

VENISON SCHEDULE

FROM 18/5/87 UNTIL FURTHER NOTICE

GRADE	FAT	WEIGHT	PRICE/KG
AP1	-14mm	+70.0	5.00
AP2	-12mm	50.0/70.0	5.40
H1 (Hybrid)	-12mm	+70.0	5.10
AP3	-10mm	-50.0	4.25
AF	Overfat		4.00
AD	1 Damaged Primal		2.50
AM	2 Damaged Primals		1.50
TBR	TB Reactors		2.50



Your key to innovation and bigger returns is a telephone call to:

Game Foods New Zealand Ltd
Kennington (021-394) 481 or 741
Don Andrew — Arrowtown (0294-20) 401
Tic Paulin — Te Anau (0229) 7870
Tim Armstrong — Palmerston (024) 851-516
Your Local PPCS Ltd Drafter



FORTEX GROUP VENISON SCHEDULE

commencing 25 May 1987

GRADES	Price/kg
70.1kg and over	\$5.50 *
50.1kg to 70.0kg	\$6.05 *
Upto 50.0kg	\$5.10 *
	\$3.00

LAMB SCHEDULE

commencing 25 May 1987

MAIN GRADES AT WAITAKI, CFM, FORTEX SEAFIELD
Usual pooling facility available

Grade	Cents/Kilo	Grade	Cents/Kilo
PL	130.0	TL	90.0
PM	173.0	TM	140.0
PX	170.0	TH	130.0
PH	140.0	FL	86.0
YL	140.0	FM	115.0
YM	176.0	FH	113.0
YX	180.0	CL	90.0
A	125.0	CM	140.0
M	34.0	CH	130.0

SEAFIELD PLANT ONLY (NO POOL)

FORTEX PRIME 2 15mm GR 1.85c/kg* (16.5-20 kg)
FORTEX PRIME 1 15mm GR 2.00c/kg* (20.5-25 kg)
Contact Graeme Drennan — Booking Clerk, Wakanui (05 3-23) 851 or Area
Coordinator, Greg Boleyn (0297) 47-205 Oamaru.

*INCREASE

DEER, SHEEP AND OAT ULTRASONIC PREGNANCY SCANNING

From as little as \$5 per animal

Aspirant Animal Services
LTD

WANAKA
(0294) 37-951

Wrightson Dalgety

A Division of Wrightson NMA Limited

SPECIAL ENTRY CASTLEROCK DEER SALE

Tuesday, June 9, 1987

On account of C. F. McIntosh, Te Anau
— MA Red HINDS (capital stock complete herd)

1st ANNUAL NORTH OTAGO VIDEO

DEER SALE

BLACKSMITHS LOUNGE

OAMARU

WEDNESDAY, JUNE 10, 1987

8pm

230 HINDS AND STAGS comprising:

- 100 — Red Weaner Hinds
- 20 — Hybrid Weaner Hinds
- 80 — Red Weaner Stags
- 20 — Hybrid Weaner Stags
- 10 — Yearling Red Hinds coming to their first calf.

AUCTIONEERS NOTE:

This offering of Weaners is of the highest quality. liveweights are in most cases considerably above average. In the main these Weaners are by Rakaia based Stags from Rakaia Hinds. Our Company is delighted that Vendors have supported this First Video Sale with top quality stock.

We confidently recommend this offering of deer to intending purchasers, particularly those entering deer farming for the first time. All the above stock will make excellent foundations for new herds.

Short term grazing is available.

Long term share farming contracts available.

VIDEO PREVIEWS AVAILABLE AT ELDERS

CHRISTCHURCH, ASHBURTON, TIMARU,

OAMARU, BALCLUTHA, GORE AND

INVERCARGILL OFFICES.

INSPECTION:

By arrangement with John Anderson — Phone 72-134

Oamaru.

Catalogues available from the Auctioneers branches from

June 3.

ELDERS PASTORAL LTD —

OAMARU

207581v2

Wrightson Dalgety

Deer Services

ROB BROOKES
AND
HINDLEY P/SHIP
QUEENSTOWN
DEER AUCTION

To be held on the property at Queenstown on Wednesday June 17, 1987, commencing at 2pm after the Cromwell Deer Sale.
15 Imported Rising 2 year Pure German Hinds (Mated to 'Eric' son of 'King Richard' and cycled to fawn up to one month early).

33 German/NZ x Weaner Stags
51 German/NZ x Weaner Hinds

ALL DEER WILL BE
TB TESTED AND
VETERINARY INSPECTED.

OVER-RIDING
COMMISSION OF 2% TO
BE PAID TO ALL
NON-PARTICIPATING
COMPANIES.

For further details contact:

Graeme Deaker
Wrightson Dalgety
Cromwell
Phone 51-148,
A/H 50-424

6/6/87

212544v4

SPECIAL ENTRY ROSEDALE DEER SALE

JUNE 18, 1987

A/C W. J. F. Somerville

Pine Bush

2 — German x Weaner

Hinds

2 — German Hungarian x

Weaner Hinds

2 — German x Weaner Stags

German weaners by Festi

Stag 5.26kg velvet at 2 1/2 yr.

All 70kg + full records.

TB accreditation scheme.



