

FARM GATE NEWS

Written & Published By

GRANT
SHEDS™

JAN-FEB 2018

A BI-MONTHLY NEWSLETTER TO INFORM AND ENTERTAIN YOU

WARNING

Beat The Looming Steel Price Rise

Steel prices are on the rise again
Order Before March 31 TO SAVE

Steel pricing is expected to remain volatile in the short to medium term



REDUCE THE RISK OF HAY STACK FIRES P3

Resilience & Investment RISK PAYS OFF P4-5



SEE YOU AT THESE FIELD DAYS

MARCH 16-17th
South East Field Days

APRIL 6-7th
Karoonda Field Days

What Makes Country Life So Good?

COMMUNITY

Another New Year

Ok, so we are already well into 2018. Once again I can't believe how quickly time flashes by. Somehow we think that we'll be able to take a breath as one year ends and another starts ... but it doesn't seem to work that way.

We close our factory for two weeks over Christmas and New Year which is common in the building industry and means that even if we were here, no steel materials will be coming out of the steel suppliers anyway. It's a good opportunity for us all to take a break and hopefully return refreshed.

We hope you take some time, and preferably at least a 2-3 week break, away from your agriculture business at least once a year. For farmers, who usually live on-farm, it's best if you can get right away from there so that you have half a chance of really switching off. The mental and physical relaxation are really important for you and for your family.

Oh Ugh ... Dental Surgery

Ali had surgery mid December to have a couple of dental implants inserted. These are the titanium bases that get implanted into your jaw bone to form a strong and sturdy foundation for crowns which will replace your natural teeth. The bone of your jaw fuses around the implant as it heals.

This healing and fusing process takes 3-4 months and you have to wait this long to have the crowns fitted as you don't want to be chewing with teeth that don't yet have a solid foundation.

The surgery under general anaesthetic went well and I only had a little pain on the night after the surgery and only required Panadol after that.

However, as (bad) luck would have it, during the Christmas break, another rear molar on the opposite side of my face decided it would play up at that time and that caused me far more pain than the implants until I could get into my dentist to have that treated.

Oh the joys of dental health.

I also found that during our Christmas break, and in our 1st 1-2 weeks back, that I really struggled to get motivated and get on with doing things. I'm not sure if it was just holidayitis or if the anaesthetic had some after effects.

Have you ever had that experience?

One Man's Nightmare, Another's Joy!

After seeing a post in a Facebook Buy & Sell page, we recently bought a 10' diameter windmill wheel.

Turns out the seller was Gavin Durdin from Halidon in the mallee and he's an owner of a Grant shed from way back, so he's one of the family.

Gavin is 63 and looking to sell his farm so has made a start on a clean-up of all the important things you keep over the years, some of which later turns out to be rubbish.

In the process his daughter Natalie advised him that some people would pay for some of the things Gavin thought was junk ... like this windmill wheel ... and so she advertised some of it for him via Facebook.

It is our intention to display the windmill wheel in my garden as a piece of rustic garden art.

It hasn't been installed there yet as we need to decide where to put it and what to attach it to, but hopefully we'll get around to it when the weather cools down. I think it will look great in my garden.

Gavin, on the other hand, says he had enough of climbing windmills, lugging spare parts up the ladder and fixing the awkward windmills in his younger days and really does not want to be reminded of "the bloody things" in his retirement.



Gavin Durdin, Halidon



Important Shed Site Preparation

On our way to Adelaide a few weeks ago we called in to check on a shed site being prepared for a new shed. The owner currently lives a very long way from his property and asked if we'd check if his site was ok for his new shed that was due to be erected in a couple of weeks.

Under these circumstances we were happy to help.

Lucky we did. The shed site was ok but there just wasn't enough room around it. The new shed is to be 12m x 18m x 5.1m and the site wasn't much bigger.

It's on a steep hill slope so the earthmoving contractors had done a very neat job of cutting into the hill. There just wasn't any room behind where the shed will be for our builders to use their hydraflat or scissor lift to safely and efficiently build the shed.

Trying to build it with ladders instead is out of the question due to safety concerns. And, as Danny later discussed with the owner, there wasn't going to be room in front of the shed for easy or safe vehicle access into the shed because the flat area in front of the shed was too small as well.

While having to get the earthmoving contractors back in will cost this farmer more in both time and money, we are sure he will be glad that he's done it because the alternative was going to be a long term frustration for him.

