity prices and expenses rise, the future for the region will probably involve consolidation of the small "soldier settlement" blocks.

"Like any farming enterprise in Australia, you have to get bigger and bigger to be more efficient and combat the ever-rising expense." Efficiencies and timing are Key in any agri business.

In Louis' case that farming enterprise also includes diversity. After low grape prices, and a storm in 2016 that reduced the vintage

substantially, he and his family had just finished the first stage of the new Almond farm development at their Lyrup Heights property when they saw the fierce storm damage new plantings and infrastructure.

Being diverse in any agri-business is essential as it spreads your risk and exposure to only one market.

Using the existing on-farm infrastructure, Louis planted 50ha of almonds last year, is currently planting 40ha, with plans for a further 40ha in 2018, expanding the business total irrigated area to 330 Ha .

"The international market for almonds is forever expanding," he notes. Global demand for nuts in general seem to be increasing constantly.

But this is not the first time the Curtis family has employed diversity to guarantee their income. The family also has substantial commercial and residential real estate holdings that were instigated by his late father during the wine boom.

With his mother involved in both sides of the family business, Louis takes care of agriculture, while his sisters manage the real estate.

That leaves just a little spare time for Louis to enjoy "mucking around" with muscle cars, as he and his wife cater to the ever-increasing sporting and social activities of their four boys aged between 8 and 13.

In the interim, Louis also notes the importance of protecting the assets his family has invested so heavily in, which was the reasoning behind his latest acquisition of another Grant Shed.

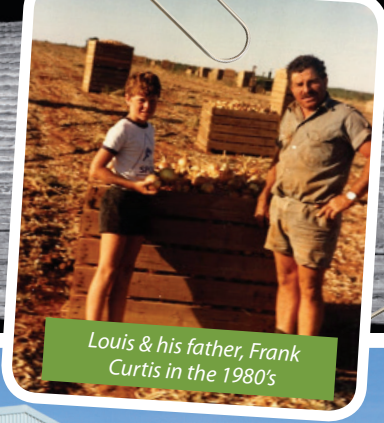
From the original onion packing shed to more recent implement sheds with workshops, the Curtis family's relationship with Grants dates back decades. Each shed houses vital equipment for the business. Louis notes

sheds ensure machinery lasts longer and allow for easy maintenance.

"I'm a big advocate for shedding on farms," he says. "You just never have enough of them. For the cost of an investment in a shed, your machines last a lot longer. They're not sun bleached, damaged or faded. When you go to sell that piece of machinery the paint works still new and you get a better return."

And a better return, like diversity, just makes good business sense.

... diversified Successfully To & EXPOSURE



Louis & his father, Frank Curtis in the 1980's



Machinery Shed & Workshop: Louis Curtis is delighted with his recently built Mega Shed. Size: 18m x 63m x 6.3m built with Universal Beam columns and Open Web Joist gables, in 9m bays. 36m of the shed (far end) is open on one side - 4 x 9m bays for machinery & equipment storage 27m of the shed (this end) is his fully enclosed farm workshop. It has 6 x 4.5m wide bottom roll sliding doors to enclose the area for security purposes and for working comfort.

Why You Should Protect Your Expensive Farm Equipment

"When my father bought this property in the 1960's there was no shedding at all," explains Louis.

"So back in that day he formed a relationship with Grant Sheds. I'm not sure who was at the helm back then, to be honest."

"It would have been Grant Telfer himself," Brenton replies.

Louis continues, "He built a couple of structures, the original onion packing shed and then stitching on other sheds and lean-tos to make it bigger. Then he built the bigger packing shed and other skillion sheds."

The resale value is hugely better.

And there's the maintenance savings as well that add up.

"When you leave good equipment outside wiring breaks down, paint fades, hoses decay. You know, when you leave a tractor cab outside on a 40° day, inside the cab will be 100°, and electronic componentry of tractors do not like the heat. Dashboards black out on the LCD screens. They just don't cope. So everything ... everything ... as far as I'm concerned should be stored inside, undercover," stresses Louis.

15 GRANT SHEDS OVER THE PAST 25 YEARS



The list below does not include various lean-tos and additions purchased over the years.