DEER

220851v3

Wrightson Dalgety



Deer Services

A Division of Wrightson NMA Limited



CRIFFEL DEER FARM DEER AUCTION

Under the hammer at 1pm at the Criffel Selling Centre, Wanaka, on Tuesday June 16, 1987.

Criffel is one of New Zealand's largest established breeding units. Stock from Criffel's herd is renowned New Zealand-wide for its top performance, superior quality and ease of management.

DEER TO BE OFFERED LISTED BELOW:

RED DEER:

20 Mixed age Hinds (Mated to top Criffel Red Sire Stags)

30 18 month Hinds (Mated to top Criffel Red Sire Stags)

50 Weaner Hinds

50 Weaner Stags

ELK/WAPITI X:

18 18 month Cows

25 Weaner Cows

10 Weaner Bulls

WHITE FALLOW:

5 18 month White Fallow Bucks

10 White Fallow Mixed Sex Weaners

Sale catalogues will be available with full details of TB status and animal weights from your local agent by June 12.

Over-riding commission to be paid to all non-participating companies.

Light luncheon available.

DEER TRAPPERS

The Alpine Deer Trap will be demonstrated on the morning of the sale at Criffel. Full particulars of price and operation will be available to those interested.

For further details contact:

G. Deaker

Wrightson Dalgety

Cromwell

Phone (0294) 51-148, A/H (0294) 50-424

G. Erskine

Southland Farmers Co-op

Invercargill

Phone (021) 81-929, A/H (021) 78-097

213569v3

INVERCARGILL STOCK AGENTS

NORTHERN SOUTHLAND SELLING CENTRE LTD CASTLEROCK OPEN DEER SALE

Tuesday, June 9, 1987
commencing 12 noon

Comprising:

90 - Weaner HINDS

20 - 18mth HINDS

55 - MA HINDS

50 - Weaner STAGS

Light luncheon will be available

211040v3

Wrightson Dalgety

A Division of Wrightson NMA Limited

CROMWELL DEER SALE

WEDNESDAY, JUNE 17 11am

Yarding consists of:

100 — Red Weaner HINDS

21 — English x Weaner HINDS

10 — Hybrid Weaner HINDS

90 — Red Weaner STAGS

5 — 18mth HINDS (RWS Red)

5 — Fourth calving HINDS (RWS Red)

10 — MA HINDS (RWS Red)

241

Buyers note Rob Brookes sale of German and German cross deer will be held at 2pm on his property at Queenstown after this sale.

203698v3

ROSEDALE DEER SALE 8th ANNUAL SALE OF SELECTED DEER

TUSOCK CREEK SELLING CENTRE

THURSDAY, JUNE 18, 1987

12 NOON

THE SOUTHLAND FARMERS' CO-OP ASSN LTD will offer on behalf of clients the following deer:

Red Weaner Hinds Elk, English and German x Weaners
Hybrid Weaner Hinds Elk and Wapiti Hinds
18 mth Hinds MA Hinds

Over the past seven years Rosedale Sale has been regarded as one of the TOP DEER SALES in NZ. This year we have again selected quality stock from top TB free properties.

PHONE:

