



# TEXEL MARKETING GROUP LTD

LINKING FARMER PRODUCERS WITH END USERS

## ONE STOP RAM SHOP HAS A WEBSITE

[www.onestopramshop.co.nz](http://www.onestopramshop.co.nz)

This is a practical, no fuss website which is updated regularly with descriptions of OSRS/TMG activities, newspaper articles about clients and our business. Have a look, you'll be interested.



*Hawke's Bay winter, Ruahine mountains bathed in an early morning glow. 'Paratu' July, 2005*



*Caught. Never speed on SH2, near Takapau. Feb, 2005*

A Rangiora lifestyler rang up his farmer mentor in great distress when his 'deformed' lambs arrived. **They all had tails.** He phoned at 10 pm for advice.

*No doubt some was given.*



*Ra off farming. Wise Ra is buckled up. Such wisdom will be greatly missed.*

## RA

Farmers learn to accept death and aging of animals. But just sometimes they have a shattering experience on the farm. Ra is dead.

Ra became Robin's dog after Alastair left for his OE 12 years ago. He is still not back to claim Ra. Ra prepared his passport years ago; he had an ID card, but was never invited to live in US. Ra for 12 years has been a loyal and best friend. Ra was a German Shorthaired Pointer who was never asked back to duckshooting after eating the first duck he was supposed to carry. Ra entertained us all for years and years. His exploits were photographed: driving the ute and getting it stuck; dressing up in a sunhat; building a snowman. Ra, a loyal, idiot dog. Ra, a killer of possums *par excellence*; a genuine guard dog who frightened nasties, but was scared of sheep. Ra loved people. Ra loved farming with Robin.

Ra was killed when he wandered onto State Highway 2 in the dark hours of Monday 27 June, in the morning.

### **Thank you Ra for everything, you loyal friend.**

Steve Wyn-Harris interviewed Robin for 'Cockies Hour' (radio) in July. Asked to talk about any agricultural topic of interest, Robin chose to speak about Ra's death and the loss of farm pets and farm companions.

Michael Campbell returned to Wellington and his favourite meal, 'Niki's roast lamb'. Dom Post. 28 July  
*Good golfer, good taste.*





Robert Carter (OSRS West) in a hole. A start is made for a new covered yard and ram selling facilities.

Kirikau Valley, July 2005

Building has started on the new covered yards at OSRS West. The building is 40 metres by about 18 metres and will cover about 600 m2 by the time it is married into the old shed. Yes, I have even got a building permit, that took a while, having to draw plans and diagrams that would impress my old school teachers.

Yes, I am bailing the water out of the bloody hole, holes, clay and rain do not make good, happy gophers! It would be great if we could put the roof on first and then the foundations but there is a problem with that theory. A Chocolate Fish for anyone who knows what the problem may be!

Shore some ram hoggets yesterday, into wonderful pine plantation with grass for shelter afterwards. Susie was all for me going out and checking them at midnight in the rain.

I said, "theyberitegotoblurrysleep." They were too!  
Cheers, Robert Carter OSRS West



Pensive. "Go on, get one". Suggested owner Robert Carter. Why is this bike inside the house? Would it cope with Baja deserts?

Kirikau, 2005.

## TRADE DEFICIT

Statistics New Zealand has confirmed the NZ balance of payments deficit is now a record \$10.35 billion. A recently published OECD report does not take much notice of this current account deficit at all and expects the economy to expand at a vigorous clip, outperforming the OECD average. The economy is on track to achieve the target, of the government and opposition, of returning to the top half of the wealthy countries league. This economic success is reward for the reforms taken in the 1980's which were largely borne by the rural sector.

Nowhere does the report refer to the situation developing where so much red tape has stymied initiative.

Rick Barker (small business minister). Government focus on reducing compliance costs has achieved 90% of that targeted by Labour. **Labour did not target enough!**

## LAND ACCESS

Another **arrogant** Labour government action. Helen Clark backed Sutton on the access question. Yes, the government does want to be fair to people living in town but what about the people living in the country over whose land these people traipse. The old system worked. If people asked they were allowed access. The issue will raise its head again, soon, if Labour gets back in power.