Information about preparing your new shed pad is provided to you when you order a new shed from Grant Sheds. It's a useful booklet to use if you're preparing the site yourself or you can give it to your earthmoving contractor.

If you have any questions about your site please give us a call to discuss it because a possible issue raised early means better solutions and a better outcome in the end.



Our Family At Christmas 2017. Until next edition ... Cheerio *Ali & Danny Halupka* Owners - Grant Sheds

You Little Ripper... Grant Sheds LOCAL AUSSIE LEGENDS



Preventing Haystack Fires



Spontaneous combustion is a common cause of haystack fires. Excessive heat can build up in the stored bales, regardless of whether the hay is stored in a shed or not.

If the moisture content of the bales is too high, through being too green when harvested or from getting wet during the baling process, then microorganisms may grow in the moist environment. This generates heat which can ignite the bale. Once bale internal temperatures reach 70°C, they can increase extremely rapidly to the point of spontaneous ignition ... 170°C!

The danger of this happening may be as little as 2 weeks from baling or up to 3 months or more.

How to Assess Bale Temperature

Use a temperature probe or a crow-bar to regularly monitor haystacks for signs that the hay is heating.



Other Indicators For Bale Heating

- Musty, smokey, burning or other unusual smells
- Steam
- Sinking of the hay in some parts the stack
- Mould on the bales
- Condensation or corrosion on the underside of your hay shed roof

How To Reduce The Risk

- Hay must be fully cured, at the recommended moisture content before baling. Use a correctly calibrated moisture meter to check hay moisture levels during baling process
- Protect all bales from rain and leaking roofs
- Haystacks should have enough airflow to allow heat and moisture to escape
- Know the history & moisture content of brought-in hay before you store it.

If Your Hay Is Heating

- Pull the stack apart to improve airflow and allow the bales to cool

DANGER: Very hot hay may suddenly catch alight if it is pulled apart. So if any part of the stack is near or above 70°C, or if you see or smell smoke, you should call for CFS assistance on 000 immediately.

DANGER: Do not walk across hay that may be heating. Charred bales inside the stack may suddenly collapse, cause entrapment and the rush of air may cause a sudden flare-up.

Protect Your Assets

- Store hay in a number of different locations on your farm, or with sufficient distance between hay sheds or open hay stacks, to reduce the risk of losing all your hay if a fire does occur

Our CFS Legends

Fire Fighter of the Year

Grant Sheds production team member, Colin Hickman, is a long term and very enthusiastic CFS member. With 7 years at the Cadell CFS and now at the Monash brigade, he was recently recognised with a Fire Fighter of the Year award.



It is in recognition of the time he puts in with call-outs, training, assisting with Breathing Apparatus training at the CFS training centre at Brukunga (near Woodside), refreshing his First Aid certificate and upgrading his truck license to heavy rigid so he can drive the bulk water tanker.

Monash CFS has 3 appliances

- | | |
|-----------------------------|---------------------------|
| • 1 Quick Response Vehicle) | 1000 litre water capacity |
| • 1 Main Appliance | 3000 litre capacity |
| • 1 Bulk Water Tanker | 13,000 litre capacity |

Not bad for a town of 1000 people. The small Monash CFS brigade was involved in around 135 call outs in the last year. That's almost 3 per week. Most of these were fires, but also vehicle accidents and the use of the Monash station's bulk water tanker to assist other areas of the state and interstate when needed.

Colin is also a keen clay sculptor and recently showed us a very intricate replication of a CFS fire truck that he made (right).



CFS volunteers provide a great, yet often under-recognised service to our country communities. The CFS also appreciates the value of the support that business owners can give by being flexible with the work hours of their CFS volunteering staff so they can attend call-outs during the members work hours.

Grant Sheds was recently acknowledged by the Monash CFS for our help in allowing Colin that flexibility.

- Store hay well away from vehicles, machinery, equipment, houses and other assets.
- Create and maintain fire breaks around haystacks and hay sheds. This may prevent a haystack fire spreading into surrounding areas or stop an outside fire reaching your hay.
- Install water tanks for fire-fighting purposes – Guidelines to help understand Building Code of Australia rules for farm buildings, including hay sheds are available on the CFS web site.

This article has been written using information from the CFS website to promote education to prevent fires <https://www.cfs.sa.gov.au/farms>



Eggstraordinary FARMING BUSINESS



"Chook" knows the value of investing in modern egg production equipment to improve efficiency and he invested in this 9m x 18m x 3.9m GRANT machinery shed to protect his farming machinery and equipment from the ravages of our harsh Aussie summers.