SOUTHLAND FARMERS' CO-OP ASSN LTD

(021) 81-929

John Duncan

Geoff Erskine

Sandy Anderson

(021) 358-563

(021) 78-097

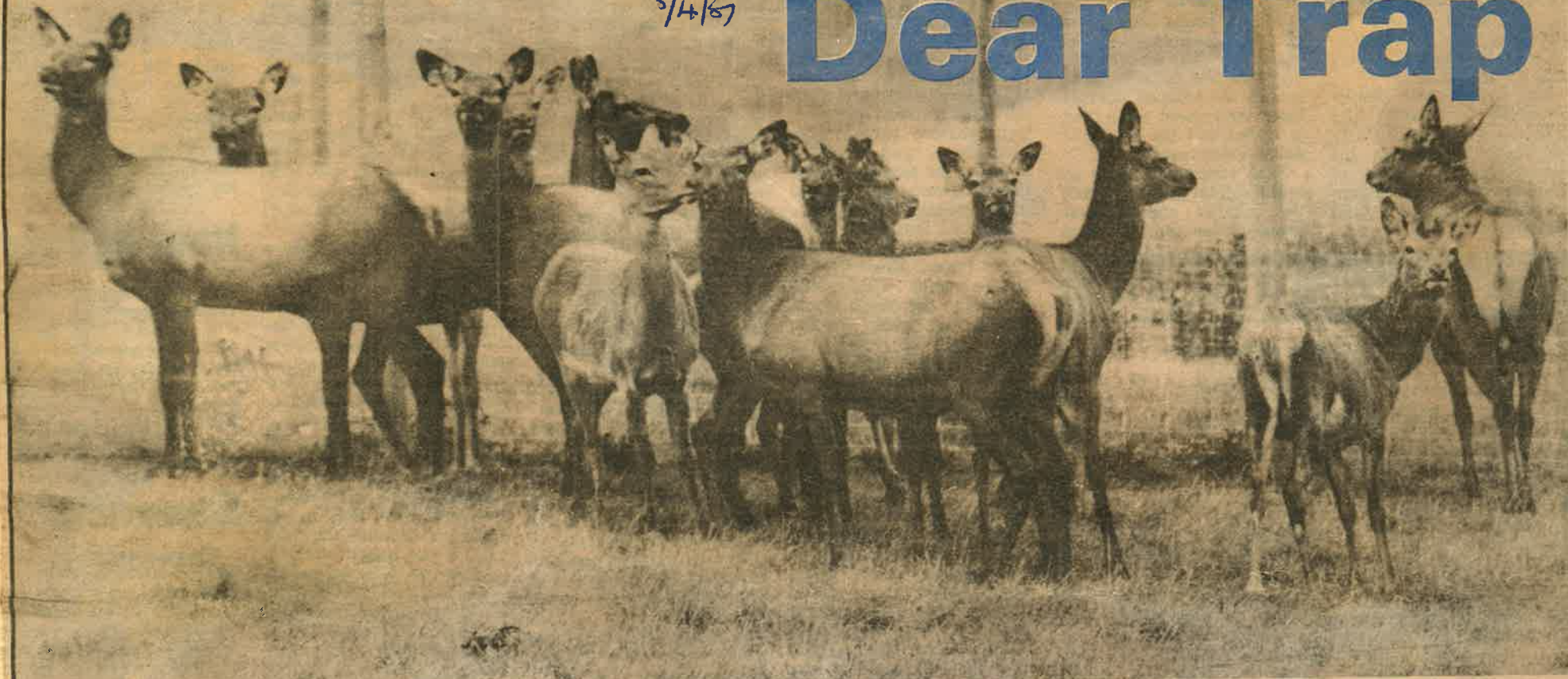
Gore (020) 86-454



218242v3

3/4/87

Dear Trap



"Spot the stags" is a new game in farming circles — it originated in the sale ring when weaners were up for sale. One farmer didn't find the game amusing and has taken steps to alter the rules. Story on page 3.

Proving a point

3/4/87

When Crichton farmer, Mr Bob Gillanders, decided to diversify into deer last year he did not expect he would have to pay for someone else's mistakes in sexing weaners — he still doesn't believe he should, and is prepared to sue the vendors to prove his point.

It is not because he has a quarrel with the vendor, which in his case was Telford Farm Institute, that he is prepared to sue he says. It is to prevent, if possible, any other buyer falling into the same trap as him.

Bob bought a pen of 18 weaners at a sale last June after they were described in the catalogue as hinds, and that was what he wanted. He paid over \$1,000 a head for them.

Four or so months later it was noted that two of the mob had started to grow antlers.

Telford was informed that a mistake had been made on their part. In view of the big difference in price between hinds and stags Bob suggested that he buy from Telford two hinds at stag price.

Unacceptable offer

He thought this was a reasonable offer under the circumstances, considering the time he had had the animals on the property. However, this offer was unacceptable to Telford.

Bob said a counter proposal was made by Telford for compensation but was rejected by him as insufficient. They offered to pay the difference between stag price and hind price at the time of the sale, not taking into account the amount of interest accrued.

Secondly it was not taken into account that the two stags were heavier animals by a long way.

"I thought it was a pretty sort of shabby offer, really," Bob said. "I said well, why don't you take the animals back and give me two females in their place?"

At that stage he discovered that the conditions of sale state that the buyer is given 28 days after the purchase to report any discrepancy.

When he received the deer from the sale he had checked them off the truck for any signs of stress, etc. He said he had no reason to suspect from their appearance that all of the mob were not hinds.

Since then he has been told it is impossible to pick the difference between the sexes at the weaner stage without a close inspection.

No warning

What concerns Bob most is that nowhere in the conditions of sale does it warn that the buyer should check on the sex of the animals he buys.

To prevent others falling into the same trap he has suggested to Mr Trevor Hannah, manager of WNMA in Dunedin, that purchasers should be informed it is their responsibility to check on the sex of the animals they are buying.

Mr Hannah said this would create no problem — the company will add something to the conditions of sale along those lines.

Bob said one of the most irritating things about the whole affair was that the deer specialists, agents and everyone involved could not see it was a new situation. It was not like it has been in the past, with cattle and so on — there is a lot of money involved and you can't see the difference between stag and hind with a cursory inspection.

But some progress has been made with admissions that there is a problem, and something will have to be done.

Telford's viewpoint

The Telford Board of Management holds a different point of view to Bob Gillanders.

In a written statement they said:

Following a Deer Sale of June 23, 1986 held at Balclutha, Mr Gillanders (through Wrightson NMA) approached Telford on October 19, 1986 (118 days after the sale), although conditions of sale state that claims should be made within 28 days, with his complaint that one of the hinds he had bought at that sale was actually a stag.

Subsequently a further "hind" was identified as a stag.

After a further meeting and after correspondence, the Telford Board of Management offered Gillanders a cheque for \$1,692.00 being the difference between the value of the hinds and the stags.

Gillanders banked the cheque on February 25, 1987. On the clearance of the cheque, the Telford Board of Management concluded that Mr Gillanders was satisfied.

There has been no further contact between Gillanders and the board on this matter subsequent to his acceptance of the Telford Board of Management's financial offer."