Earlier sheds were before we kept computer records, so 15 sheds is our best guess when working it out with Louis.

1993	30m x 30m x 5.1m	Packing House
2004	8m x 24m x 3m	Leanto
2008	9m x 10.8m x 4.2m	Garage
2013	12m x 27m x 5.1m	Machinery Shed
2016	18m x 63m x 6.3m	Machinery Shed
2017	12m x 19.5m x 5.1m	Pump Shed
2017	20m x 20m x 6m	Machinery Shed*
2017	15m x 54m x 5.1m	Machinery Shed*

* On order at present

"He always had a good relationship with Grant's."

"And now, in the last few years, as we develop other properties we've needed more structures built and so we've had multiple sheds with Grant's recently and also continuing now."

"We have a lot of sheds on our property. I need to have my tractors, trucks, machinery all shedded. I can't handle spending half a million dollars on a grape harvester and then leave it outside. So I'm very much an advocate of having things inside sheds. It doesn't make sense to leave things sitting outside.

The investment in a shed makes the machines last a lot longer. They're not sun-bleached and sun-damaged and faded. When you go and sell that piece of machinery that is stored under cover the paint work is still new and you get a better return.



Louis Curtis proudly shows Brenton from Grant Sheds through his fully functional farm workshop.

When You're Here...
You're "FAMILY"

We Welcome You To Our GRANT SHEDS FAMILY

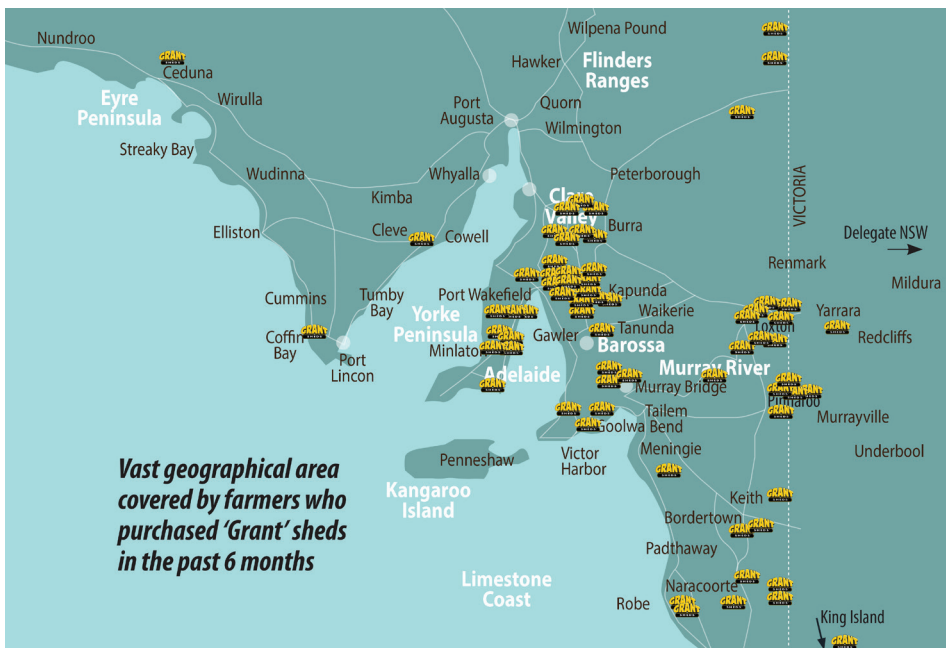
We are delighted to welcome the following people into our "Grant Sheds Family". As you can see our members (shed buyers) come from a broad geographic area and buy a wide range of shed types. And there are lots who have bought multiple "Aussie Tough" Grant Sheds over the years. I've marked those in **blue** and with a **red asterisk ***. **The number of 'Grant' sheds they've had is in blue brackets ().**

It's quite amazing to see how many repeat-buyers we have and just how many sheds they've bought.
Do you think that's because they are delighted with their Grant Sheds experience?

We thank you all sincerely for your ongoing faith in our sheds and in your relationships with us.

Strong Sheds, Great Builders, Building Relationships, Communication and Service. That's what we do.