As a primary producer who also markets their own product you've got to be able to roll with the punches and knock on some doors when the need arises.

For the Letton family of Glenview Poultry at Pike River, near Renmark, this tenacity has seen their egg enterprise grow from a supplementary income to 28,000 chickens that supply eggs for wholesalers and retailers like Woolworths, Coles and IGA across the Riverland, Sunraysia and Mallee regions.

In the 50 years since they started they've encountered the "rollercoaster" ride of industry deregulation, price fluctuations, automation and a shift in consumer attitude that sees a much greater call for free-range eggs.

Darren "Chook" Letton and his wife Sharon now run the family farm started by his parents John and Kaylene in 1965, and Darren explains egg production was initially designed to offer a supplementary income for their mixed farming operation.

"Dad was given this block by his dad. My Dad had been a shearer, wool presser, fencer, and hay carter. Back in the day, that's what you did. And when he met my mum, she'd come from the Wynarka-Karoonda area, which is a fair way away. It's pretty hard to travel backwards and forwards to see family, so she had to have something to do while he was away. So, he started to build a few chook sheds."

Initially the operation involved nests, pens and hand collecting eggs, but the family soon expanded to incorporate cage sheds, adding more on the back of good prices and demand.

By 1983 they had established three sheds, embraced a little automation, were selling to the egg board and had also established a market in Renmark, Loxton and Berri. Along the way they'd acquired the hen quotas of other farmers.

And then deregulation turned the industry upside down.

Darren explains the rumblings started in New South Wales but soon flowed onto South Australia.

"When they deregulated, we lost all of our licenses. About half a million dollars, mum and dad lost in licenses. So that was pretty unfortunate, but you know, you just stick to it."

Deregulation brought a mix of positives and negatives. On the downside, cheap eggs from newly-established NSW super farms flooded across the border, but on the upside, farmers could now market where they pleased and set their own prices.

The Lettons set to work marketing their product locally, delivering their own eggs and supplying to a co-op. In the meantime, Darren was undertaking an on-farm training scheme.

"I went off and did wool classing for two years, and from that point learnt to be a shearer."

He would come back to the farm to assist with other areas of the property, but it wasn't until he was in his early 30s that he became involved in egg production.

"This farm was still a mixed farm at that point, so we had Lucerne, cattle, about 600 sheep and cropping. These were the things I was involved with, not so much the eggs."

Then his father asked him to take over the egg deliveries in around 2003, before entrusting the entire operation into his care in 2007. Darren took over management just as the egg industry entered another era of change.

"Free-range eggs slowly started becoming popular. It was about 5% of the national market in 2007. It's probably 50% of the national market now, for us it's probably a third of our business."

Making the partial shift to free-range involved huge expense, but the Lettons decided the **move was worth the risk.**

It allowed them to upgrade their operation and remain in charge of their own destiny at a time when many small farmers were walking away.

They built a new 100m shed featuring the latest technology. They further modified existing sheds to keep their cage operation running, but also began retrofitting in advance of the free-range push.

Meanwhile, Darren worked to ensure they had a firm market to supply to. The bulk of eggs went to a co-op, under the label of South



Eggsample Of PERSERVERANCE



Aussie Eggs, but Darren was keen to ensure the family weren't limited in their options at a time when the industry was in flux.

"The writing was on the wall, you could see South Aussie Eggs weren't going to last long. So, I found another guy who I sold eggs to at Adelaide. He was called Solar Eggs. I was sending half to him, half to South Aussie Eggs, and then when Southern Eggs shut down, we supplied him and that was good. We had somewhere to go."

In the interim the family had also created their own brand, using a family focus and catchy phrases.

"All the kids were on the carton, and it had a little caption like, "Gemma loves to eggs-ercise." Or Sharon and myself were on there with "eggs-tremely proud to be supporting the Riverland".

He managed to get his stock into an independent retailer, supplying 10 stores on a fortnightly basis. But like supplying to other labels, marketing to retailers is anything but guaranteed. When Darren wanted to raise prices on one line of eggs, the relationship ground to a halt.

"That was a kick in the guts, you know?"

"Because I had all this production and bought a new truck and everything to deliver it. It's like what are we going to do?"

Darren went to Mildura to approach business directly. Now, Glenview takes a full truck to Mildura every Wednesday, supplying three of the region's wholesalers.

In 2011 the Glenview brand was also picked up by Woolworths. At first, they just supplied two lines of locally laid eggs, but that soon grew to five.

