

FARM GATE NEWS

Written & Published By



MAY-JUNE 2018

A BI-MONTHLY NEWSLETTER TO INFORM AND ENTERTAIN YOU

MAKING THE MOST OF...
Opportunities P6



FARM SHED
Solutions P7



Beat the BIG STEEL PRICE RISE Order by 30/6/18 TO SAVE
EARLY BIRD BONUS:
*FREE DELIVERY
when you order before June 15
*Payment & Bonus Conditions Apply.

Tight Knit P4-5
Country Community

"EARLY BIRDS"
BONUS P8



SEE YOU AT THESE
FIELD DAYS

AUGUST 14th-16th
Eyre Peninsula Field Days
SEPTEMBER 21st-22nd
Riverland Field Days

What Makes Country Life So Good?

COMMUNITY

Recent Farm Visits

Earlier this year, we visited Bec & Todd Niejalke at Pinnaroo. While we have now built 4 sheds for the Niejalke family (Todd and his father Jeff), we also have another connection with them.

Bec and our daughter Melanie lived together in an on-campus accommodation unit when they both attended Flinders University about 16 years ago. They became great friends, and while life has taken them in different directions, they remain in contact and enjoy catching up.

Sorry guys, just had to include these fun photos from Mel's 30th birthday party.

I don't think Todd and Bec dress like this on the farm!



Top photo: Melanie & Matt Harrington
Bottom: Todd & Bec Niejalke,
Ali & Danny Halupka

It's A (Country) Kids Life...

Grandson Ayden proudly made this "Joe Hart" go-kart from scrap items he found when we were doing a clean out at our factory last year. Made up of an old 3 wheeled platform to hold gas cylinders, Ayden added a plastic seat from our old Gopher scooter making days and then instructed Dad Brenton that he needed to be the engine. "Good one Ayden"



Getting On With Life



Danny's mum, Helga, travelled to India last year. After her hubby Otto died a few years ago, she said she wasn't going to travel anymore. But then a single lady friend invited her to join a Ladies Only, escorted small group tour to India. Helga felt comfortable with this idea and had a great time.

Like many widowed people, it can be hard to imagine moving on. But living life doesn't mean you've forgotten your loved one. They'd want you to keep enjoying yourself. And while a trip will never be the same, let it be different and still enjoyable.

The Goal Is Clear

Conquer Cancer In Our Lifetime

After a year off in 2017, Danny has made the commitment to ride in the 200+km RIDE TO CONQUER CANCER again in 2018, and he has already signed up.

Now remember, he's no super-fit MAMIL (middle aged man in lycra), but he's willing to get out of his comfort zone to do this.

In 2015 he did the ride while overcoming a chest infection, causing him to cough almost uncontrollably with every hill that made him need to suck air more deeply. In 2016 he came a gutsa off his bike & damaged his knee. And on several of these rides the headwinds were so bad he felt like he was going backwards for hours on end.

Both times he battled on, with support from his team mates, knowing that undergoing cancer treatment is much worse. And we personally know farmers right now who are going through that very battle.

With your help, we've raised \$14,700 with his past 3 rides.

Would you help by sponsoring him this year?

You can donate by either of the methods listed at right.

Thank You For Your Support

And to those fighting cancer right now, know that you have the love and support of your local community. Lean on them when you need to. That's one of the advantages of "Being Country."



Sponsor Danny's Ride To Cure Cancer. Here's How:

Cheque made out to 'MACA Ride to Conquer Cancer'. Post it to Danny Halupka, Grant Sheds, Box 29, Monash SA 5342 and we'll send it on.

Online Direct to Danny's individual sponsor page within the Ride to Conquer Cancer web site

<https://tinyurl.com/SponsorDanny>

*All donations will be linked to Danny and are tax deductible.

Taking Time Out

We are about to take our annual short driving holiday as a mid year rest and recuperate break.

Like you, we work in sprints. Not with harvest, seeding, spraying or stock cycles, but still we find we work hard and now know that it's wise to take some time out to refresh.

