



One Stop Ram Shop



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OSRS IN THE LAND OF THE DRAGON.

CHINA, VISITED IN JUNE 2012

New Zealand has long established ties with China. Rewi Alley, an educationalist, is still revered in China. NZ was the first country to sign a free trade agreement with China. NZ welcomed Chinese to NZ in the era of ping-pong diplomacy. None of this is forgotten by Chinese.

NZ agricultural advisors from MAF and Massey have been active for 38 years. Tim Harvey (from Massey) has built up trust and fellowship between the two countries over the last twenty years.

Tim arranged the itinerary for Minister Pita Sharples and a delegation of 24 Maori business representatives, which Donovan Wearing (Taratahi, CEO) and Robin Hilson (farming 'expert') joined.

The delegation was in Beijing to further business opportunities between the two countries and in Guiyang to establish cultural links. Cooperation agreements were signed, with plenty of ceremony, to formalise continuing friendship. Beijing is 40°N (Waipukurau is 40°S) and Guiyang is 28°N (Brisbane is 28°S).

It was a huge cultural experience, action-packed, stimulating, always changing. "This is China. Expect the unexpected".

"1.4 billion people is not a 1.4 billion market."

"When you grab the tail of the dragon, make sure you plan for its teeth." In business, have an escape route.

"NZ business should remain small and honest. Never talk big."

"Asia needs water, land, protein and fibre."

"China is not a communist country, it is now a socialist country."

(Quotes from diplomats in Beijing)

A piece of history from 38 years ago.

Mrs Joy Gray

Invitation to the banquet celebrating 25 years of Communist Government.

Great Hall, Beijing 1974



Pam Dunne, Pita Sharples, Robin Hilson, all from **Takapau**, Hawke's Bay. Pam is deputy head of the Beijing Mission, Pita is Minister of Maori, Robin, a farmer. Amazing Takapau. *Beijing Embassy Marae.*



TV 1 News. Pita Sharples, Embassy staff, Maori Business Delegation at the Great Wall. A secure boundary; no sheep could get out of China or in from Mongolia. *June 2012*



Rack of NZ lamb for NZ\$27. The taste of Kiwi's best in central Beijing.



Sumptuous, quiet, expensive. St Regis hotel, good enough for Robin and Vladimir Putin. *Beijing.*

Sheep cycle twice annually. In-breeding has reduced productivity and ewes rarely twin.

Climate and soils are impressive. Pasture trials show promise but pasture management is poor. There is little knowledge of the cultivation necessary to establish new pasture. Some invasive cooch grasses were establishing in trial areas.

Predators (two legged) are a serious problem. Poor stock hygiene is apparent and animal health issues are not addressed quickly.

Pieces of plastic are everywhere; obvious and obnoxious. Large areas are reverting (there is evidence of previous cultivation) into bracken and scrub as fewer peasants remain farming. Reverting areas could be fenced and grazed by sheep, goats and cattle if Chinese applied the NZ expertise available.

Cities are attracting rural people (illegally) and 300 million are wanting to urbanize. Farmers have low status. Farmers love their stock. Few animals were seen grazing open pasture. Feed was harvested by hand and carried to stall-feed animals.

Vegetable, cereal (rice) and tobacco cultivation was brilliant. China is a country of vegetable gardens. All available quality land is devoted to vegetable production.

Formal meals and banquets were a constant surprise. Every formal meal was an experience. Up to eight courses were served, some hot, some cold but all presented beautifully; often elaborately. Hosts directed the peer seating and led the toasting with the favoured moutai (\$300 per bottle). He set the standards for the evening with speeches and even singing. Pita's delegation replied with equal rousing enthusiasm.

Wherever the group ventured cameras and TV went too. Photographers did not intrude so nobody took notice of them. Every occasion was recorded.

Driving with an ambassador and Minister in our midst, meant police escort led the entourage and all traffic moved aside. Woe-betide any vehicle which ignored the flashing lights, kerbside police quickly nabbed them. Informal meeting, often 'question and answer' sessions, were a contrast. Mobile phones rang and were answered, smoking was permitted and sometimes TV was on also. Everybody spoke as an equal.



1 Ambassador's party, Beijing. Hugh Blair, Pita Sharples, Alana Blair (white name tag).



2 Beijing at 5.36 am. The moon is bright. Roads are deserted, few cars. 5 June 2012



6 Very neat. Everyone was formally dressed, even the chairs.



7 Signing the Joint Statement on Agricultural Cooperation between the NZ Ministry of Maori Development and Guizhou Province.



11 Police escort for the Ambassador, NZ Minister of Maori and the rest.



12 Red carpet for NZ delegates. Haunting pipe music ushered a special cultural experience by students of highland minorities. 44,000 students in new university buildings.