An excerpt from the maiden parliamentary speech by Dr Cullen on 23 April 1982.

"And to my old school, Christ's College, I am proud of the fact that my secondary education was not paid for by the tax payers of New Zealand but by the farmers of Canterbury and Hawke's Bay. **I ripped them off for five years then and I shall get stuck into them again in the next few years**".

## PROOF READING

Robin,  
Hey fellow publisher! I read your latest newsletter letting us know you found a couple of mistakes in a couple of our papers, (= one per paper!). You know we pull together more than 80 publications/year totalling around 4000 pages so you'll have to forgive us the odd hiccup.

Meanwhile, in your eight pager (the one noting the mistakes we made) look what I found ... categories should be categories - front page. Hawkes Bay should be Hawke's Bay - and you live there.

Countrywide is Country-Wide - and I know! Wrightsons (three times) is really Wrightson And that's being kind enough to overlook the fact your April edition arrived in my mailbox in May. \*grin\* Look out, or you'll get glass on your tomatoes! Keep up the great work ... I wouldn't have found them if I wasn't reading it. Cheers, Dean. Dean Williamson, Director, Country-Wide

**Thanks Dean, Robin**



## BRINGING UP WWOOFERS

### The Beginning of the End for our old Rodeo.

Having been a Wwoofer host since the early 1980's, I have had a lot of experience in bringing up Wwoofers. New words have entered our vocabulary. The "Wwoofery" is the Wwoofers' cottage. When we have had an overload of Wwoofers we become "Wwoofered out". Sometimes Wwoofers manage to "re-arrange" some of the farm vehicles, which then become "Wwooflerized". Other vehicles may experience a slow death by Wwoofer.

Now Sanne, a wonderful girl, 6' 1" tall, a Dutch veterinary student from Holland, studying at the illustrious Utrecht University. Sanne came out two years in a row and while she was great helping the local vets perform embryo transplants in cows, lambing ewes and calving cows; great at riding horses and hunting, she was not the greatest driver. She drove as she lived: full of dash and vigour, keen to get the job done and game for anything. **"A GOOD KEEN WOMAN!"**

One day she flew into the house (Sanne never walked anywhere), "So sorry Joy, a small accident in the Rodeo, don't worry, no one is hurt." The Rodeo was old and battered and I didn't think much could happen to it feeding out cows on land as flat as a tabletop. "How did it happen?" "Oh, Katrina and I were loading hay and I backed into a power pole." "A power pole!" I said - there being only one in this very large paddock. "Yes," she said "I forgot about it and when reversing I drove right into it." Drove right into it was an understatement. Katrina, apart from a little whiplash, was quite OK, Sanne also. However, they must have driven into the power pole at great speed - they took out the pole, (we had to get the power company to come and replace it), they had rearranged the tray so that it had moved several inches forward into the cab, there was a great 'U' in the back of the tray, the back window was totally smashed, and the rodeo never quite recovered from its ordeal. The beginning of the end for the "Wwooflerized" rodeo. **Joy Gray**



*Globalisation. Quality products, such as this tent, worth only US\$80 guarantees plenty of buyers in 'wealthy' countries and less local manufacturing in USA. The tent even had storage 'cupboards'.*  
Baja, June 2005



*Wwoofer's farewell. Florian and Alex stayed seven weeks; both were Austrian chefs. They prepared **seven** courses of sheepmeat for the staff mid-winter 'get together'. Enthusiasm for sheepmeat waned after five courses over three hours. 'Paratu' July, 2005*

"Why don't you take your cloth off a(nd) join the sheep you shore a few weeks ago?"

Anonymous note left in the 'Paratu' letterbox, April 2005. The weather was cold and wet

## CIVIC AWARDS

How extraordinary it is that people, who already have high profile jobs like lawyers, judges and academics get government recognition in the New Year and Queen's Birthday honours. These people are just doing their job; a job for which they are paid. The rural sector has many people who warrant recognition for jobs well done. However, rural people don't claim the limelight and receive 'honours'.