FORTEX GROUP VENISON SCHEDULE

commencing 8 June 1987

MAIN GRADES

AP1	70.1kg and over
AP2	50.1kg to 70.0kg
AP3	Up to 50.0kg
AF	

Bookings: Phone works Wakanui (05 323) 890.

Price/kg
\$5.50
\$6.05
\$5.10
\$3.00

6/6/87

LAMB SCHEDULE

commencing 8 June 1987

MAIN GRADES AT WAITAKI, CFM, FORTEX SEAFIELD
Usual pooling facility available

Grade	Cents/Kilo	Grade	Cents/Kilo
PL	130.0	TL	90.0
PM	173.0	TM	140.0
PX	170.0	TH	130.0
PH	140.0	FL	86.0
YL	140.0	FM	115.0
YM	176.0	FH	113.0
YX	180.0	CL	90.0
A	125.0	CM	140.0
M	34.0	CH	130.0

SEAFIELD PLANT ONLY (NO POOL)

FORTEX PRIME 2 15mm GR 1.85c/kg (16.5-20 kg)
FORTEX PRIME 1 15mm GR 2.00c/kg (20.5-25 kg)

Contact Graeme Drennan — Booking Clerk, Wakanui (053-23) 851 or Area Co-ordinator: Greg Boleyn (0297) 47-205 Oamaru.



Wrightson Dalgety

A Division of Wrightson NMA Limited

SPECIAL ENTRY
SPECIAL ENTRY

CASTLEROCK DEER SALE

Tuesday, June 9, 1987

On account of Mr T. J. McGarry, Te Anau (who has sold his property).

5 — MA Red HINDS (all had and reared fawns)
(Run with hybrid stag)

6/6/87

211276v3

VENISON SCHEDULE

FROM 18/5/87 UNTIL FURTHER NOTICE

GRADE	FAT	WEIGHT	PRICE/KG
AP1	-14mm	+70.0	5.00
AP2	-12mm	50.0/70.0	5.40
H1 (Hybrid)	-12mm	+70.0	5.10
AP3	-10mm	-50.0	4.25
AF	Overfat		4.00
AD	1 Damaged Primal		2.50
AM	2 Damaged Primals		1.50
TBR	TB Reactors		2.50



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 Tim Armstrong — Palmerston (024) 851-516
 Your Local PPCS Ltd Drafter

VENISON SCHEDULE

FROM 22/6/87 UNTIL FURTHER NOTICE

GRADE	FAT	WEIGHT	PRICE/KG
AP1	-14mm	+70.0	5.00
AP2	-12mm	50.0/70.0	6.00
H1 (Hybrid)	-12mm	+70.0	5.70
AP3	-10mm	-50.0	4.25
AF	Overfat		4.00
AD	1 Damaged Primal		2.50
AM	2 Damaged Primals		1.50
TBR	TB Reactors		2.50



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 Your Local PPCS Ltd Drafter

Copter Pilot Killed

(PA)

HOKITIKA

A man died and another is in hospital after their helicopter crashed into power lines at the mouth of the Arawata river, south of Jackson Bay, about 5.30pm on Thursday.

Helicopter pilot Martin Mathew Nolan died instantly, police said.

His shooter, Mark Cust, was taken to Greymouth Hospital with injuries to his leg and face.

The two, both in their early 30s, were chasing deer when the helicopter, a Hughes 300, crashed into the power lines. Power at Haast went off because of the accident.

When the helicopter was reported overdue police realized what had happened and began searching for the two men.

Three men followed the power lines for seven hours before they reached the scene of the accident.

Constable Roger Millard, of Haast, said a jet boat was taken across the river and 10 men carried the pilot and shooter for almost a kilometre to the boat.

Commendation

Constable Millard said Mr Nolan was a helicopter operator for many years and was involved in search and rescue missions in recent years.

Senior-Sergeant Neil Smith, of Greymouth said Mr Nolan had received a commendation from the Commissioner of Police for plucking an American woman from the Punakaiki blowholes two years ago, and he was instrumental in saving five men from a grounded fishing boat nearly three years ago.

Fraud Squad

Probe At Velvet Plant

(PA) CHRISTCHURCH

The Christchurch fraud squad is investigating the operation of the Wrightson-Dalgaty deer velvet factory at Hornby, a company spokesman said yesterday.

Wrightson assistant managing director, Mr Alistair McLachlan said the company had turned the matter over for investigation after its own internal inquiry had highlighted irregularities in the factory's operation.

During the course of the company's inquiry three senior staff members at the factory were fired.

Mr McLachlan would not say how much money or property was involved in the matter but said the deer farmers it dealt with would not be affected.

Control of Deer

Sir, — Congratulations to Mr Sommerville on his election as chairman of the Southland National Parks and Reserves Board, as reported in your paper on July 11. The board's concern of future deer numbers getting out of hand is understandable, and yes, let them get what they can from the Government. I fear they will find it rough going, but I wish them good luck as it will be the taxpayer who foots the bill finally.

Has the board considered where it can help put off the growth of wild deer numbers? Could it not waive some of the charges imposed on venison and live deer recovery? The board could ease the limits on camp site access, fuel dumps, meat safe and dark room facilities and so on. At the moment the board has in its area people competent and experienced in controlling the feral deer population. If the board loses this competence and experience it could be faced with replacing it via Access trainees.