16 Robin, Marion Edwards and Abraham Hepi sign the agreement for cooperation between the Maori delegation and Guizhou University.



17 Intensive farming close to Xingren. Beans and potatoes are often grown under corn. Spring



21 A new city built in only six years.



22 Chinese yellow-back butterflies? Hundreds of diggers parked. Shenzhen



3 Beijing is full of startling, imaginative buildings. Sixty storeys and missing some parts.



4 English signage with a spelling mistake.



8 Forty were seated. The depth of feeling; the genuine friendship of all these emissaries was palpable. **Does the caterer abseil down to set the table?**



9 Superb presentation of meticulously prepared food. Exotic tastes. Guizhou government banquet for the delegation. Guiyang, 7 June



5 Leaders. Liu is head of Guizhou government, a trouble shooter from Beijing. Pita was firm, quietly authoritative with a wicked sense of humour. Even ambassadors took photos (LHS).



10 Formal banquet: Liu was host. Proud, confident, he kept the best for last. Nobody knew he could sing but sing he really could. Guiyang, 7 June



13 The eyes, the movements, the notes, incredible. Highland, ethnic minority girls represent an awakening interest in culture. Silver ornaments become heirlooms.

Guizhou University



14 University convention centre. 20 metre trees were transplanted into the lawns, propped up and fussed-over with great success.



15 New inhabitants of fine buildings. Spiders. University visit



18 Terraced hillsides steeper than 35° are unstable. They collapse and are rebuilt. Unsustainable.



19 Coal mine head. Coal is everywhere, its presence hangs in the air. It is a major source of energy. Da Fang County



20 China is a 'construction zone'. Shenzhen



23 Tim Harvey and Donovan Wearing dwarfed. China has 12 of the world's 20 largest suspension bridges.



24 Ancient gorges, deep incisions spanned by long bridges. Modern rubbish; polystyrene (bottom LHS).



25 Huge road hoardings are unnecessary. Important road signs are written in English and Chinese. Xingren County

Massey consultation in Guizhou province involves long-term farm projects.

Plenty of capital is available for buildings. Greater value from expenditure could come from fencing subdivision, water reticulation and pasture renewal.

Top heavy management delays the application of new technology.

A great number of the people whom we met had visited OSRS. It was surprising to recognize the politicians, bureaucrats and technicians but their beams gave them away.

China is a construction zone; water and air are badly polluted.

Cities may be built in 5 to 6 years. Roads and motorways are built often before the buildings. Huge trees are transplanted to break the concrete harshness. Some poplars in Beijing were suffering (pollution?) although most trees were coping well.

Car numbers increase daily. They are an important status symbol. Air conditioning units hang from most buildings. Windows may be opened (not in USA).

There was no sun by day, but the moon was visible each night.

Few insects were found in the areas visited. Birds were notable by their absence.

Coal is mined everywhere. In the Guizhou province its smell is heavy in the air. Sulphurous coal destroys wire in a few short years; what can it be doing to people's lungs? Coal will remain important for years. Politicians talked about lessening pollution and the need for sustainable economic development. Will they act?

Plastic is also everywhere. It is used widely for agriculture and never (?) collected and destroyed.

Soon the Central Politoburo will pass an edict requiring all plastic to be picked up. China will be tidied very quickly.

Many mechanics were seen welding; not one was using a face mask or protective goggles.

Chinese use water well. Huge ravines are dammed, rivers diverted, paddies flooded. It's a finite resource which is failing to supply the needs of China. China is capable of nursing the resource back to health. Green is the colour of most water seen on this visit.

Road signs frequently have English wording. Hoardings 20 metres by 6 metres are ugly and unnecessarily large (like those of USA).

Fuel stations are few; highlighting that NZ has too many. Diesel sells for NZ\$1.50 per litre and petrol (93) NZ\$1.55.

Trucks are up to 30 metres long.

Driver "number 1" drove 3000 kms to farms, universities etc. for our visits. He was an excellent driver who honked at every person and animal, **all of whom took no notice**. Chinese are streetwise and don't get smashed by vehicles navigating deep pot-holes, muddy slopes and on the wrong side of the road.

We drove 100+ kms on two-lane motorways **through** mountains.

Cities and motorways gobble farmland. Hills and mountains are flattened. Architecture is adventurous, interesting. The construction attracts rural people and provides jobs. Factories need energy, raw product, staff and people to buy their products. China is setting the pace for the world.

"The destiny of our nation rests on education." Chairman Deng.

Families sacrifice their savings to pay for their child to become educated. Students work hard. Once qualified many head off overseas for post-graduate education and jobs. A new breed of savvy, English-speaking, internationalist, 30 year-olds is developing. Totally committed to their careers they are readily employable worldwide. The financial recession has changed all this.

