

FARM GATE NEWS

Written & Published By

GRANT
SHEDS™

JAN-MAR 2024

Your bi-monthly newsletter that brings community together

"Once in a
Blue Moon"
Super Shed Sale
Hurry - Ends March 31
See enclosed
catalogue



The Power of COUNTRY CONNECTIONS P5

What fun and camaraderie we can produce in our country communities. Danny Halupka, co-owner of Grant Sheds, singing his hillbilly heart out at our 2012 Monash Hillbilly Shindig. Good on ya Dan! Other local legends, Annie Smith & Geoff Higgs in support. See more on page 3.

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How Respected Farmers Meet RURAL CHALLENGES P4-5

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What Makes Country Life So Good?

COMMUNITY

Delivering two sheds to Stuarts Creek Station for Dan Seymour of Saltbush Ag. Great relationships are built on mutual respect and doing the right things by each other. This is always a high priority at Grant Sheds. See P3 for more info.

From The Mouths of Babes

I (Ali) recently needed a crown on a near-front tooth and it took a few weeks to get the colour of the new crown correct to match existing teeth. Meanwhile, a temporary crown was glued in place so I didn't have an unsightly gap. Trouble was, the glue for this temporary crown let go and it fell out. I was able to put it back in place but it wasn't very solid and so I could remove it at whim. I took it out when visiting family and showed the grandkids.

Master 7 (Hunter) raised his eyebrows and, quick as a flash, excitedly asked, "How much did you get for it!?" Meaning how much did the Tooth Fairy give me... I know what motivates him!

Later, I showed our 4 year old twin granddaughters. Paige took no notice. Reaghan studied my face carefully and then, with a serious look, asked me, "Oma ... did you forget to wash your teeth properly?"



4 year old twins, Paige & Reaghan

"If I'd known grandkids would be such fun, I'd have had them first!"

Gotta love living in the bush!

During the recent school holidays we enjoyed the company of most of our 9 grandchildren for a couple of overnighters each week. Having a ball with cousins in the holidays is a wonderful childhood memory of mine so I love being able to arrange this. To watch them enjoy the time and to actively play together despite differing ages is just wonderful.

And we had one memorable event!

They'd been playing outside and rushed in to tell me, "Oma, there's a snake in the garden!" Now I'm not particularly scared of snakes so I was calm as I asked them to show me where it was. On the way out, they described how they'd heard what they thought was a baby bird calling for its mother but when they went to investigate, it was a snake curled tightly around a baby rabbit and it was the rabbit crying out that sounded like a bird.

"That's odd," I thought. "That sounds like a python behaviour and I don't think we have those in our mallee scrub area."

Well we found the snake and it was a large brown



snake, wrapped around its prey, presumably to stop it escaping. While we watched from a short distance, it began extending its jaw over the rabbit's face. It looked like it was going to devour it in front of us and I wondered how long that would take. But it had second thoughts, uncurled its body from the rabbit and quickly slithered under the nearest bush, taking the rabbit with it.

The snake must have been at least 5' long though doesn't look it in this photo.

Suffice to say, the kids were told not to play out in that area for the rest of the day but what an amazing opportunity to witness that and for the kidlets to see it too. And ... I caught it on video!

Congratulations For Endearing Ways

It was so nice to get this unsolicited message on our phone service a little while back. It is so nice that our efforts to supply good, strong sheds in a way where you don't have to worry about too much at all, is recognised and appreciated. We've established systems for scheduling all aspects of our business (ordering steel, production & building) and used them over decades to communicate clearly with you. It's become second nature to us and we only appreciate it ourselves when either (a) we get some beautiful feedback like this or (b) we order something ourselves and can't believe how poorly some people run their businesses. So thank you Lee for giving us all a boost. We appreciate it and have shared it with our teams.

"Ah G'day, It's Lee Rob here mate.

I just wanted to congratulate you. I've been meaning to do it for a fair while... on your very, very polished, business-like but also family-like ways... you've got a very good polished system of business.

And I want to congratulate you on it. I don't think you've missed anything. Very personable, very relational. It's good.

And you're gear ... many years ago I got a, (big) 'carport' - roof and uprigths, that you put together and it's good heavy stuff, you know... It was a 15 metre x 15 metre setup. And quite frankly, I don't know whether you're dearer than other people, you might be but you would be the preferred option anyway. Everything about your operation and yourselves as well... Look, you're real keepers.

You're really ah ... it's funny you know you're sorta like family in a way, the way you do things, and it's very endearing.

But the other thing is your gear and the stuff that you fabricate is top quality, really strong, the sorta stuff that would stand up in a cyclone you know.