Meanwhile, as the focus shifted to the egg operation, the mixed farming model was scaled back.



Darren "Chook" Letton brings fun to the marketing of his eggs with some beautiful vehicle signwriting and egg carton designs that include his children (Page 4 - Cody Letton "Cody is an eggspert chicken catcher" and Page 5 "Gemma and Lucky enjoy checking the hens."

"We don't have sheep anymore, and the cattle have moved to higher ground. Of the arable land we could probably crop 2000 acres, but I just crop 1000 every year. That supplies me with 15 weeks' worth of grain."

The family also no longer rears chickens, instead opting to buy birds at the point of lay. The result is a logistically intensive exercise that involves bringing in and removing chooks, while adhering to the stringent expectations that now come with egg production.

"Our industry is very heavily quality assurance based. We have a very good quality assurance program, we have done for 15 years. But it has intensified in the last six to eight years. You have to have records for everything."

As for the future, Darren says the family is content with where they're at, with a long-term view of remaining in the industry.

"I keep thinking I need to build a bit more free-range but then you get kicked in the guts and

you can't get rid of the eggs. I've got enough just being where we are."

The Letton family have a number of Grant sheds dating back to the early days of Grant Sheds.



MONEY - MAKING FARM SHEDS

How Switched On Farmers Make More Money With Their Sheds

Free Report

"At Least 25% Hay Losses When Stored Outside, Unprotected"
Audrey Lusk, Keith SA

Real life case studies on how savvy farmers are using their sheds for both farming AND financial gain.

Head On: To Learn How Smart Farmers & Growers Have MADE MORE MONEY

Why Farm? →

Request your complimentary copy of this informative report by phoning

FRECALL 1800 088 528 or

Visit web site www.GrantSheds.com.au or Email: info@grantsheds.com.au

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



We Welcome New Members 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.

Mutooroo Pastoral Co owns multiple has invested in 6 sheds from Grant Sheds, over the past year or so, for different stations in their ownership. All as a result of being happy with their first.

- Outalpa Station (1)
- Quinyambie Station (1)
- Mulyangarie Station (1)
- Mutooroo Station (2)
- Lilydale Station (1)

These outback stations often find it hard to find building contractors willing to travel to such isolated places. Suppliers and builders need to be well organised. You can't just pop down to Bunnings or Mitre 10 for a few missing or damaged parts. You need to be committed to doing a good job for them.

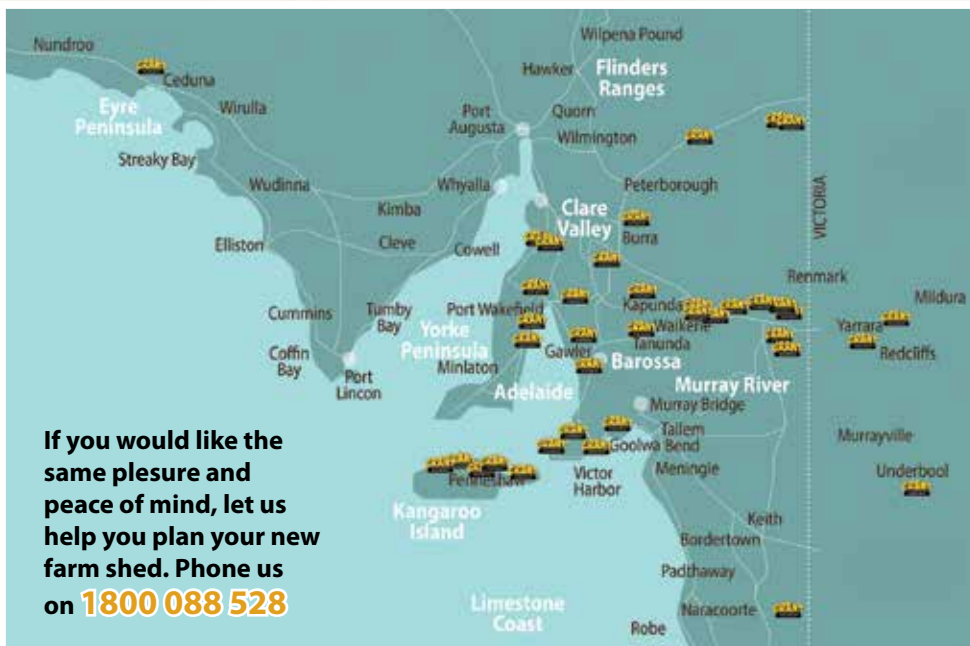
"A job well done. Communication was great with the whole project... and on time. The shed itself is built to last. The building team is very professional and left the job site tidy. Many thanks to you all."