Alex & James Morgan	Olary	Machinery Shed	12m x 18m x 5.1m	*David McHugh (7)	Finniss	Machinery Shed	8m x 33m x 6m
*Peter Wake (2)	Cleve	Machinery Shed	15m x 18m x 5.1m	*Trevor Lehmann (22)	Robe	Garage	7.5m x 10.8m x 3.6m
Daniel Treloar	Naracoorte	Machinery Shed	12m x 30m x 5.1m	Neil Ferme	Gulnare	Machinery Shed	18m x 31.5m x 6m
Riverland Vintners	Monash	Industrial Shed	5.5m x 8.3m x 2.7	Paul Thompson	Balaklava	Machinery Shed	15m x 31.5m x 5.1m
Darryl & Allison Behn	Riverton	Machinery Shed	12m x 22.5m x 5.1m	*Viv Clift (3)	Minlaton	Machinery Shed	9m x 12m x 5.4m
*Robert Damberg (2)	Monash	Machinery Shed	9m x 9m x 3.6m	*David & Dianne Farr (4)	Loxton	Hay Shed	12m x 24.3m x 5.1m
Paul Munro	Naracoorte	Fertiliser Shed	7.5m x 15m x 2.4m	MacCallum Ritchie	King Island	Fertiliser Shed 7	.5m x 15m x 2.4m
*Kevin & Leanne Graetz (2)	Lucindale	Hay Shed	12m x 12m x 5.1m	Bill & Janette Long	Auburn	Aircraft Hangar	12m x 12m x 3.6m
Bruce Morgan	Pt Lincoln	Fertiliser Shed	7.5m x 15m x 2.4m	*David Edwards (3)	Minlaton	Machinery Shed	12m x 22.5m x 5.1m
Paul Boulton	Werrimull	Machinery Shed	12m x 24m x 5.1m	Jason Parker	Pinery	Machinery Shed	12m x 27m x 5.1m
Tony Richards	Renmark	Machinery Shed	12m x 36m x 5.1m	*Tony Trezise (8)	Renmark	Machinery Shed	15m x 9m x 6m
Malcolm Allan	Murrayville	Machinery Shed	12m x 22.5m x 5.1m	Tim Adams	Clare	Machinery Shed	12m x 27m x 5.1m
Sam Bowman	Lameroo	Fertiliser Shed	7.5m x 12m x 2.4m	Daniel Schiller	Pinnaroo	Lean-To	9m x 18m x 5.4m
David McBurney	Curramulka	Garage	9m x 12m x 3.6m	Todd & Bec Niejalke	Pinnaroo	Machinery Shed	15m x 30m x 5.1m
*Ali & Tony Webber (2)	Clare	Machinery Shed	12m x 6m x 3.6m	*Robert Hoepner (2)	Balaklava	Machinery Shed	12m x 12m x 4.2m
Ja McCauley	Maitland	Machinery Shed	2m x 27m x 5.1m	Glen Haythorpe	Victor Harbor	Machinery Shed	12m x 24m x 3.9m
Rex Anderson-City Meat Co	Keith	Hay Shed	12m x 24.3m x 5.1m	Steve Graetz	Willalooka	Machinery Shed	12m x 18m x 5.4m
Mark Greenshields	Salter Springs	Hay Shed	9m x 18m x 5.1m	Geoff Keatley	Willalooka	Hay Shed	12m x 18m x 5.1m
David Shute	Mt Compass	Machinery Shed	12m x 18m x 4.2m	*Greg Bryksy (2)	Watervale	Machinery Shed	9m x 18m x 4.2m
Jo & Robert Wilmshurst	Jervois	Machinery Shed	12m x 9m x 3.6m	John & Peggy Stewart	Saddleworth	Machinery Shed	9m x 13.5m x 4.2m
Allen Kelly	Manoora	Garage	7.5m x 9m x 3m	Clare & Gilbert Valley Council	Clare	Fertiliser Shed	7.5m x 15m x 2.4m
Graham Cook	Ardrossan	Machinery Shed	15m x 15m x 6.3m	*Darren Stock (2)	Maitland	Lean-To	10.5m x 21m x 5.1m
Craig Hickman	Pt Vincent	Machinery Shed	15m x 31.5m x 5.1m	Jarrold Booth	Hallett	Hay Shed	15m x 36m x 5.1m
Dean Lovis-Hotchin-Mulyangarie	Stn Cockburn	Machinery Shed	15m x 20m x 5.1m	Ken Morrison	Clare	Garage	9m x 9m x 3.6m
Warwick Abbott	Farrell Flat	Machinery Shed	15m x 31.5m x 6.3m	Sasha Lanyon	Dawesley	Garage	6m x 18m x 2.7m
*Scott & Zoe Starkey (2)	Sanderston	Bulk Grain Shed	15m x 30m x 6.3m	*Andrew Schulz (2)	Karoonda	Fertiliser Shed	7.5m x 15m x 2.4m
*Scott & Zoe Starkey (2)	Sanderston	Lean-To	10.5m x 30m x 6.3m	K.E. Wines	Mt Benson	Machinery Shed	12m x 18m x 5.1m
*Matthew Thiel (2)	Pinnaroo	Machinery Shed	15m x 36m x 5.1m	*Roger Lienert (2)	Yorketown	Machinery Shed	12m x 18m x 5.1m
Greg Connors-Quinyambie Str	Broken Hill	Hay Shed	15m x 22.5m x 5.4m	*Mark Kalisch (3)	Berri	Machinery Shed	9m x 6m x 4.8m extn
*Brad Thomas (2)	Ceduna	Lean-To	9m x 30m x 6.3m Lto	Michael Kempe	Tintinara	Hay Shed	12m x 24.3m x 6m
Andrew Taylor	Pt Wakefield	Machinery Shed	30m x 42m x 7m	John Jeffreys	Delegate	Fertiliser Shed	7.5m x 12m x 2.4m
*Kelly Olsen (2)	Naracoorte	Machinery Shed	9m x 12m x 3.3m	*Louis Curtis (15) (workshop)	Lyrup	Machinery & Workshop	20m x 20m x 6m
*Brian Wedding (2)	Hamley Bridge	Machinery Shed	12m x 14.4m x 4.5m	*Louis Curtis (15)(machinery)	Lyrup	Machinery Shed	15m x 54m x 5.1m