Anyway thank you very much, take care and I love Ali's Friday Funnies emails too it's really top stuff. Thank you very much. Bye"

Lee Rob, Broken Hill, NSW

Enjoy this edition of 'Farm Gate News' and all the best,



With our nine grandkids, ranging in age from almost 4 to 17 years, at Christmas ... and Santa checking the tank!

Oh, and Danny's arm in blue plaster is another story!!!

Ali & Danny Halupka
Owners-Grant Sheds

You Little Ripper... Grant Sheds LOCAL AUSSIE LEGENDS



The Power of Country Connections

Social media and local knowledge certainly benefits...

Brenton from Grant Sheds recently saw a lost dog post on a Roxby Downs facebook page. The dog was seen about 80km north of Roxby, heading up towards the Oodnadatta Track. It wouldn't stop to be caught. A few back'n forth posts and someone says, "That's 'Charlie' from Stuarts Creek Station."

Multiple people took up the cause, trying to contact Charlie's owner via UHF. Saltbush Ag (owner of Stuarts Creek Station) bought two Grant sheds last year so Brenton tried to make contact with Dan Seymour via phone and text message.

The news was good ... Charlie was reunited with his family and Dan sent Brenton this photo with a new Grant shed in the background.. He might be in the dog-house but he's back home and it looks like he was forced to pose for this photo as his penance!



Above: 15m x 15m x 3.6m Aircraft Hangar.
Below: 12m x 36m x 5.1m Machinery Shed & Workshop

"It's been a pleasure working with Grant Sheds & the shed builder. Communication has been wonderful and the final product looks great. We are very happy with our new shed & hangar. I will recommend Grant Sheds in the future to anyone looking to purchase a shed.. Great Work!"

Dan Seymour, Saltbush Ag, Stuarts Creek Station, north of Roxby Downs



Country Folk kicking up their Hillbilly Heels!

Some time back now, the Lone Gum & Monash Community Association, of which Danny is the current President and Ali has been Treasurer for 35 years, held a "Hillbilly Shindig" in our local memorial hall.

It was a community get together rather than a fundraiser but what funds we did raise were shared with other local groups who helped out with the event (CFS, local church, sports clubs).

With amateur entertainers performing humorous skits, singing (sometimes terribly but always funny) and dancing, along with a 3-course dinner, it was a really great night.

So much fun was had that it became an annual event for a while and people still talk about them today.

... Community Matters ...



Clockwise from top left: Danny & Ali Halupka & Geoff Higgs (local carting contractor); Jenny & Paul Hansen (Renmark coffee shop owner & stock musterer); Grape growing brothers Tony & Donald Heward; Brian Smith -MC and business owner in several Mitre 10 stores across the state at the time; Joy Stoeckel, local legend and all round lovely lady.





A Trip Down Memory Lane RESPECTED FARMERS M



We thank all the great farming people we've met over the years, some of whose stories we've included in *Farm Gate News*. Andy Withers (Naracoorte) & Brenton, Sam Mumford (Kangaroo Island), Daniel Weckert (Brinkworth) and Mark Bigg (Balaklava).

As we start 2024, we're taking a trip down memory lane to share some amazing past farm stories that highlight the strength and resilience shown by the "Bloody Good Farmers" we serve.

I've included just a few covers (above) of our *Farm Gate News* mini-magazine since it started back in 2011, plus a few photos of other farmers we've featured. Each of them has faced and overcome challenges, just as I'm sure you have too. For example:

Mildy Chandler, Penong, Eyre Peninsula

Living way over on the far west coast, dry seasons and isolation are always a challenge. Large farms and production efficiencies are

a must and their community is strong and supportive.

Pauline Stephenson, Spalding SA

With her husband dying suddenly and unexpectedly some years back now, son Tyler stepped up to help run the family farm. Community rallied around in their hours of need.

Andy Withers, Naracoorte, South East

Many years ago now, he made the decision to uproot from a station north of Wentworth and move to the south east of SA to pursue his passion of breeding cattle. That leap of faith and hard work paid off.

Sam Mumford, Kangaroo Island

The devastating fires on KI decimated his family farms while he was off leading

the local CFS fire crews. He turned it around to a positive perspective saying, "Now I get to rebuild with my sons." His challenges continued though as he fought the government bureaucrats over local CFS authority & autonomy. This good man doesn't back away from a fight to improve his community.

Louis Curtis, Pike River SA

Frustrated by the continued decline in the wine grape industry, he's been converting much of his property to almond production instead.