I believe Mr Sommerville is on the right track when he highlights this problem. If he has any doubters about what the future cost of deer control would be let them look at cost before the legalizing of venison exports.

John Morrison

Te Anau RD

Deer Fibre Fact Or Fantasy

Deer farmers could become part of the fibre industry, according to two Lincoln College wool scientists, Dr Barry Wilkinson and Mr Fraser Aitken.

Preliminary studies in the college's Wool Science Department, in which Dr Wilkinson is head and Mr Aitken is senior technical officer, have shown that a deer's winter coat, which appears to consist only of coarse, harsh-handling fibres, in fact contains, under the coarse fibres, a large population of very

fine, soft, undercoat fibres with an average diameter of 14 microns.

These fibres are finer than cashmere (less than 18 microns), cashgora (18-23 microns) and mohair (23 microns and above) and are comparable with the rare and valuable fibre from the South American vicuña.

Deer shed or moult their coats twice a year, in spring and autumn. At present the shed fibres just fall to the ground and are wasted.

To establish the feasibility of harvesting the undercoat fibres from deer is a necessary first step before talking of a potentially profitable diversification for the deer industry the Lincoln scientists say. However, an additional product from deer, if feasible, would surely be welcomed.

Collaborate

About 400,000 deer are currently farmed in New Zealand. They are used for the production of venison and velvet, but not fibre.

Canterbury's Heatherlea Deer Park, owned by Mr Peter Stewart and managed by Mr Kelvin Kimber, has agreed to collaborate with the wool scientists in a feasibility study.

The herd of 2000 deer on this property provides an excellent base for the study, according to Dr Wilkinson, and sufficient fibre could be harvested in one season for market evaluation, he said.

"While it is too early yet to be confident about the outcome of the study", Dr Wilkinson said, "there is no doubt that the investigation with Heatherlea Deer Park is worth undertaking."

"Given the comparatively large quantity of 'deerdown' on each animal, returns from the fibre could well be very profitable," he said.

GORE STOCK AGENTS ASSOCIATION CHARLTON DEER SALE

JUNE 12, 1987
 commencing at 10.30am

Wrightson Dalgaty

A Division of Wrightson NMA Ltd

L. M. & G. Irwin, Kaiwera
 9 — Weaner Hinds
 P. J. Willems, Seward
 Downs
 16 — Weaner Stags
 P. McIntyre, Benio
 3 — Weaner Hinds
 3 — Weaner Stags
 M. J. McCall, Waikoikoi
 4 — Weaner Hinds
 D. M. Curd, Waikana
 27 — 18mth Red Hinds (accredited)
 C. M. Heads, Spurhead
 3 — MA Hinds
 A. B. Miller, Te Tipua
 4 — Aged Hinds
 3 — MA Hinds
 R. Stewart, Washpool
 5 — Yearling Hinds

RF REID FARMERS

R. B. & I. S. Watson,
 Greenvale Station
 8 — Fawn Hinds (TB tested)

201846v2

Wrightson Dalgaty

A Division of Wrightson NMA Limited

BALCLUTHA DEER SALE

JUNE 22, 1987
 Commencing 1pm
 Balclutha Saleyards

Wrightson Dalgaty will offer on behalf of clients:

13 Adult Hinds (Client has sold his property)
 24 Mixed Aged Hinds (Capital Stock)
 20 18 Month Hinds
 60 Weaner Hinds (Hybrid and Reds)
 15 Weaner Stags

204105v2

Deer Yarding Cleared

Although there were a number of passings at yesterday's Lorneville deer sale, private negotiations afterwards resulted in a complete clearance of the yarding.

The sale, attended by a small crowd, consisted of about 130 18-month and older hinds of reasonable to good quality.

Buyers bought stock at values which must be considered attractive in view of the level of the venison schedule.

The clearance of the yarding was also an indication that yesterday's vendors were

perhaps more prepared to meet the present market demand than those of last week's round of sales.

Good 18-month-old hinds ranged from \$1200 to \$1320; medium, \$1000 to \$1100; smaller to \$800.

Mixed age hinds, \$850 to \$960. Aged and gummy mouth hinds, \$600 to \$800.

FOVERAN DEER AUCTION



1.00 PM WEDNESDAY 24TH JUNE, 1987
FOVERAN DEER PARK SELLING COMPLEX,
HAKATARAMEA VALLEY, KUROW, N. OTAGO.
 Phone: Bob Robertson (02988)680 Fax: (02988)591
 Dave Harraway (02988)758

T. B. FREE PROPERTY

FOVERAN has been whole herd TB testing since 1984 and was the first registered TB Free Property in the Sth Canterbury Region. No Avian or Bovine TB Reactors.

An opportunity not to be missed, to compare and select TOP QUALITY stock from a large and varied auction of most deer types in NZ.

STOCK: Only Top breeding stock on offer, selected for quiet nature good temperament, velvet production and body weight. All fawns have been weaned 3 months, 4 in 1 vaccinated, drenched every 3 weeks and pasture-fed only.