53% bought a 'Grant' shed due to their own past experience or the experience of someone they know and trust in their advice.

44% = Existing Grant Shed owners buying from us again.

14% = Referrals from existing Grant Shed owners & people who have always known of Grant Sheds.

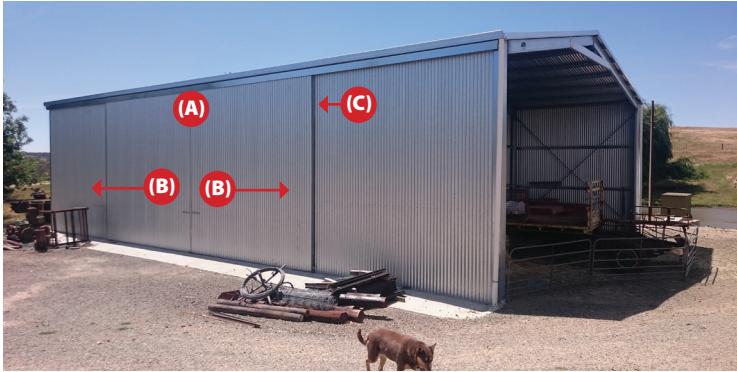
That makes us very proud of what we do and also grateful to you for putting your trust in us to build your new Aussie-Tough shed.

Thank You



Ideas

To Help You With Your FARM SHED SOLUTIONS



John Richardson, Eden Valley SA invested in this 12m x 18m x 4.8m Multi-purpose Machinery Shed.

- It is built in 4.5m bays,
- With a 9m wide beam (A) in the centre of the side wall.
- There are 2 x 4.5m wide sliding doors (B) at that beam which can be opened to give a 9m wide opening for wide equipment.
- He has a dividing wall (C) at this point (across the shed). This creates a 12m x 13.5m fully enclosed section that is weather and theft secure.
- One end is open to give an easy-access section for hay storage, sheep pens etc.

A clever design that suits John's needs for security and easy-access perfectly.

A Lesson In Life

A door to door salesman heads into a home, notices a boy with a dog on the front steps.

"Is it OK if I pat the dog?" asks the salesman.