Rachel & Scott Faser, Quorn, Upper North

Above Goyder's Line, they experience many dry years yet work with it and remain optimistic. They share the work load of the local community rodeo club to continue the



Danny & Brenton with just a few of the thousands of great farming people we've assisted over many years of enjoyable interactions. Left to right: Matthew Thiel (Pinnaroo)

My Lane Reveals How MEET RURAL CHALLENGES

100% TAX DEDUCTION
Still applies on sheds
for fodder storage.
*Conditions Apply



Above left to right: Danny with Mildy Chandler (Penong, Eyre Peninsula), Tyler & Pauline Stephenson (Spalding),

legacy of Scott being one of Australia's best (past) rodeo riders.

Positive Trends in 2024

Talking with a number of grain farmers at the end of 2023, it was a widespread comment that they'd grown average crops of good quality on way below average rain for the year. One farmer's father commented, "In my day, on this year's rainfall, we wouldn't have even taken the header out of the shed."

Good sub-soil moisture still available from the previous year, current no-till farming methods and summer weed spraying, to retain soil moisture, are innovations that have improved grain growing ventures.

There are other bright indicators for some sectors too.

- December rains topping up subsoil

- Wetter 2024 winter predicted with La Nina returning
- Cattle prices up
- Grain prices stabilizing
- More young farmers returning shows generational farming still positive

In terms of Bloody Good Sheds for our Bloody Good Farmers...

Today's top farmers understand the benefits that a bloody good shed can provide them.

- Time efficiency gains of having good shed(s) on home farm, not spread over multiple properties
- Decent farm workshop makes machinery maintenance and welding projects more enjoyable
- Drive-through sheds to quickly and

easily park long combination machinery without the need to unhitch or manoeuvre to fit limited shed space

- Protect farm produce with hay or grain sheds
- Quickly unload granular fertiliser into a sliding roof shed & be able to buy when price deal opportunities arise.

And at the moment, ***100% Immediate Tax Deductions** are still available on sheds used for fodder storage.

While I haven't covered every farming person shown in the pictures here, suffice to say, we all have our challenges. How we innovate or cope with the ones we have some control over determines our future.

**Conditions Apply - Seek advice from your own independent advisors on how the tax rules may apply to your specific circumstance.*



roo), Charles Ashby (Coonalpyn), Louis Curtis (Lyrup), Rachel & Scott Fraser (Quorn), Michael Schliebs (Stonefield), John Girke (Meadows), Jackie & Peter Schulz (Loxton)



Shed Building SECRETS EXPOSED!

A Peek Into What Drives Grant Sheds

At Grant Sheds, we're not about fleeting transactions or cold calls. We believe in forging lasting connections with our customers and treating them like 'family'. Unlike telemarketers who look for quick sales, our focus is on building trust and reliability that extends far beyond the first interaction.

Our dedication is evident in the numbers:

- 81% of farmers say they bought a 'Grant' shed due to their own experience or the experience of someone they know and whose advice they trust
- 35% of existing Grant Shed owners buy from us again
- 46% of our shed sales come via referrals from satisfied customers

But it's not just about the numbers, it's our approach. We work hard to create the internal business culture of understanding and caring for landholders and building sheds that you're proud of.

We offer:

- Genuine expert help with farm shed design and construction
- Skilled, licensed builders with vast experience who care about farmers and sheds
- We embrace our rural roots, fostering a sense of mateship and camaraderie with our customers
- FREE Farm Gate News, sent to more than 9,000 rural landholders
- We're genuine country folk who like a joke or two, and often a risqué one at that!
- Deep involvement in our SA communities via sponsorships and direct involvement in our local community
- Our sheds are renowned for their quality engineering and attention to detail
- In the unlikely event there is a problem with our sheds, we're committed to prompt and effective resolution
- We're honest about build times, never



Grant Sheds co-owner, Danny Halupka, visits shed being built for Mark Bigg, Balaklava SA

making promises we can't keep (unlike others who make wild promises about short build times or low build prices to win your business then let you down).

At Grant Sheds, we value trust, transparency and integrity above all else. We're dedicated to providing a seamless and stress-free experience for you. We understand the important of your work and strive to be a reliable partner in your endeavours.

In essence, Grant Sheds is more than just a shed provider. We're a trusted ally for farmers, committed to building relationships that stand the test of time.



Builder Steve racked up 35 years of dedicated service to Grant Sheds. Building a massive machinery shed for Andrew Cass here.

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**

"SMOOTH, HASSLE FREE PROCESS"



**Under construction
15m x 27m x 6.3m Machinery Shed
Open both ends**

"Smooth, hassle-free process from start to finish. Very strong shed and would not think twice about another shed from Grant's"

Kevin Krueger, Taillem Bend, SA



Ideas To Help You With Your FARM SHED SOLUTIONS

Have A Look At These Beauties...