Central Government is seeking the 'best' of these expats and is wooing them back to positions of power, status and financial reward in universities with whole departments to direct. Opportunities of this type China has never offered before and these world-class academics and scientists are flocking home.

Chinese love the electronic age. There are 355 million mobile phone users. Phones rang 60 metres in a cave system. Dripping water is a better sound. 600 million use computers and they thrive on computer games. Chinese send videos to friends regularly. Unloved is emailing, which is "too slow".

Children are adored and mostly 'free-range'. Only one per family is permitted in towns but rural families may have up to three if two girls only have been born first.

No obesity was seen but people are taking readily to American type 'take-away' food. Obesity will soon come.

Dogs are loved; cats are neglected and scruffy.



China builds but maintenance is poor. Cladding falls off walls and is not replaced. Photo from Trade Point Hotel in central Guiyang.



Restaurant staff were frightened and nervous when opening the cage to permit the unusual picture of reptilian bliss.



1 There is no privacy in Chinese loos. A real 'long drop' is awkward for a Kiwi.



2 Donovan Wearing next to trial plots at Bi Jie. Reversion of the higher country is widespread. Ideal grazing for sheep?



3 Corriedales after 30+ years of in-breeding; only 20% of ewes twin. Sheep performance is low. New sheep genetics are urgently needed.



4 A very nasty cooch grass is creeping into trial plots. Bi Jie



5 Kidding/lambing pens. Poor hygiene, poor animal husbandry, little grating. Bi Jie



6 Guard dogs? They are terrified. Predators all have two legs. Bi Jie, 7 June



7 Predator deterrent. Glass shards embedded in the cement cap of two metre walls about the Bi Jie lambing and kidding sheds.



8 Commune land was mostly scrub on sour soil. Fencing and grazing removed scrub (mid photo) and 'reasonable' pasture developed.



9 'Question and answer' session. "Meeting of the NZ experts visit to Bi Jie Farm" (translation of red sign). Phones rang, smokers smoked.



10 Dairy farm. Happy cows with conscientious farmers. Bi Jie



11 Cutting pasture, then carrying it by basket to stall-fed dairy cows.



12 Sheep meat barbecue at Bi Jie dairy farm where NZ consultants have been active for 38 years.



13 "I have been to your farm. It is very good, very big." Prof. He translated. Moutai gets better and better with each toast.



14 'Question and answer' session in a commemorative pagoda built after China Chairman's visit in 1986. 900 m asl.



15 Translation: NZ and China cooperation and friendship forever. "It flows and combines water resource, the land, the cooperation... forever". Prof He Shengjiang, Bijie Farm.



1 Passengers at Beijing airport happily connected. Chinese adore electronic gadgets.



2 China has the world's largest number of smokers. Tobacco competes for prime-land.



3 350 million cellphone users and too many smokers. Phones ring continually in the streets.



4 Trucking 24 new cars.



5 Men (and boys) and motobikes meet only on corners.
Da Fang city



6 Student art. A poster with a direct message.



7 Americanisation. Fast-food has arrived, so will obesity.



8 Improving vegetable presentation at the Guizhou main market.



9 Colourful, tempting. No flies.



10 Pork being prepared for morning customers. **Two billion** pigs are consumed annually in China.



11 Cheerful seller of poultry at one of many local markets in Guiyang.



12 Internet parlour. Electronic games, computers, videos, mobile phones are popular. **Emails are too slow.**
Guiyang



13 Cigarette burns on hotel carpets.



14 Any time is sleep time. Everybody 'nods off', anywhere.
Guiyang



15 An insect falling onto this web is a 'goner'. Chinese funnel web spiders are **very** quick.

FIVE LINERS FROM CHINA

- o China has many steep angular, intriguing mountains which are not climbed by anybody. (Kiwis would climb them 'because they are there')
- o No sun in the day, but a moon by night.
- o Large areas of untended land with evidence of previous agricultural activity. This land appears ideal for stock grazing.
- o Steep terraced agricultural land, over 35°, which is unstable, yet still farmed.
- o Rubbish dropped, becomes someone else's problem.
- o Cities are quiet from 11pm to 6 am. Cities in the West rumble to a cacophony of noises during this period of time.
- o The Great Wall of China is a quality sheep fence.

Would the sheep be kept inside China or Inner Mongolia?

- o Ambassador Carl Worker and his staff in the NZ Beijing embassy are an impressive bunch. Consummate networkers, they are pleasant and efficient.

NZ has three embassies in China.