Some of the offering are progeny of, or have been mated to, the winner of the Wapiti section of the National Velvet Competition and the second placed animal over-all breeds.

INSPECTION: Viewing of deer in natural state at any time by prior arrangement or on day of sale from 11.00am

GERMAN SIRE STAGS: Since 1985, FOVERAN has carried out a policy of only using TOP IMPORTED bloodlines for breeding and now has 9 TOP IMPORTED German Sire stags of which the Top 5 were used this year.

No Red Sire Stags were used this year. Due to this policy, all our TOP Red Sire Stags will be out for auction as listed below.

380 Deer To Be Offered, Listed Below:

(All Weights Available on Day of Sale)

- 100 MA & 18M Red Hinds mated Top German Sire
- 10 18M Red x Elk/Wap Hinds mated Top Imported Elk Bull
- 20 MA Wapiti Cows mated Top Imported Elk Bull
- 10 MA & 18M Elk/Wap Cows mated Top Imported Elk Bull
- 6 MA & 18M Pure Elk Cows mated NZ's Top Imported Elk Bull (Won 1986 Velvet Competition. Cut 7.4kg A Grade Velvet)
- 50 NZ Red Weaner Hinds (on A/C Killermont Station)
- 20 NZ Red/German Cross Weaner Hinds
- 15 NZ Red x Elk/Wap Cross Weaner Cows
- 10 Elk/Wap Cross Weaner Cows
- 5 Pure Elk Weaner Cows
- 50 NZ Red Weaner Stags (On A/C Killermont Station)
- 20 NZ Red/ German Cross Weaner Stags
- 1 3/4 German Weaner Stag
- 1 Pure German Weaner Stag
- 15 NZ Red x Elk/Wap Cross Weaner Bulls
- 5 Elk/Wap Cross Weaner Bulls
- 4 3/4 Elk Weaner Bulls (First time offered for sale)
- 2 Pure Elk Weaner Bulls
- 10 18M Red Stags (FOVERAN'S TOP 10 LAST YEAR)
- 4 MA & 3yr Top Sire Stags (FOVERAN's own Red Sire Stags now replaced by Imported German Sires)
- 2 2 1/2 yr Imported German Sire Stags
- 5 18M Red x Elk/Wap Bulls (FOVERAN's TOP 5)
- 5 18M Elk/Wap Bulls (out of FOVERAN's TOP 10)
- 1 18M Top Elk Bull (FOVERAN's 2ND BEST BULL LAST YEAR)
- 1 6 yr Top Wapiti Bull (probably NZ's Best-Cut 7.2kg Velvet)
- 6 3 yr Wapiti & Elk/Wap Bulls (FOVERAN's TOP EVER PRODUCED)
- 2 2 1/2 yr Imported Pure Elk Bulls.

AUCTIONEER'S COMMENTS: This offering is of the highest quality. Sire animals used on FOVERAN are imported from Germany and Canada and are of exceptional quality. Being a TB-free property, we confidently recommend this offering of quality deer to intending purchasers, particularly those entering deer farming for the first time, or people wishing to increase their base herds.

SHARE FARMING, GRAZING: Favourable share farming terms available. Free short-term grazing for any purchaser. Permanent grazing and full care negotiable where buyers own the deer and only a grazing or management fee is charged by FOVERAN. For further details, phone FOVERAN DEER PARK.

OVERRIDING COMMISSION: 2% Overriding commission paid to non-participating companies. Light Luncheon Available.

For further details, contact Auctioneers or FOVERAN.



Christchurch PH: (03)798-600 AH: Ron Schroeder (03)327-316
 Timaru PH: (056)86-159 AH: Max Benesman (056)89-473

Wrightson Dalgety

A Division of Wrightson NMA Limited

Christchurch PH: (03)498-181 Oamaru PH: (0297)49-850
 AH: John MacDonald (030)584-299 AH: Glen Hopkinson (0297)70-415

Little Interest In Deer Sale

Deer values dropped to rock bottom at yesterday's Rosedale deer sale.

The sale was attended by the smallest and most subdued crowd seen at the Southland Farmers Co-operative Association's selling centre at Tussock Creek, in the past eight years.

Although the offering contained high quality, selected animals, few lots drew even the slightest spark of interest from the unresponsive audience.

The absence of buying power made attracting bids on all types an uphill battle for the auctioneer.

Of the 49 lots and 232 deer offered, 26 lots (124 ani-

mals) failed to reach the vendors' reserves, described by the auctioneer as "realistic."

Uncertainty

The uncertainty surrounding the Government's recently announced standard livestock values and the high cost of borrowed capital were thought to have been largely responsible for the market downturn.

Red weaner hinds ranged from \$750 to \$1100; German cross weaner hinds \$950 to \$1200; Elk-Wapiti cross weaner hinds \$1400; 18-month-old red hinds

\$1350 to \$1500; German cross weaner stags \$625 to \$1000.

The drop in the local deer market could have been partly expected following the result of the Hindley Deer Farm sale at Queens-town on Wednesday.

Light

Although this sale achieved a good clearance, the prices reflected the level buyers were prepared to pay and could be considered light, in view of the breeding background and quality of the deer offered.

The Hindley sale consisted of German 18-month-old hinds and German-NZ red cross weaner hinds and stags.