## IVAN SIGVERTSEN

Just recently OSRS said farewell to Ivan after four pleasant years. Ivan had had a serious farm accident which made it difficult for him to operate efficiently in all weathers, at all times, with the intensive work undertaken at OSRS. Thanks Ivan, for everything you have done and all the best for your new job. Come and see us soon.

Don't forget to fill in your reply to Statistics NZ which has just arrived or to fill in your submissions to the Domestic Food Review discussion papers 6 and 7 or fill in your submissions to your local district plan or fill in any other forms that are landing on your desk at present. We just seem to be swamped by a myriad of people wanting reports back NOW.

Chris and Perry Read sold their farm in Wairoa for an excellent price. New Zealand Farmers Weekly reported on June 22 "Breeding ewes were knocked down at prices not seen in living memory in the Gisborne/Wairoa region." Ewes were the Read flock, which made up to \$158. All were of One Stop Ram Shop genetics. Chris bought rams from OSRS since 1992.





*Volcanoes, deserts and strange prickly plants.* Baja



*Kiwi camping Baja style. A biologist's dream place.*



*Newsletter 53 being prepared. La Perla, Baja, Mexico.*  
June 2005



*No people, no vehicles, just beautiful deserts and vast landscapes. Suitably attired, in farm clothes, Robin spent nine hours looking for sheep.*  
Baja, June 2005

## BAJA CALIFORNIA (MEXICO)

Mexicans wear big hats; carry guns; have huge moustaches and look ferocious. They sleep in the sun under branching cacti.

All wrong, Mexicans don't wear sombreros; have little moustaches; smile readily; are not allowed to carry guns by law. Nobody sleeps under cacti, it would be too prickly.

Baja Peninsula is as long as New Zealand and the size of the South Island. Tijuana in the north (the equivalent of Kaitia) has a population of 2 million. La Paz in the south (the equivalent of Bluff) has a population of about 150,000. The rest of this large peninsula has maybe 100,000 people so is not vastly populated. Part of the Pacific "rim of fire" it was created by hundreds of volcanoes. A long backbone range is sculptured by huge cyclonic downpours and carved into massive gorges and ravines. There is insufficient grass and vegetation on the rock-strewn landscape to hold the soils when the floods eventually come. Intervals between floods may be years. Sandy, gritty soils are lost to the sea and take with them the accumulated organic material and little fertility that has managed to accumulate since the last flood. Baja does have minerals, which are mined, and some irrigated flats which rely on subterranean waters. Fishing has sustained the population right around the perimeter of the Peninsula. Tourism is unobtrusive but rapidly becoming important.

Ranches have a corral, a shelter and maybe a yard or two for sheep and goats. There is some seasonal grass but no pasture. Stock eat shrubs and cacti. Irrigated flats grow lucerne for penned stock. A ranch outside Mulege of 300 hectares had 200 cattle, which meant it had plenty of water. Further north, a 180,000 hectare ranch had 700 cattle. Here the owner had the 'right' to sell one Big Horn sheep shooting licence annually. This licence could sell for up to \$US80,000 but the rancher was only allowed to keep \$US20,000. The rest went to the Conservation Department, which does nothing to preserve these rare sheep in their central mountain range.

Baja is worth a visit. Desert landscapes of rock and grit with huge mesas, buttes and volcanoes are magnificent. Plants are fascinating, weird, pretty and prickly. To the observant, wildlife is everywhere. Although sought, neither snakes nor scorpions could be found. Bird life is varied with some huge birds (Frigate birds: 2.3 metre wingspan), to tiny hummingbirds. Oceans teem with huge quantities of life.

Why visit Baja? **Baja makes you think.** Seeing the squalid population on the American/Mexican border is interesting. Living on 2 to 3 litres of water daily, when camping, is surprisingly easy. Baja makes you look closely at New Zealand, its people and its environment. New Zealand's two greatest assets are quality space and water. The challenge is to nurture these assets. Careful water conservation will keep productivity high and provide an economic base for exporting food to the world. 50% of the world's population now live in cities and these cities need lots of food. New Zealand's best opportunity is to provide that food.