Grain Sheds Popular for Andrew Cass, Loxton



4000 tonnes wheat capacity
according to Andrew Cass

100% TAX DEDUCTION
Still applies on sheds
for fodder storage.
*Conditions Apply



1000 tonnes wheat capacity
according to Andrew Cass

Andrew Cass's Loxton Grain Sheds

Above: 12m x 24m x 5.1m Grain Shed
Left: 20m x 60m x 5.1m wall height

While he's retired from his Loxton farm now, Andrew Cass was always a big fan of on-farm grain storage sheds. In a Farm Gate News story with him many years ago, he said that when he 'cycles' grain through these sheds during harvest (using the sheds for short term storage so that harvesting is not interrupted because trucks are waiting at the town silos), he actually stored 3-4x the advertised capacity of grain .. Just not all in there at once. He also stored grain for private sale to markets he found for himself.

We received a note from him recently, where he said that he fitted much more grain in these sheds than the capacity we've claimed them to be.

Here's that message...

"Hi Ali and Danny,

Hope you are well and business is booming!

In your "Farm Shed Success Secrets" edition I noticed shed 38 (12m x 24m x 5.1m—top right) as 693 tonnes capacity. Actually it can hold over 1,000 tonnes of wheat.

Also shed 41 (20m x 60m x 5.1m above left) holds 4,000 tonnes of wheat.

You may need to check the dimensions and angle of repose of grain, along with the test weight kg/hl of wheat, barley and perhaps rye, canola, and peas.

Cheers Andrew Cass"

Optimistic Forecast for Australian Farmers

Invest in Fodder Storage Sheds

It seems Australian farmers can anticipate a prosperous grain growing season in 2024, thanks to the promising La Niña weather patterns forecasted. With predictions indicating above-average yields for grain and hay crops, now is an opportune moment for farmers to consider investing in storage solutions. Constructing grain, hay, or fodder sheds not only ensures the safekeeping of abundant produce but also capitalises on the current tax incentives.

***100% Immediate Tax Deduction still applies**

Notably, sheds used for fodder storage still qualify for a 100% immediate tax deduction, offering farmers a compelling financial advantage. Seize the moment, prepare for the harvest, and secure your agricultural success with strategic fodder storage shed investments today.

*Conditions Apply: Seek advice from your own independent advisor on how tax rulings may apply to your specific circumstances.

2024 La Nina Prediction

From respected 'Your Weather Channel - JWC'
Facebook page Feb 8 2024

"In the Indian Ocean, looks like some sort of negative IOD forming (the La Nina of the Indian Ocean) with warmer than normal SSTs (Sea Surface Temperatures) anomalies in the eastern Indian Ocean & average temperatures in the western Indian Ocean near Horn of Africa.

**What's this mean? Most likely wet!
Winter Spring Summer.**

Now remember not every month will be necessarily wet but the overall gist of the 6-8 months in that period will be above average rainfall through central, eastern, southern and south eastern Australia."

Farmers: Save on Steel in Grant Sheds...

"Once in a Blue Moon" Super Shed Sale



Slash \$5,000 ... \$10,000 - even a Whopping \$20,000 off your new farm shed if you *Act Fast!



See the "Once in a Blue Moon" catalogue with this edition.

But Hurry ... Sale Ends March 31, 2004

***Order Now for supply before June 30
& to get available tax deductions this Financial Year**

*T&Cs on Page 4 of catalogue

100% TAX DEDUCTION
Still applies on sheds for fodder storage.
*Conditions Apply

MONTHLY HUMOUR

For the love of family!

Seamus O'Shawn went on an African safari with his wife and mother-in-law.

One morning the wife awakes to find her mother missing.

In a worried state, she wakes Seamus and they both go looking for her.

Suddenly they come to a clearing where they find the mother-in-law standing face-to-face with a ferocious lion ...

"Quick Seamus, do something!" screams the wife.

"Oh no, no," says Seamus.

"The lion got himself into this mess, he can get himself out!"



WEATHER PREDICTIONS

Farmers: "Hmm, the ants are busy, must be rain coming."

Ants: "Hmm, the farmers are busy, must be rain coming."

A Paradox of Life

The problem with patience & discipline is that developing each of them requires both of them.

Laughing at your own mistakes lengthens your life.
Laughing at your wife's mistakes shortens it.

I didn't mean to push all your buttons.

I was just looking for the mute button!

MY SUPER POWER

is holding onto junk for years and throwing it away a week before I need it.



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