The 18-month-old hinds sold for between \$5000 and \$5100; weaner stags, \$625 to \$1000; and weaner hinds, \$1050 to \$1250.

Takahe Increase But 180 Not Half Enough

The takahe population in Fiordland today stands at 180 birds.

Before 1960 the bird was well represented in parts of the wapiti area of Fiordland (Stuart Mountains and Wapiti Lake) and in the Murchison Mountains, with small numbers also in the Kepler Mountains.

The population declined from 250 birds in 1967 to 120 in 1982, but has increased again to 180.

Now the main population is located in the Murchison Mountains and only a few pairs remain in the wapiti area.

The Wildlife Service embarked upon an intensive management programme aimed at increasing the reproductive success of the takahe in the wild.

It established a captive rearing facility at Burwood Bush, near Te Anau, where surplus eggs from the wild are artificially hatched, with the intention that young birds raised there will be released into the wild.

A paper on the subject, prepared by the Department of Conservation, was presented to a meeting of the Southland National Parks and Reserves Board at Tautuku on Saturday.

The paper said that if the wild population is to reach what is estimated to be a genetically safe and self-perpetuating population able to buffer against periodic downturns — at least 500 birds — then its range will have to be extended.

Recent research in the Murchison Mountains has shown that there is insufficient habitat there to support more than about 250 takahe, even with continued deer control.

The paper said the main cause of the decline in the bird population was competition from deer for food.

Effective deer control has been achieved in recent years throughout most of Fiordland Park with the result that there has been a great improvement in the alpine grassland habitat.

Sites once occupied by takahe can now be considered for reintroduction of the species, the paper said.

Between 1980 and 1985 the Wildlife Service carried out habitat surveys in various parts of Fiordland in an attempt to identify areas with suitable habitat that could be used as reintroduction sites.

Several criteria were used to evaluate the suitability of an area, these being determined from studies of the birds' ecology in the Murchison Mountains.

- There must be a large area of suitable habitat at the release site, and nearby to allow for movement of birds and expansion of range, should breeding increase numbers.

- The location must have both grassland and forest in good condition, which would be so only if deer numbers had been low for several years;

- It must be sufficiently isolated from the Murchison Mountains so that the liberated takahe are unlikely to come into contact with the wild population. This is to prevent transmission of disease should any be present in liberated birds.

Outside the special takahe area of the Murchison Mountains, the wapiti area has by far the greatest potential for re-establishment and spread of takahe from both natural increase and deliberate reintroduction, the issues paper said.

Although some outstanding habitat was found in all surveyed

areas except the Franklins, the western Stuart Mountains were found to have the greatest amount of suitable takahe habitat overall.

The upper Glaisnock area has the largest area of outstanding habitat outside the Murchison Mountains followed by Wapiti Lake area.

The only location meeting all of the criteria as a suitable site is the Glaisnock-Edith area, the paper said.

It said the New Zealand Deerstalkers' Association has argued that the birds could be put into the Wapiti Lake area, but mitigates this on two counts.

The first is that the forest of the area is considerably behind the

recovery shown in the Glaisnock.

The other is that the Wapiti Lake area is too close to the Murchison Mountain for managers to be confident that liberated birds which could carry disease, would not come into contact with the wild population.

The paper said there was no necessity for additional wild animal control methods to be imposed once takahe are released because present deer numbers are at an acceptable level to be compatible with the takahe.

There are no suggestions that when takahe are reintroduced to areas outside the Murchison Mountains that the special area status should be expended, it said.

Long Frustrated

Proposals to release takahe into the Glaisnock-Edith area of Fiordland have been frustrated since the Southland National Parks and Reserves Board first decided to do in February, last year, the retiring chairman, Mr C. J. McFarlane, said on Saturday.

Mr McFarlane said the decision of the board on Saturday to recommend the revocation of part of the wilderness area to the National Parks and Reserves Authority was a "step forward" in the complex set of approvals necessary to ensure that the future of the endangered bird can be assured.

"It is hoped that both the authority and the Minister (of Conservation) will see their way clear to accede to the board's request," he said.

At its February, 1986, meeting the board resolved:

- That it supported Wildlife Service proposals to relocate captive reared takahe in Fiordland.

- That there would be no restriction on public access to the area in which the birds are reintroduced.

- That in any areas in the Fiordland National Park selected for reintroduction of the takahe, wild animal control should be subject to the procedures of the Wild Animal Control Plan of March, 1984.

- That it supported the initial reintroduction of captive-reared takahe into the Glaisnock-Edith area.

- That it would suggest to the service that in the event of unsuccessful reintroduction, an alternative area should be looked at.

FORTEX GROUP VENISON SCHEDULE

commencing 13 July 1987

MAIN GRADES

AP1 70.1kg and over
 AP2 50.1kg to 70.0kg
 AP3 Up to 50.0kg
 AF

Bookings: Phone works Wakanui (05 323) 890.