Greg Connors
Quinyambie Station, via Broken Hill

- * Adam & Kirsty Lomman
- * Adam & Kirsty Lomman
- * Barry Beattie (3)
- * Michael Schliebs (3)
- * Jack Rowe (2)
- * Todd & Nicci Noakes
- * David Moore (3)
- Noel Tyler
- Julie Steinert
- Greg Simons
- Simon Grigg
- Richard White
- Neville Sugars
- Mandy Maiden
- Linton Price
- * Louis Curtis (16)
- Peter Affleck
- Kym Bennett
- David Fraser
- Tony & Lyn Hayles
- Neville Preece
- Avan Ireland
- * Ashley Rowe (4)
- * Ashley Rowe (4)
- Ian Newbold
- * Sid Boulton(3)
- Peter Shepherd
- Brenton Kroehn
- * Peter Ryan(2)
- Michael Fairlie
- * James Harvey (2)
- Roy Blight
- Craig Cornish
- * Robert Loffler (2)
- Nav Singh
- * David McHugh (9)
- John Biddiss-AGL
- Craig Clark

Mutooroo Stn(6)	Machinery Shed	15m x 24m x 5.1m
Mutooroo Stn(6)	Garage	6m x 6m x 3.6m
Ceduna	Machinery Shed	15m x 30m x 6.3m
Truro	Machinery Shed	12m x 15m x 5.1m
Werrimull	Bulk Grain Shed	20m x 48m x 5.1m
Lilydale Stn (Mutooroo)(6)	Machinery Shed	12m x 24m x 5.1m
Eudunda	Machinery Shed	12m x 18m x 5.1m
Naracoorte	Machinery Shed	18m x 22.5m x 5.1m
Waikerie	Garage	5.5m x 8m x 2.4m
Kingscote	Lean-To	9m x 21m x 4.5m
Patchewollock	Bulk Grain Shed	15m x 30m x 5.1m
Parndana	Machinery Shed	12m x 24m x 5.1m
Birchmore	Fertiliser Shed	7.5m x 9m x 2.4m
Willunga	Machinery Shed	15m x 31.5m x 4.5m
Renmark	Garage	7m x 12m x 2.7m
Lyrup	Machinery Shed	7.7m x 17m x 5m / 4.2m
Berri	Garage	9m x 18m x 3.9m
Renmark	Machinery Shed	12m x 27m x 3.6m
Parndana	Machinery Shed	9m x 18m x 5.1m
Curramulka	Machinery Shed	15m x 36m x 6.3m
Renmark	Garage	6m x 12m x 2.7m + leanto
Pt Broughton	Machinery Shed	12m x 18m x 4.2m
Kadina	Machinery Shed	12m x 13.5m x 4.2m
Ardrossan	Machinery Shed	12m x 13.5m x 4.2m
Yankalilla	Hay Shed	12m x 18m x 5.1m
Werrimull	Machinery Shed	9m x 12m x 5.1m
Balaklava	Machinery Shed	12m x 25.2m x 5.1m
Waikerie	Garage	9m x 24m x 3.6m
Wokurna	Machinery Shed	12m x 18m x 4.2m
Gawler	Garage	7.5m x 12m x 3.3m
American Beach	Machinery Shed	12m x 18m x 4.5m
Hallett	Hay Shed	12m x 40.5m x 6m
Mintaro	Garage	12m x 17m x 3.6m
Strathalbyn	Machinery Shed	12m x 22.5m x 3.9m
Waikerie	Garage	9m x 10.8m x 3.6m
Mt Compass	Garage	6m x 9m x 3m
Torrens Island	Industrial Shed	12m x 30m x 5.1m
Barmera	Garage	6m x 9m x 3m

Note: The shed numbers listed in () above are going by our computer records. Given Grant Sheds 65 year history, it's quite possible our numbers may be lower than truly correct. If you know you have more Grant sheds than listed, please give us a call to update and correct if for us. Thanks



If you would like the same pleasure and peace of mind, let us help you plan your new farm shed. Phone us on **1800 088 528**

50% bought a 'Grant' shed due to their own past experience or the experience of someone they know and trust in their advice.

32% = Existing Grant Shed owners buying from us again.

