



BRIEF BYTES

*New Zealand's only true 100%
farmer owned red meat co-operative*



As we head into Easter, I'd like to wish everyone a relaxing and enjoyable long weekend. It's very satisfying to reflect on the fact that on the other side of the world, many people will be marking Easter with a dinner of natural grass fed Pure South meat produced by New Zealand's farmer shareholders.

Livestock Minimum Price Contracts

In the last few weeks, we have released minimum price contracts for the South Island.

1. Winter and Spring Lambs
2. Winter Cow

We have had some feedback that not all of our farmers have understood the offer. These contracts are designed to give you as much certainty as possible in planning your farming activities. Whilst like all contracts they come with terms and conditions, we want to highlight they are minimum price contracts. So, if the normal weekly price schedule at the time of kill is higher than the minimum price contract, you can elect to supply your livestock on the schedule price. The minimum price contracts are designed to give you protection from downside price movements but allow farmers to participate in any upside. They are part of the co-operative's strategy to maximise the benefits for our farmers.

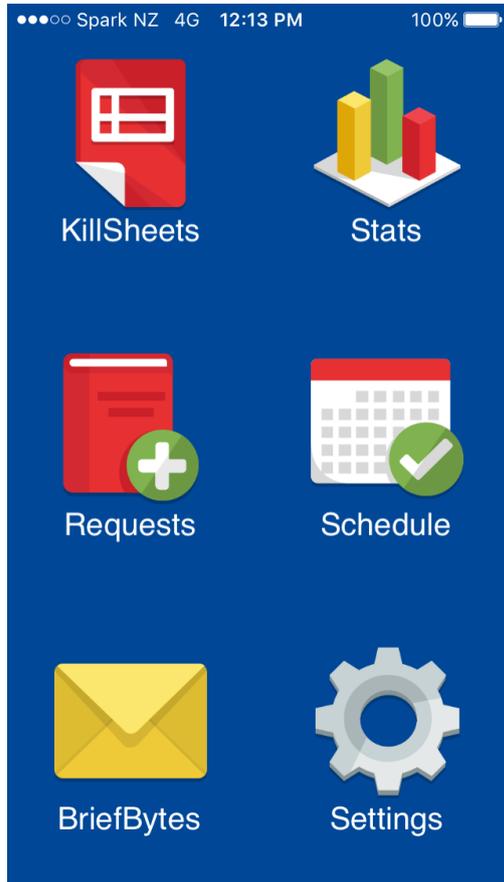


Store stock

Alliance Group's livestock team has been busy securing store stock for finishers. High demand for store stock can make it challenging for finishers looking to secure stores at a price that will ultimately support a profitable margin. Our minimum price contract for winter/spring lambs also provide forward visibility of pricing later in the year. Please contact your livestock representative if you have stores available or are looking to secure store lambs to finish. If you are interested in participating in any of our minimum price contracts, please contact your livestock representative or log on to the Farm Alliance website to register your interest.

Reducing packaging costs

A key part of our business strategy is ensuring we have a low cost structure. Packaging, including films and vacuum bags, are a major cost for our business and we have traditionally dealt with a range of suppliers for different categories of packaging. However, as part of our strategy to create value, we have recently undergone a full market tender across Australasia for this category. This has resulted in a consolidation of our suppliers. As part of this consolidation, we will be seeking to significantly improve our spend in this area through continuous improvement and innovation and pass the gains back to farmers.



Updating your Farm Alliance app

It's always good to hear feedback from farmer shareholders about our various support services. Our Farm Alliance app, which provides a range of resources for farmers, is updated regularly with the latest information such as the schedule. I was on a farm earlier this week and asked a question by one of our farmers on how to make sure they have the latest data from the Farm Alliance App.

To ensure you are receiving the latest information, it's a good idea to set your phone or device to update the app automatically. If your Farm Alliance app isn't updating regularly, it will just take a few minutes to change the setting.

For step-by-step instructions to update the app on Apple and Android devices, log in to the Farm Alliance website [here](#), click on 'Publications' and then click on 'Farmer and Shareholder Information'.

If you are an Alliance shareholder, and don't already have the app, you can download it from the Apple App Store (for iPhone or iPad devices) or Google Play store (for Android devices), and search for 'FarmAlliance'.

If you need any further help, call our IT Service Desk on 03 214 2711.

Alliance Group bursary

Emma Hopcroft from Wendonside in Southland is the recipient of the Alliance Group Undergraduate bursary for 2017. Emma, 19, is in her first year at Otago University and is studying for a double degree in PE and commerce. Emma receives \$2,000 per year for the three years of her undergraduate study. The bursary aims to encourage young people from the South Island to undertake university education and stay in or return to the South Island to share the benefits of their education within the community and its industries.

