



To our valued clientele

A quick update from the team at Fergus Rural.

The initial point to address is our team is continuing to thrive ...and grow. We would like to introduce and welcome Pat Molloy to the team. Pat will join Tim Petro in the Environmental Solutions division. Tim has done a fantastic job implementing and growing this division within the Fergus Rural agribusiness stable. Together with Pat, I'm sure they will be a formidable team servicing those with Environmental, farm and production forestry, carbon and ETS advice, consultancy and monitoring.

On the livestock side, as I'm sure you would agree, not only are we receiving record prices, but it's also been a fantastic growing season. Apart from a particular wet New Years, if we could get another season the same, we would take it. Sheep, beef and dairy are all showing great returns. It's not often all parties from the breeder to the finisher are equally well rewarded.

So, the livestock division continues to service our clients the best we can through the buying and selling of farm sourced livestock. We continue to grow on farm selling by fostering mutually beneficial relationships between clients to help them maximise returns whilst reducing unnecessary costs. This is not by accident, but by design. We would buy and sell 90% of our livestock locally. With 6 agents now covering the Wairoa/Gisborne region we can maximise our own network to buy and sell locally sourced livestock. This reduces significant costs relating to transport, supports animal well-being and increases buyer awareness of where and how the animal has been bred and raised.

We have added on-farm auctions to our offering also. We have facilitated several successful auctions this season. This has many benefits in addition to those mentioned in the paragraph above. Contact us to discuss this marketing option.

Another slight change in the livestock team is the introduction of a Genetics/stud stock role. This will be headed by Deano Brensell such is his passion and knowledge that he brings to this role. Deano has travelled the country (and Aussie) visiting many studs, of various breeds so his understanding of what is required through his farm management and livestock consultant role, makes Deano the perfect candidate. Well done Deano.

The company's website is currently being updated and will be ready to go live next week.

We have settled in well at our new premise at 1 Te Maanga Drive and Jen is enjoying the more central location.

That's it for now, we sincerely appreciate your business, and we wish everyone a kind winter and yielding spring.

Warm regards

*Rob Fergus*