We hope you put that in your annual calendar of events too ... your holiday that is, not ours !!

Once it's on your calendar you are way more committed to actually doing it. See you next edition (with some holiday snaps). Until then,

Ali & Danny Halupka

On last year's break. This photo taken at Nelson Bay, Port Stephens on NSW coast. Most enjoyable.



You Little Ripper... Grant Sheds LOCAL AUSSIE LEGENDS

Country Communities Unite

The Pinery Fire during grain harvest 2015 was a devastating time for local farmers and communities.

Now, out of the ashes, comes this book "Reflections on the Pinery Fire" compiled with assistance from the Pinery Fire Community Action Group.

Stories from local contributors describe the horror, devastation and trauma of the fire and also the support, recovery and resilience displayed in its aftermath.



Will Patterson, wrote about his grandparents experience in the 2015 Pinery Fire.

Sue & Newton Lines of Wasleys were in the direct path of the fire. We featured them in our Nov-Dec 2016 edition with their story and they recently sent us a copy.

Their grandson, Will Patterson, wrote a story about his grandparents experience for a school presentation and it was included in the book.

His story, and the many others included in it about

local residents, is compassionate and heart-warming. It helps tell the story about the fire and will, I'm sure, act as both an avenue for sharing the fear and the bravery of a horrific and devastating catastrophe.

Well done to the local community for bringing this initiative to fruition.

Always Great To See You

We love it when people drop in to see us at the Field Days we attend throughout the year. Here's a few below who visited at the Riverland Field Days last year. We don't mind if you're looking for a new shed or just drop in to say G'day. We love catching up with you so please call in. The future field days we'll be at are listed at top of page 2.



Tony Richards of Renmark invested in a 12m x 36m x 5.1m Machinery Shed.



Mark Batten from Sherlock is the proud owner of a 12m x 22.86m x 5.1m Machinery Shed from a few years ago and dropped in to say G'day at the 2017 Riverland Field Days.



David Pocock from Loxton has purchased from Grant Sheds 3 times over 4 years.
2013 9m x 12m x 3.6m
2014 12m x 27m x 5.1m
2017 Doors for the last one.

Order your new shed Before June 15* And get *FREE DELIVERY

Up to \$500 on General Farm Sheds
Up to \$1000 on Mega Farm Sheds

*Conditions Apply



Tight-Knit & Growing Pinnaroo WORK-LIFE BALANCE



Bec and Todd Niejalke and their young family Adele, William and baby Emily with their one-day restoration project ... The old Niejalke family farm truck.

In the growing community of Pinnaroo, couple Bec and Todd Niejalke are continuing a family tradition in a region they clearly love.

The two met here, married here and are now raising three children on a 5000-acre farm.

While Todd is a born and bred local, Bec's parents came to Pinnaroo about 15 or so years ago at a time when blocks of land were being given away. She followed a year later, but it was a chance encounter when she was home from uni in Adelaide when the two first met at the local pub.

Todd's family history in the area dates back to the late '40s when his grandfather came across the border from Victoria and settled near Pinnaroo.

Bec and Todd, Es and Jeff are currently in the process of succession, Todd moving into the management of the property as his parents move into retirement. His father still holds a full time role on the farm, and the transition has been gradual

The farm grows wheat, barley, lentils and canola, the latter acting as a break crop that has replaced sheep in the rotation.

Where once the property ran breeding ewes and wethers, now a small flock of 30 or 40 roam to clean paddocks, and Todd doubts he'll go back to large-scale livestock any time soon.

"Cropping's still quite profitable. We probably got more out of sheep when the prices weren't fantastic."

Fluctuating prices and rainfall are among the major challenges of Todd's job. And like many, Todd uses an agronomist to assist.

"There's a difference between growing a huge crop that looks good and one that's actually going to make you money. Sometimes it's not the best-looking crop that will be more profitable."

A further challenge is maintaining the work/life balance, and again it's an experience many farmer's share.