"Sure," replies the kid.

The salesman reaches out to pat the mutt and the dog bites him.

"I thought you said I could pat your dog?" the salesman says angrily.

"Not my dog," replies the boy.

LESSON: It's Dangerous To Assume

At Grant Sheds, we are often complimented on the friendly and helpful shed planning and design help we provide.

The secret lies in the unique combination of

1. Never assuming that we know what you need
2. Listening to what you want
3. Asking questions about what you'll be using your new shed for
4. Making suggestions that may make your new shed even more useful or cost effective for you, based on our 65 years of farm shed building experience

**Call and have a chat with our Farm Shed Design Helpers
We're Here To Help You.**



Freecall 1880 8852 8528



Grant Sheds 65 Year Anniversary



ONLY
£57
for the Tubular Steel
Framing of this
18'x40'x8' Shed

Or—Complete with all materials to build the Shed illustrated, including gutters, but no cement. £187/12/0.

GRANT ENGINEERING COMPANY

'PHONE 307, MONASH, S.A.

Our 18 ft. span, high strength, tubular steel framed sheds and shed frames offer the greatest value for your money today. Available in 8 ft., 9 ft. and 10 ft. wall heights and various lengths, these are the neatest and most keenly priced jobs on the market.

18 ft. span and 8 ft. between posts means that up to five vehicles may be garaged without waste of space, and without crowding.

If erected as illustrated, four vehicles may be garaged at a shed cost of roughly £50 per vehicle, and a storage or workshop bay included.

Where necessary 16 ft., 20 ft. or 24 ft. clear openings can be arranged at little extra cost. Sliding or swinging doors can be supplied.

Don't forget too, that the tubular steel frames of these sheds are guaranteed for life against failure due to poor design or manufacture —yes, they're really good!

Often lined for use as living quarters these sheds have given complete satisfaction, particularly as an 18 ft. x 40 ft. can be erected in under 40 man hours.

Strength, simplicity and neatness are combined in this most reasonably priced, high grade building. Please write for the details and price lists which will be sent on promptly, and for quotations where required.

MANY OTHER FRAMES ARE AVAILABLE

Prices ex Works — or F.O.R./F.O.B. Port Adelaide

Only
£83
for the Tubular Steel
Framing of this
18'x40'x9' Shed

Or—Complete with all materials to build the Shed illustrated, including gutters, but no cement. £221/12/0.

Note the 24' clear opening and 9' wall height.

GRANT ENGINEERING COMPANY, MONASH, S.A.

How's this for some shed prices from the 1950's? And check out the sizes. These were average size farm sheds in their day. Now an average size farm shed is more like 12m-15m x 24-30m x 4.5-5.1m (40-50' x 80-100' x 15-17'). And that's only average. There are some "Whoppers" on some farms. You can see a range of our MEGA SHEDS here www.GrantSheds.com.au/Mega-Farm-Sheds

MONTHLY HUMOUR



TO Succeed
IN LIFE, YOU NEED THREE THINGS:
*A wishbone, a backbone,
and a funnybone - REBA MCENTIRE*



Customer Service 101

So, after landing my new job as a Walmart greeter, a good find for many retirees, I lasted less than a day.

About two hours into my first day on the job, a very loud, unattractive, mean-acting woman walked into the store with her two kids, yelling obscenities at them all the way through the entrance.

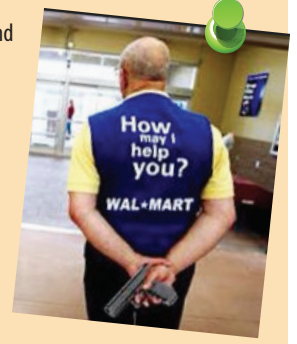
I said pleasantly, "Good morning and welcome to Walmart. Nice children you have there. Are they twins?"

The ugly woman stopped yelling long enough to say, "Hell no, they ain't twins. The oldest one is 9, and the other one is 7. Why the hell would you think they're twins? Are you blind, or just stupid?"

So I replied, "I'm neither blind nor stupid, ma'am. I just couldn't believe someone slept with you twice.

Have a good day and thank you for shopping at Walmart."

My supervisor said I probably wasn't cut out for this line of work.



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