- o Prof Hugh Blair and Robin try to meet regularly but rarely succeed. It was a surprise to meet as guests at the Ambassador's Party in the Embassy. A catchup in a very different setting.
- o China is a huge vegetable garden, the boundaries of which are threatened by the 'construction zone'. 15% of China is arable (NZ 3%). Prime-land is being lost to food production. The 2 billion pigs consumed each year are all feed from prime-land product.
- o Food security is a major issue for China's government. Leasing offshore land to secure produce is preferred to buying land.

China could graze large tracks of reverting country if they followed NZ advice.

- o City hoardings, if advertising fashion goods all had white, Caucasian models. If the

promotion was about business, the model was male and Chinese.

Fashion is status; business is for wealth.

- o China is an easy place to visit. The St Regis Hotel cost NZ\$ 350 a night. NZ\$ 100 is a more normal room charge. Service and food is excellent. Robin had to vacate his St Regis (Beijing) room because Vladimir Putin (President of Russia) needed it?
- o In spite of the smog the OSRS camera needed cleaning only once in two weeks. Cleaning is a daily chore in Brazil, US and Mexico.
- o "Chinese will visit other countries when they are confident of not feeling like foreigners." Embassy staffer.
- o China is huge, 36 times the size of NZ. If NZ's population density was that of China there would be 38 million Kiwis. If it was the same as UK, the population would be 68 million Kiwis.

Over 90% of Chinese live to the east of a line stretching from Macau due north.



Colourful, tasty feast. Host, Zhang Jainjun, Director Foreign Cooperation Division of Guizhou Agriculture.



Eastern end of the silk road. Commemorative gateway given by the emperor six centuries ago. Tim and Robin Qing Yan Gu Zheng, Guizhou.

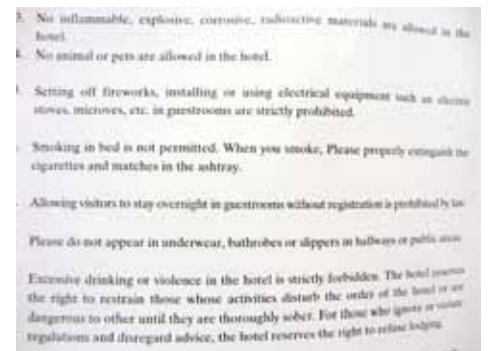


Ancient churches, of four religions, were saved from the Red Brigade mayhem by locals who hid them behind mud walls. Restoration is by the community.



Prof He Sheng Jiang, Donovan Wearing, Tim Harvey, Robin Hilson, Mr Ma (goat manager), Mr Zhang Jianjun. Established NZ pasture which proves change is possible and profitable.

Fang Mapping Farm



Hotel rules - which are ignored.



Formal meeting. Flowers, potable water, cameras galore. Establishing ties between Maori and Chinese ethnic minorities. Guizhou University

Food prices NZ dollars per kg

City(Walmart)Country

Fish	bottom quality	\$3	
	top quality	\$20 (sturgeon)	-
Lamb rack (restaurant)		\$27	
Pork		\$6-8	-
Goat		-	\$8
Sheepmeat		-	\$10
Beef		\$14	\$10
Poultry		\$1.9	\$2
Butter 250gms		\$5.2	-



Greg Bennett (Taihape) and Murray Peters (Dannevirke) have been clients for 20 years. Ram buying almost becomes secondary when we meet each year. Experienced, wise farmers. Nov 2011



Richard Wedd, 'Glentui', Waipawa, selecting Texel-Suffolk rams. OSRS rams have been used by the Wedds for two decades. Nov 2011



Dayanne and Peter embarrassed by Prof Liu Jia Wen, who led a Chinese group at OSRS. Nov, 2011



Taratahi (Masterton) and Welsh students. Dayanne is discussing the merits of different OSRS sheep. Paratu, Jan 2012



Texel-Suffolk rams off to Raglan. Clint, Becky Waghorn and their kids.



Desktop scribbles are not all written in Chinese. Guizhou University.



Robin Hilson lecturing to bright young students at Guizhou University about NZ sheep farming, performance recording, crossbreeding.



Out of season lambing using Dorpers involves thorough planning by Peter Apthorp, Pahiatua. He will succeed and enjoy the sheep performance.

OSRS'S CHINA WISH LIST

- o Own lots of cranes to hire to Chinese contractors.
- o Export OSRS genetics and improve sheep performance in China.
- o Own Beijing airport. It serves 180,000 passengers a day, or 66 million per year.
- o Lose another 3 kgs along with the 3 kgs lost this trip.
- o Speak Mandarin.
- o Take Joy back to China. Chinese were envious of her meeting of Chou En Li at the Banquet celebrating 25 years of communism, held in the Great Hall, Beijing, 1974.