"Most people from the outside look at it and think you can just take holidays whenever you want. That's not really the case anymore. You're probably more tied to your farm now than you were 30 or 40 years ago. It's not just seeding and harvest it's spraying and everything else that has to be done at the right time to be profitable."

He also notes farming doesn't offer the physical fitness it once did, making sport and exercise an important activity.

"The biggest issue is we're not doing enough physical work. Driving a machine, you just sit there for 12 hours a day and you're not really exercising enough. It's probably just longer mental hours."

Looking to their future, Bec and Todd's focus is firmly on their family and the farm. With



Farming is a family affair with young William keen to "help" his father Todd and grandfather Jeff.

FARM SAFETY WITH CHILDREN

When asked about their concerns of having young children on a farm, Todd says, "Educate your kids is probably the biggest one."

"There's a heap of chemicals around that you need to be careful with, especially dangerous poison types."

And Bec says, "Making sure we talk about it, I think. Making sure the kids know what safe boundaries are... Have rules in place."



Pinnaroo Community Provides **FOR YOUNG FARMERS**



three young children aged four and under, Todd takes time out of his schedule to make family a priority. Meanwhile, Bec is currently on maternity leave from her position as a registered nurse at the Lameroo hospital.

It's all part of the community ethos that Bec loves. Unlike many rural areas, Pinnaroo is growing, now boasting around 860 people who call the area home.

"We think it's a wonderful place to live. And to bring up kids too. It's a tight-knit community – busy, with lots of young families"

We're excited to raise our family here, a rural community brings many different opportunities for the children, yes they miss out on some that urban areas can provide, but from a young age young children are recognized as an individual, are given a bit more space and freedom and grow up with a sense of community.

"Hopefully we'll stay profitable in what we're doing. We'll keep farming away and see if any of the kids want to take it on in the future."

"There's no pressure there," they add. *"I think we'd rather someone who's passionate about it, not made to do it."*

At four, their eldest child William *"loves playing farms with his toys, anything green and yellow that goes, and being with Todd and his papa Jeff, at seeding and harvest the kitchen floor is often divided into paddocks, and the seasonal task is in full swing"* Bec says. *"He loves spending time on the farm but we know in 15 years' time his passions and interests may be very different, so we have no expectation or pressure there."*

Meanwhile,

Todd has just had a 4th shed erected by Grant's for the Niejalke family, in a relationship that has spanned more than three decades.

The first was a sliding roof fertilizer shed around 35 years ago, the second was a workshop in 1999, and the third replaced a home-made shed blown down in a storm. The most recent addition is a 30m x 15m x 5m high machinery shed.



The newest "Grant" shed in the Niejalke family collection is this 15m x 30m x 5.1m Machinery Shed to protect their valuable farm vehicles and machinery.

And Todd notes the process continues to be easy. "It's just a few phone calls and you don't have to organise anything really yourself. Ideal."

The Niejalke's have invested in 4 Grant sheds over the years!

- 1 **1980s** Sliding Roof Bulk Fertiliser Shed
- 2 **1999** Workshop
- 3 **2000s** Replaced home made shed
- 4 **2017** 15m x 30m x 5.1m Machinery Shed



Once again, Danny gets slammed about his height by these tall Pinnaroo farmers. Must be something in the fertiliser down there!

REALLY EASY

When asked if everything had gone well with this last Grant shed built, Todd enthusiastically replied...

"Really good. The process is real easy. Just a couple of phone calls [to discuss shed needs, help to plan the shed, order it and get it underway].

You don't have to organise anything yourself really. It's ideal.

Quality shed, great customer service. Builders were fantastic, polite & easy to deal with."

"Thanks for a good shed."

Todd & Bec Niejalke, Pinnaroo SA

Making The Most Of OPPORTUNITIES

Ali's Story

We've talked with a few farmers recently about the interest their young children show in farming and how these days it is quite acceptable for girls to consider a future in farming. Alison Halupka, owner of Grant Sheds with husband Danny, has always been in a male dominant industry of manufacturing. Here's her story.