*Go to Baja California. **Baja makes you think.** Remember, Mexicans smile readily and work really hard.*





Bigger fish than this wrasse have sustained the people of Baja peninsula for centuries.  
June 2005



Penned sheep at Mulege (Mexico). Strange coloured wool is woven into tough, colourful fabric. Sheep, goat and cattle meat all tastes the same – bland.



Maxima cousin. RAM4U is worth much more than US\$550.  
Venice Beach, California, May 2005

## INTERNATIONAL

An OECD report shows the average agriculture producer's support stood at 30% of gross farm receipts in 2004. This is a lot less than in the mid 1980's but not much different from the mid 1990's. The total value of support is estimated at US\$280 billion of which the EU accounted for 48%. 'Economist', July 7

## LOS ANGELES

- "We're walking, don't tell anyone, nobody walks in LA."
- Petrol price 74c NZ per litre.
- Sheep meat prices:  
Lamb loin chops, \$NZ47 per kilogram.  
Leg chops, \$NZ25 per kilogram.
- Visible phones were being used by nine drivers per thirty cars on arterial roads in Los Angeles.
- Ethnic tattoos are out; squiggles, stars and colouring is in.
- Bungalow gardens of Venice, LA frequently have up to 50% of their plants of NZ origin: punga, cabbage trees, flaxes, manukas, pittosporums, ake ake and pohutakawa. NZ plants are everywhere.

## ONLY IN THE USA

In the Los Angeles Times on Thursday 2 June 2005 there was reference to the 'exploding' business of pets. There are now dog resorts and dog spas everywhere. New are dog friendly coffee shops. Needless to say called 'Pawbucks'. And into this great range of pet opportunities has been added drinking water for dogs.

Purified water now called **hose water**, **gutter water**, **puddle water** and **toilet water** flavoured respectively with lamb, beef, liver and chicken.

Another use for fresh lamb? Doggone, what next!

## ENGLAND

100,000 New Zealanders work in London and many had reason to think about other places this last week or two.

"There are many reasons to live and work in London, whether it is to create a base for future OE experiences, pay off student debt or pursue careers in a larger market. There are also many reasons to live in peace in a beautiful country called New Zealand."

Neva Poletti, Dominion Post

Many Kiwis will return. House prices will rise as Kiwis



Young, old, driving, shopping, eating; every activity in US is undertaken while talking on a phone.  
L.A, May 2005



## VISITORS



Sharon McIntyre (M&WNZ) ran an all day course for Women In Agriculture. Twelve farmwomen participated in the course on sheep genetics and the use of SIL. OSRS provided the venue and the stock for discussion by this very astute group of women.



Wairarapa College students and parents. 'Paratu', April 2005



Charlie Smaill from Southland quizzing 'Tarata' stock manager, Colin Burlace. March, 2005



Sam Newsome, Rabobank Manager from NSW. Sam just 'drove in'. Many visitors arrive without notice. Staff are always prepared to show visitors around if they're obviously 'genuine' 'OSRS', April 2005

## OUT OF SEASON LAMBING

One Stop Ram Shop has had a lot of experience over the years with 'out of season' lambing. In 1995 OSRS had eight months lambing. Actually, everyone got very sick of it. The economics of 'out of season' lambing is getting the attention of Alliance and one or two farmers around the country. All OSRS's original work involved giving the sheep chemicals, which was an undesirable feature. Now with the Dorper breed available there is much greater potential for doing the job well without chemicals. Our situation was reported by Country-Wide, June 2005. OSRS lambed 80 ewes successfully in April with 92% survival and 120% tailed.

Last year 300 Texel Dorper X ewes mated in March/April achieved 162% lambing with 92% survival. Survival of the Dorper X far exceeded all other sheep on the farm. Dorpers survive. Dorpers cycle 'out of season' and do not have trouble lambing. Feeding lambs in winter definitely knocks the ewes. Supplementary feed can overcome this problem.