40% = 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

Wide & Easy Access



Michael Schliebs from Stonefield, which is just on the lower side of Accommodation Hill, east of Truro, had his brand new 12m x 15m x 5.1m Grant Sheds Machinery Shed built in November 2017. It is open on one side and has 1 x 6m beam and 1 x 9m beam to allow easy access for his wide farm equipment.

Michael and his wife Kerry farm 3000 acres just inside Goyder's Line. They run around 500 sheep and that increases to around 750 with lambs. They do some cropping but this is only a minor part of their farming operation as they are in marginal country. They are pleased with the returns they are currently getting from sheep and wool. Their wool brand "Diro Plains" comes from a combination of his parents' names, Dianne and Ross.



Michael says he is delighted with the strength of his new Grant shed and also the fact that he told us he needed 15' clearance and got that plus a bit more (his clearance is around 16') which shows that we listened to his requirements.

He is however a bit dubious about an acquaintance's shed being built by a different shed company as it has less columns (ie. further apart) AND smaller purlins!

Michael also said, "The Grant Sheds builders were great too. They were fast and hardworking and I've found absolutely no faults at all. They were friendly and easy to get along with. I thought they were fantastic."

Michael used to make good, strong trailers as a sideline to his farming business but, as he says, "In the end, I just couldn't compete with the cheap imports that simply do not last."

Michael likes things strong. He knows his Grant shed will last. That's why he bought it.



Multi-Purpose



The Variety Club Bash car that Grant Sheds sponsored in 2017 with L-R: Jo Sandercock, Di & Viv Clift, Logan & Oliver Cleland, Kalen & Addison Sandercock.

Photo courtesy Cazart Studio, Minlaton

Viv & Di Clift of Minlaton, Yorke Peninsula SA invested in this 9m x 15m x 5.4m Machinery / Hay shed. It suits the Clift's need for height clearance and length for their stock crate (shown left) and other farm equipment and will also be used for hay storage when needed. Being open on the gable end is a cost effective way of getting really good width clearance for any wide farm equipment. It also has a small 3m wide x 2.7m high sliding door in the rear wall to give them access to the back of the shed when equipment at the front would otherwise prevent it.

"Hi Alison ... I have attached a photo from Di & Viv Clift's new GRANT shed for your magazine!"

The shed is currently being used to store the stock crate and the variety bash car. It will also serve as a hay shed!

Di & Viv are extremely pleased with their new shed. Grant Sheds were a friendly and professional team to work with throughout the entire process. Thank you!!! Warm regards

**Jo Sandercock (Di & Viv's daughter)"
Minlaton, Yorke Peninsula, SA**

Farm Equipment Protection

That Your Insurance Company Can't Match

Gets you thinking doesn't it?

Store your valuable farm machinery, implements, vehicles and produce in an Aussie-Tough shed from Grant Sheds and it's protected from our harsh weather. That increases the value of your gear at re-sale.

Something your insurance company can't match!

AUTUMN PRE-SOWING MEGA SHED SPECIAL

Order By
March 31 To Beat
The Steel Price
Rise And Get The
BONUS
Items Listed

MEGA HAY SHEDS

UB Columns (Universal Beam)
OWJ Roof Trusses (Open Web Joist)
18-30m span

Example Shed shown is 21m x 40.5m x 7.8m
8.1m bays ideal for 3 large bales per bay
Capacity approx. 1800 bales.



High Volume
Gutters, Rainheads
& Downpipes



Hay Bumper Rails on Rear Wall to
protect iron when moving bales

*COMPLIMENTARY BONUS ITEMS

Orders Must Be Placed Before March 31st

- **Wall Iron Upgrade to Heavier Roof Iron Grade**
Reduces likelihood of iron damage
- **Hot Dip Galvanised Columns** For corrosion control
- **High Volume Gutters, Rainheads & Downpipes**
Fast and easy-flow rainwater clearing to prevent overflows
- **Bale Bumper Rails** to protect your wall iron
- **FREE Beer For A Year!**
- **Rapid 3 Year Tax Depreciation** for fodder storage sheds inc hay

FREE BEER
for a Year!

For Mega Sheds ordered
by March 31 *Conditions Apply



MONTHLY HUMOUR



...and that is WHY the
chicken crossed the road.

Husband buys his son an iPad, daughter an iPod, himself an iPhone and his wife an iRON. She wasn't impressed even after he explained it can be integrated with the iWASH, iCOOK and iCLEAN network. This triggered the iNAG service, which totally wiped out the iSHAG function.



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