"At age 16 (1979), in Year 11 at Glossop High School, I had no idea what I wanted to do when I left school. I couldn't see the point in doing year 12 and moving to Adelaide for tertiary education if I didn't know what I wanted to do. I wasn't that keen on school even though I hadn't found it all that tough. It was just ... boring!"

The fact that I had a boyfriend here (yep ... Danny) also affected my thinking. He was 17 and I was 15 when we started "dating."

Knowing there was an office position available at my parent's business, Grant Sheds (then Grant Engineering), I asked them if I could give it a go during the summer holidays. And I haven't looked back.

So, as a young 16 year old girl, I was thrown into learning about sheds, quoting and communicating with farming customers and others.

And at that time, whoever sold the shed, also did

- Hand drawn structural and elevation drawings for council approvals,
- Structural drawings for manufacturing purposes and
- Materials lists to include all framework, wall & roof purlins, accessories, bolts, etc.
- Ordering materials from suppliers
- Organising delivery and builders



Childhood Sweethearts ... Yes.. I married that boyfriend I had at 16 ... I made a good decision in staying countryside! We've been married 35 years.



Ali won a Riverland Business Women's Award and then went on to be a runner-up in the Telstra Business Women's Awards in 2004. Not bad for a country girl who chose not to go to university.

"It became my goal to be able to have enough knowledge about sheds and the ability to communicate well enough that my being female wasn't an issue for our mostly male customers."

"I remember a friend, whose employer at the time, needed a shed and dealt with me. I felt a fair degree of pressure as he grilled me with lots of questions about the shed. He ordered it and my friend later told me that he said he'd done his best to find something I was unable to answer ... and hadn't been able to!

Now that's not to say I knew everything immediately. Of course I didn't. But I always knew that there was no point in trying to BS my way through.

If I didn't have the answer, I'd always seek an answer by asking others and learning. That way my customer got the right answer, and we'd both be happier in the long run.

To this day, I hate it when I ask someone in a business a question and they answer me with something like 'Oh, it should work' or 'I think so.' That gives me no confidence at all. If you aren't sure, please go and find out for me. I'll have a lot more respect for you then than with some wishy-washy answer."

"Sorry ... I'm getting on my bandwagon now...!"

"Danny joined the business as a sales person when he was 24, taking my position at that time after our 2nd child was born.

I loved motherhood, and I also missed business life, so I returned a few years later and as time moved on, I covered areas of Sales, Administration, Finance and Marketing with these last two being my main focus in our business at present.

My overall philosophy, is that if you're not the type to be destined for university then simply look for and take opportunities that arise. If you don't like your choice, then look for another and take that when you find it. "



"Each opportunity you take will lead you somewhere and it's more about what you do with each opportunity you take that matters."

"After managing the business together for around 20 years Danny and I bought the business from my parents in 2007."

I'll fill you in on more family and company stories in future editions ... there's a lot to share!

At the opening of Grant's new factory in 1964. L-R: Grant Telfer, daughter Jenny (6), wife Margaret, daughter Alison (1 1/2), Grant's parents Doris & Reg Telfer.





Ideas

To Help You With Your

FARM SHED SOLUTIONS



HAY SHED WITH WALL PROTECTION

Phillip Booth collected the family's new 15m x 36m x 5.1m Hay Shed. It has 4 x 9m beams across the open front and vertical bale bumpers to protect the rear wall iron when moving hay bales.

Phillip, Dawn, Jarrod & Kylie farm together at Hallett in the mid North of SA.

"EARLY BIRDS" BONUS See P8



30th April 2018

Dear Valued Customer

Please be advised that Lysaght will be implementing a price increase effective for deliveries on or after the 30th July 2018.

This increase follows material cost increases incurred by Lysaght for coil and other products.

The Lysaght price increase will be as follows

Note - We have to get the steel for your shed ordered and delivered before this date. That's why we have a shed order deadline of 30/6/18.