If the companies want these lambs 'out of season' and they want them all year round, (i.e. three matings in two years), all they need to do is to pay well for them. Under the present schedule, it does stack up.

Peter Reveley, mid Canterbury, used Dorper Texel rams over homebred hoggets. They grew at 350gms/day and over MA ewes achieved 500 gms/day. The lambs weaned at 17.12 kg C.W. at 110 days with a 49% yield.

Dorpers have a role as a terminal sire with their good growth rates and survival. Their potential is **greatest** on the maternal side. One Stop Ram Shop has 400 high grade Dorper X ewes.



Dorper X ewes and lambs at 'Burnside'. April 2005.



Chilean visitors (Agent and Vet) with Gerry Williams (sheep genetics exporter) viewed stock and have since placed orders. 'Paratu', May 2005



## NOW FOR SOME GOOD NEWS

The 'Meat and Wool' magazine has been canned. At last.

*TMG/OSRS newsletters helped?*

## MORE GOOD NEWS

The annual Conference of the High Performing Farming Systems was a great success in Waipukurau on July 6th. Questions were being asked, but answers not always given. A stimulating day enjoyed by all. Sponsor Meat and Wool NZ can take credit.

*Perhaps farmers are starting to get a **little** bit of value from levy money!*

*\$40.1 million to be collected as levies (taxes) in 2005-2006 will not provide \$40.1 million in benefit to stakeholders. (Just as the \$35.8 million collected in 2004-2005 didn't).*

*So many M & WNZ activities are not their business. Trade policy (Government responsibility), market development (Processor responsibility), gobble 34% of the levy money (taxes).*

**It's easy to spend other people's money.**

## MORE NEWS

Wool Equities seems to be doing its best to get stakeholders excited. They have been offered the opportunity to procure some of the range of hair products called 'Mike'. These products use the wonderful Keratec protein derived from wool.

*Just how much of this wool protein will the cosmetic industry require?*

*(Do I have enough hair to warrant attention by Mike's products? - Robin)*

## MORE GOOD NEWS

Since 1995 the One Stop Ram Shop/TMG newsletters have been writing about boomtimes for sheep and lamb. Nothing in the ensuing years has dimmed that optimism. Sheepmeat is now a \$2.3 billion export boomer.

Everything TMG said 10 years ago has come to fruition. TMG believes we are only at the **beginning of the boom**.

The profitability of the lamb and sheep businesses exceeds that of dairy farming in the words of Andy West, the AgResearch CEO. Never forget that New Zealand is the world science base for the sheep industry. NZ has 75% of the world's lamb trade and 55% of the world's sheepmeat trade. The world trades 1 million tonnes of sheep meat annually (11 million tonnes of Bonita bananas). Sheepmeat is marketed well, presented well. NZers consume only 10% of lamb produced whereas Australians consume 65%. United States now takes 14% of the NZ output. Lamb racks sell for \$50 per kilogram in US.

The spectacular side of the equation has been the increase in production. The total production of the sheep has risen 12% in the last 15 years from 31% fewer sheep.

**"Sheepmeat is in short supply forever."**

**TMG Newsletter, 1995**

Doesn't it seem strange that the ubiquitous cow gets the blame for such a volume of New Zealand's greenhouse emissions? Hardly seems to be a culprit when it's just going about its normal business of munching and digesting, munching and digesting, munching and digesting.

*There are much more serious culprits wrecking the planet.*

## GLOBAL WARMING

For a farming lifetime I've written about New Zealand climate change and predicted the weather pattern disruptions we experience now (i.e. 100 year floods every few years).

I have written of territory changes (welcome swallows) and expanded breeding by insects (monarch butterfly) as the climate has warmed. I've observed the effects of population pollution. I've done my best to share my space with all flora and fauna (except possums). I've been a committed conservationist and spread the message to hundreds of young and old. I've planted and planted and planted natives trees for ascetic and practical reasons.

I have become increasingly uncomfortable about global warming being blamed upon human activity and greenhouse gas emissions. I am horrified by the carbon-trading scam.

