

REYMER CONTRACTING LTD

SPRING 2005, Issue 6

Big enough to be EFFICIENT - Small enough to CARE

September

EARLY SPRING WITH RECORD HIGHS

Hi Everyone, and welcome (yet again) to another issue of the Reymers Contracting newsletter. To new customers a Big Hello, and glad to have you on board. To our existing customers - Welcome back!

Hasn't it been an amazing season? We have gone from an April/May period with one of the lowest grass covers on record, steadily, through to an early Spring with record highs! Who knew?

As many have commented; certainly one of the kindest Winters anyone can remember. Being the eternal pessimists that we are, the question in our minds is, "how long can it last?" Hopefully we won't get *all* the wet in October/November to make the season difficult, again, like last year. However, for now the drought *may* have broken, (says he, holding his breath) and if so then the spring rain should keep the momentum going nicely. Anyone gone into pigs lately?

Well, on the Reymers home-front, Liz and I are eagerly awaiting the birth of our second child, any day now. Having been pregnant for a long while, in fact *quite* a long while, we sincerely hope the little one will be with us by the time you read this.

Joshua, our first, is now over 18 months old and a real little character (well they all are, but *typically* we are biased). Much to his mums disappointment his first words were not Mum & Dad. No, the wee fella has contracting in his blood, so we got "tacta," instead of tractor, "ga," for Gus our dog, well in fact *any* dog really, and "boppa" for Chopper, which incidentally he has spent many happy (quiet) hours, through Winter, in the shed. Last, but not least was the slightly unintelligible "mmmmm," for cows, which fascinates us, and obviously they (the cows) just fascinate him, especially when they are up-close in the house paddock!

So we are resigned, it seems there is no hope for him, destined for a life of poverty as a contractor..... A.



ANDREW REYMER
Owner/Manager



JOSHUA REYMER
Driver in Training

THANKS VERY MUCH!

Last year was another fantastic season for us here at Reymers Contracting, and we couldn't have done it without you, our customers. Many of you have been good enough to recommend our range of services to others and we have received some great new customers, and feedback, as a result of your recommendations. Which proves the age-old adage that "word-of-mouth" IS STILL THE BEST form of advertising! So for this, we thank you most kindly, and feel free to continue with this practice on our behalf ☺.

FOR ALL JOB BOOKINGS CALL ANDREW DIRECT ON 0274 988 496

STAFF MOVEMENTS FOR THE SPRING!

- You all know Brian Johannsen, who has been with us for two seasons now, filling a vital role as my right-hand man. He has spent the Winter either in the workshop or out on the Rotec. This spring Brian will be working the Maize planter, having acquired an intricate knowledge of its inner workings; he has spent the last few weeks on some extensive modifications to the planter, and is looking forward to the challenges that the new season will inevitably bring.
- Peter Gillies is still playing a major role behind the scenes as our resident engineer; based in the workshop, he has just completed our Winter machine maintenance program. As usual he will be on-board to maintain the fleet throughout the coming months.
- This season finds us employing an office assistant to take care of all the administration; a task I gladly hand on, allowing me to spend more time out on the farms where I can be more accessible to you, the farmers. Lisa can be reached on the office line; as usual I will be available on my cell. If she's gone to the Post Office, don't hesitate to leave us a message.
- Keith West is joining us; he will take up the drivers position and be handling the mowers, the powerharrow, swather etc. He is a capable 'Jack-Of-All-Trades' sort of person and very versatile.
- Last, but not least, we have three Scottish lads coming on board soon. These 'likely lads' (our nickname for them) will take on a variety of roles including wrapping, baling, swathing, boiling the billy, and whatever else we throw at them; we expect they'll be sporting a very nice tan by the time we're finished with them!



IT PAYS TO HAVE GOOD STAFF!

I spend a lot of money training my staff. Some locals think that I'm investing too much money in my people and they say to me: "Tom, what if you train them and they leave?" To which I usually reply: "What if I don't train them and they stay."

Tom O'Tole, Beechworth Baker.



ANOTHER TYPICAL DAY IN THE LIFE OF REYMER CONTRACTING

FUEL COSTS ARE UP!

Well, it's been reported in the news and has made a great election issue; Fuel prices are really going to make an impact this season. With Diesel now at the dollar per litre price, not only does this have a direct reflection on our costs, but all our input costs have risen also. Delivery expenses are still a factor in the mix and wrap is up by around \$20 per roll. Naturally, we have been reviewing our inputs closely and rest assured we will do our best to limit the effects as much as possible.

We heard that contractors in the UK now fuel up at the farmers yard from his tank, instead of their own. If it works for them, it could work for us, the only problem is that very few local farms have the facilities to fill up our chopper (she takes 800 litres), or the tractors which carry around 350 litres!

SILAGE.....the facts (SOURCE: taken from the DPS Newsletter)

Often farmers mention the cost of having silage made and are alarmed at the difference in price compared to farming friends.

Here are some actual figures:

Harvester only in whole crop, triangle shaped paddock and rough conditions. Total cost = 5 km/hr = 21tDM/hr = 2.8c/kgDM.

Harvester only in whole crop, easy paddock and good conditions. Total cost = 10km/hr = 32tDM/hr = 1.8c/kgDM.

Difficult access for trucks (narrow gates and tracks with no passing or rough lanes) can easily incur the cost of an extra truck to keep up with the harvester. A recent Sustainable Farming Fund investigation showed the following (results) with grass silage:

BEST CASE:

Good sized rectangle paddocks, smooth lanes, short cart, easy access to stack, good crop yield, paddock dry and smooth. Total cost to harvest and stack = 3.1c/kgDM.

WORST CASE:

Very wet, small rough paddock with awkward corner gullies, Difficult access to stack, light crop. Total cost to harvest and stack = 11.9c/kgDM.

This is a big difference and often some money and time spent before the contractors arrive can save much more later. Some thought to paddock choice can help too.

PURPOSE BUILT LOADER ADDED TO FLEET

Many of you may have caught the 'JCB 414 Farm Master' last Autumn, stacking Maize silage in and around the district.

We are proud to report that Reymers Contracting are the first operators in the Waikato to purchase one of these machines. Although they are very popular in Britain, the trend is catching on here, because there are now some in the South Island and a few in the Manawatu area.

Personally, we are very impressed with the way this machine handles itself; its overall general performance is extremely high, so we are expecting big things from this unit. It runs a 160 hp Cummins motor, which operates through a more direct drive transmission than you would normally see on, say, a standard 'Hough' type loader. The bottom line is that it doesn't need all of the 'right boot' to get it to move over a stack! Yet, it is easy to operate and has great visibility compared to that of a tractor. It is also very stable, compared once again to a tractor; the wheels are wider apart, so Duals are not (usually) required. This makes for a lot better compaction, which we all know is the number one cause of spoilt silage.

The JCB has many applications (on a farm) and we have been using it all Winter for a number of jobs including heaping stump piles, shifting drain cleanings, removing hedges, and loading sand. If you went to the Fieldays you may have seen it in action as the property department (there) used it in the lead up to the event; preparing the site and car parking areas. We are very excited about what this machine can do, so keep an eye out for it, and feel free to ask the driver questions about what it can do for YOU, on your farm!



The JCB414 is purpose built for stacking and loading. Great for heaping hedges and stumps too!



REYMER

FOR ALL YOUR AGRICULTURAL CONTRACTING REQUIREMENTS

REYMER CONTRACTING LTD
93 Dingle Road, RD2 Ohaupo

Tel: 07 823 6180 ● Fax: 07 823 6290 ● Mobile: 0274 988 496