Beat the BIG STEEL PRICE RISE Order by 30/6/18 TO SAVE

EARLY BIRD BONUS: *FREE DELIVERY when you order before June 15 *Payment & Bonus Conditions Apply.

PLUS ... Don't Forget

With End of Financial Year Tax Planning You May Wish to Consider The **FAST Tax Depreciation Options** currently available.

- 1. Immediate write-off** for items of a capital nature (including sheds) valued at <\$20,000
- 2. 3 Year Accelerated depreciation** on sheds used for fodder storage. Includes sheds for Hay, Grain, Silage. Previously up to 50 years. \$\$ value not limited.

*Please seek your own independent accounting advice for clarification and for your own circumstances



MEGA HAY SHED

Darren Longmire of Spalding in the mid north of SA, wisely invested in this enormous **27m x 32.4m x 9m Mega Hay Shed**. It has been built in 8.1m bays (ideal for 3 large bales per bay) and has 2 x 16.2m wide beams openings at the front so there are few things to run into when manoeuvring tractors.

The roof trusses and beams are open web joists and the columns are made from universal beam providing ultimate strength for the vast size of the shed and also against tractor damage when moving large hay bales.

He has installed a bitumen floor and fire fighting equipment.

Large bale capacity: approx. 1850 bales



VERSATILE & VERY COST EFFECTIVE

This **15m x 30m x 5.1m Machinery Shed** for Todd Niejalke at Pinnaroo has an interesting way to fully utilise all space. It's easy to see that it's open one end, giving approx. 15m width clearance. This is the northern end and faces away from prevailing weather.

What is not so easy to see is the 6m beam and sliding doors on the back (eastern) corner. The doors and wide beam allow easy access to the back of the shed while keeping this section protected from the prevailing weather. You can use that space without having to move other vehicle out of the way, saving you time and frustration.

It's a very versatile and cost effective way to protect your equipment and have easy access.

Beat the PRICE RISE & SAVE BIG \$\$\$



Beat the BIG STEEL PRICE RISE Order by 30/6/18 TO SAVE

EARLY BIRD BONUS:
*FREE DELIVERY
When you order before June 15
*Payment & Bonus Conditions Apply.

HURRY!

★ **General Farm Sheds**
Up to 18m span, made with C-section framing



"EARLY BIRDS" BONUS

Order your new shed Before **June 15*** And get ***FREE DELIVERY AND Beat The Price Rise**

- ★ Up to \$500 on General Farm Sheds
 - ★ Up to \$1000 on Mega Farm Sheds
- *Conditions Apply

★ **Mega Shed**
>18m span, made with OWJ trusses & UB columns



MONTHLY HUMOUR



Australian Taxation VS Doctor

At the end of the tax year, ATO (Australia Taxation Office) sent an inspector to audit the books at a country hospital.

The inspector turned to the doctor and said: "I notice you buy a lot of bandages. What do you do with the end of the roll where there's too little left to be any use?"

The doctor replied: "Good question. We save them up and send them back to the bandage company and every once in a while they send us a free roll."

"Oh!" said the auditor, somewhat disappointed. But in his obnoxious way asked: "What about these plaster purchases? What do you do with left over?"

Realising the auditor trying to trap him, he replied: "We save it and send it back to manufacturer and every so often they will send us a free bag of plaster."

The auditor thought hard about how he could fluster the doctor. He asked: "Well, what do you do with all the remains from the circumcision surgeries?"

The doctor answered: "We do not waste. What we do is we save all the little foreskins and send them to ATO office and about once a year they send us a Complete Dickhead!"

Short Clean Jokes

How many opticians does it take to change a lightbulb?
Is it one or two? One... or two?

What do we want?
Low flying airplane noises!
When do we want them?
NNNEEEEEEOOOOOOOWWWWWW.

What do you call a Frenchman wearing sandals?
Phillipe Pillope.

What do you call a dog that does magic tricks?
A labracadabrador.

So what if I don't know what Armageddon means?
It's not the end of the world.

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