**Consider these points:-**

**First:** Carbon dioxide is a vital gas for plants. Without CO<sub>2</sub> plants die, with more they are more productive. It is the most important airborne fertiliser.

**Second:** Since the last ice age (13,000 years ago) the world has been warming; although plenty of cold phases have occurred. Geological evidence for this fact is not disputed.

**Third:** Carbon trades are a scam. Major polluters should clean up their business and not be able to insulate themselves by buying credits from other parts of the planet.

**Fourth:** Billions of Kyoto dollars will go to 'big' business and will not address the real issues of salination in Australia, Aids in Africa, crowding in South America etc.

Global warming is a natural phenomenon.

David Bellamy agrees. (Straight Furrow 15/09/04)

*'An increase in CO<sub>2</sub> raises plant productivity. Water vapour is the main greenhouse gas, 99% of which occurs naturally. Increases in global temperature are natural and lead to increases in CO<sub>2</sub>, not the opposite. Global warming has nothing to do with burning fossil fuels.'*

Reafforestation of US farmland by Princeton University scientists created **ozone pollution** at ground level where the gas is harmful.

Meridian Energy has already sold carbon credits earned by the Te Apiti windfarm to the Netherlands Government.

Our first trade. Our first example of a developed country exploiting New Zealand. Holland should just get on and stop polluters in Holland.

Tourism 'creates' major pollution in New Zealand as the industry accounts for 25% of New Zealand's total energy usage.

Should not the Te Apiti credits have been bought by Tourism New Zealand?

Ms Clark signed the Kyoto protocol before the scientific facts 'are in'. Facts should be collected by 'David Bellamy type' scientists not allied to big business.

**Global warming is natural. Human pollution of our fragile ecosystem is everybody's problem. Carbon credits are a capitalistic scam.**





Excellent facilities for 'Paratu'.

July 2005.

### DEVELOPMENT AT 'PARATU'

OSRS has one of the largest flocks on the SIL database. Part of getting ourselves up to date with some of the requirements of large-scale recording OSRS has undertaken an extensive refencing programme on Paratu. Contractors have chopped the farm into 50 paddocks with laneways, regular fences and electric fences. There are **9 kilometres** of new fences. Also included has been a large area for waterfowl. Wetland areas and four shelter plantations of native plants are now established.



TMG arranges stock sales nationwide. Tulloch Transport delivering Nelson born 1/4 Finn 1/4 Texel 1/2 Perendale hoggets to a Central Hawke's Bay farm. April, 2005



Massey University hoggets out with rams. 1/4 Finn 1/4 Texel 1/2 Romney. Ewes and rams are OSRS genetics. 'Tuapaka' Manawatu. May, 2005.



Ralph's supermarket. 'We sell more fresh lamb than any other store' Lamb rack NZ\$48 per kg. **Lamb is wanted everywhere.** Venice Beach, California, May 2005

### PREDICTIONS

- Lamb; boom, boom, Boom (1st predicted 1995)
- PGG Wrightson Ltd; maybe.
- Spring 2005; similar to 2004: awful.
- 'Gopher' Robert (OSRS West) will find a silver lining in his holes for poles.
- Bottled water for pet dogs.

On the 23rd of June, Peter Kettle, Garry McLennan and Robin Hilson got around the table with Colin McDonald (OSRS South), Robert Carter (OSRS West) and Clare Callow (Manager of the New Zealand Animal Breeding Trust). This meeting fine-tuned stock recording systems. Later Chris Southgate, Colin McDonald, Robert Carter and Robin Hilson drew up the TMG/OSRS 2005/2006 year plan. Stock marketing, ram sales, open days and field days are all organised. It was a very busy, intensive two days.

### HOT OFF THE PRESS

A whole raft of new publications by OSRS.

- A bright new ram catalogue.
- A colourful, freepost, ram pricelist with unaltered prices for 2005-2006.
- A 'snazzy' ram selection appointment card with spaces for venue, date and time. (A new idea)
- Newsletter 53, in colour.



The last picture of Ra in sunshine. Wonderful Ra is dead. Ra died 27 June, 2005. RIP. 'Paratu', 2005