Emma has already demonstrated a commitment to her rural community, working for a local crutching gang and on her family sheep farm. Her parents, Bevan and Wendy Hopcroft, are Alliance Group suppliers and were the winners of the 2015 New Zealand Ewe Hogget competition. Emma has also been a long-time member of Young Farmers and was a branch treasurer for two years. She is also a gifted athlete, including having represented New Zealand at the Oceania Track and Field Championships. *Pictured: Emma Hopcroft.*





Deer Industry New Zealand Wanaka catch-up

Deer Industry New Zealand (DINZ) is hosting an informal event for local deer farmers and deer industry members in Wanaka on 20th April. This will be an opportunity to discuss DINZ's work and upcoming challenges and opportunities for the deer industry. A light supper will be provided. The event at the Edgewater Hotel runs from 4pm-6.30pm. For details on the Wanaka event, please call DINZ on 04 473 4500. Looking further ahead, Alliance Group will be represented at the Deer Industry Conference in Wellington on Friday, May 26th.

Sheep measles vigilance during duck shooting season

With duck shooting starting shortly, now is the time to check that anyone bringing dogs onto farms has had them dosed for sheep measles. Dogs must have been treated for sheep measles within the past 30 days or no more recently than 48 hours prior to coming onto sheep pasture.

Having your own dogs on a monthly programme provides best on-farm protection - but please ensure that any 'foreign' dogs have been treated.

Prime heifer schedule lifted

With more primals being sold, the differential between primes steer and heifer is now similar. Accordingly, the prime heifer schedule has been lifted by five cents to bring it in line with the prime steer schedule, reflecting improved further processing gains from primals.

Bookings open for 2017 Women's Workshops



We're working hard on strengthening our relationship with our farmers, which is a vital part of our strategy. This year's workshops include presentations from key speakers: Heather Stacy, Livestock and Shareholder Services GM (*pictured above*) and Peter Russell, General Manager Marketing. There will also be a chance to have your knife professionally sharpened and tips on how to keep your knife in top condition.

Region	Date and time	Venue
Invercargill	Monday, 8 May 10:00 – 3:00pm	Ascot Park Hotel, Corner of Tay Street & Racecourse Road, Invercargill
Gore	Tuesday, 9 May 10:00 – 3:00pm	Heartland Hotel, 100 Waimea Street, Croydon, Gore
Gore	Tuesday, 9 May 6.30 – 9:30pm	Heartland Hotel, 100 Waimea Street, Croydon, Gore
Mosgiel	Wednesday, 10 May 10:00 – 3:00pm	Holy Cross Centre, 89 Church Street, Mosgiel, Dunedin
Dannevirke	Monday, 15 May 10:00 – 3:00pm	The Hub, 23 Gordon Street, Dannevirke
Taupo	Tuesday, 16 May 10:00 – 3:00pm	Suncourt Hotel & Conference Centre, 14 Northcroft Street, Taupo
Nelson	Monday, 29 May 10:00 – 3:00pm	The Honest Lawyer, 1 Point Road, Monaco, Nelson
Amberley	Tuesday, 30 May 10:00 – 3:00pm	Waipara Hills winery, 780 Glasnevin Road, Wairapa
Geraldine	Wednesday, 31 May 10:00 – 3:00pm	StoneBridge function venue, 842 Winchester-Geraldine Road, Geraldine

To register, please email: communications@alliance.co.nz with 'Women's Workshops' in the subject line or call 0800 354 435.

Market update

Lamb

The UK chilled market has now been completed and this has opened up frozen opportunities from New Zealand. However, inventories are low so demand remains firm for all cuts, particularly legs. Market demand also remains strong in Europe with tightening supply. North American prices and demand also remain firm across all categories, with shortages of Australian competition on sheep meats assisting NZ positioning. It's also the same story in China with demand firm and uplift continuing post-Chinese New Year period. The Middle East market is firming for chilled and frozen as Australian shortages start to become more evident and NZ supply tightens.

Mutton

With around 15 per cent of the season left to run, all sheep markets remain firm with demand strong across a range of markets including China, North America and Malaysia keeping prices at the top end.

Deer

Prices and demand remains firm on limited supply.

Beef

In the US market, manufacturing beef levels had been holding at firm levels as a result of limited offering volumes from NZ and Australia, but with a decline this week in US domestic beef prices and increased NZ manufacturing beef offers, imported prices have declined. Chilled prices on the NZ domestic market have held firm this week as the quantity of prime animals processed continues to decline. Asian markets have remained steady.

Co-products

Cattle hide demand has improved and buyers from China have been important. For lamb skins, the season for salted wool skin rugs has now finished with record numbers packed. Demand for pickled low

grade lamb and sheep skins has improved with a good volume sold at the recent Asia Pacific Leather Fair in Hong Kong. There has been mixed demand for wool with some grades easing in price.

Warm regards

David Surveyor
CHIEF EXECUTIVE

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