Price/kg
 \$5.50
 \$6.05
 \$5.20
 \$3.00

LAMB SCHEDULE

commencing 13 July 1987

MAIN GRADES AT WAITAKI, CFM, FORTEX SEAFIELD
 Usual pooling facility available

Grade	Cents/Kilo	Grade	Cents/Kilo
PL	130.0	TL	90.0
PM	163.0	TM	130.0
PX	150.0	TH	120.0
PH	130.0	FL	86.0
YL	135.0	FM	105.0
YM	165.0	FH	103.0
YX	160.0	CL	80.0
A	115.0	CM	130.0
M	34.0	CH	120.0

SEAFIELD PLANT ONLY (NO POOL)

FORTEX PRIME 2 15mm GR 1.95c/kg (16.5-20 kg)
 FORTEX PRIME 1 15mm GR 2.10c/kg (20.5-25 kg)

GOAT SCHEDULE 1.03c/kg nett Seafield Kill 27-30 July 1987

Contact: Graeme Drennan — Booking Clerk, Wakanui (053-23) 851 or Area Coordinators: Greg Boleyn (0297) 47-205 Oamaru.

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A Division of Wrightson NMA Limited

VENISON SCHEDULE AT SOUTHERN LAKES VENISON PACKERS, MOSSBURN

GRADE	WEIGHT	PRICE
APH	70.1kg-90.0kg	\$5.50
APM	50.1kg-70.0kg	\$6.05
APL1	40.1kg-50.0kg	\$5.20
APL2	Up to 40.0kg	\$4.50
AF	Overfats	\$3.00
AD1	Shoulder defects	\$2.25
AD2	Saddle/leg defects	\$2.00
AM	Manufacturing	\$1.25
TB	Reactors	\$2.00

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VENISON SCHEDULE

FROM 13/7/87 UNTIL FURTHER NOTICE

GRADE	FAT	WEIGHT	PRICE/KG
AP1	-14mm	+70.0	5.00
AP2	-12mm	50.0/70.0	6.00
H1 (Hybrid)	-12mm	+70.0	5.70
AP3	-10mm	-50.0	4.25
AF	Overfat		4.00
AD	1 Damaged Primal		2.50
AM	2 Damaged Primals		1.50
TBR	TB Reactors		2.50



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Deer Prices Drop

Deer prices continued to drop at yesterday's Lorneville deer sale.

The offering consisted of about 220 weaner hinds and 53 weaner stags.

As at Thursday's sale at Rosedale, bidding was slow, with the few buyers in the crowd seeming reluctant to commit themselves.

Of the 43 lots of weaners catalogued, seven were withdrawn from sale and 15 lots were passed in at bids ranging from \$650 to \$900.

The best of the weaner hind offering was a pen of five Danish-NZ red cross which were sold to a Timaru buyer for \$1300.

Of the New Zealand red weaners sold, the best ranged from \$750 to \$900, with some vendors prepared to accept values dropping as low as \$410.

Weaner stags sold from \$165 to \$250. One pen of three elk cross weaner bulls made \$500.

Deer Farming in Decline Through Livestock Tax

Confidence in the deer farming industry has been eroded because of the Government's imposition of a tax on livestock, the Southland National Parks and Reserves Board heard at a meeting at Tautuku yesterday.

Mr Walter Somerville told the board the decline of the viability of the industry started 12 months ago with the imposition of the tax.

Mr Somerville was yesterday elected chairman of the board and is the president of the Southland Deer Farmers' Association.

He told the meeting deer numbers have never been so low. This was affecting the viability of helicopter recovery throughout New Zealand, including Fiordland.

The result was that wild

deer were becoming virtually valueless, he said.

Mr Somerville said there was no shortage of market demand, but it was difficult to get a realistic return on wild deer at present.

If it came to the point where it was no longer viable for pilots to control the deer, the Department of Conservation would only have one alternative of controlling them — with poison.

This would inevitably lead to a public outcry, he conceded.

If the livestock tax was not in place there would be a resurgence in confidence within the industry. This would have a flow-on effect back to other related sectors of the industry.

The Department of Conservation should highlight the industry's predicament to the Government and

point out the high cost to the taxpayer if conventional methods of controlling the deer population could not continue.

Mr Les Hutchins, of Manapouri, a member of the National Parks and Reserves Authority, said he was also concerned about the matter and would be

raising it at the next meeting.

The regional manager of DOC in Dunedin, Mr Julian Rodda, acknowledged the seriousness of the problem.

If feral deer became almost valueless, DOC would have to look seriously at future methods of control, he said.

Deer Tax Rethink

(PA)

Deer farmers expect to hear later this month how much they will have to pay to the Inland Revenue Department under the transition provisions of the new livestock tax laws.

The Minister of Agriculture, Mr Moyle, has set up a committee to investigate claims by deer farmers that they will be severely disadvantaged by the new tax laws.

Deer farmers have asked that they be allowed to spread over five years the book profits resulting from the revaluing of herds up to the new standard values.

The New Zealand Deer Farmers' Association had accepted the scheme with an assurance that it would be neutral and equitable, the association's president, Mr Ian Spiers, said in the association's July newsletter.

"But it is neither," he added.

"The standard values were only announced in May. Most farmers balance at the end of June and the non-spreadable tax is payable in February, 1988."

Mr Spiers said he was encouraged by the way Mr Moyle expressed concern that some deer farmers would have to sell assets to meet their tax liabilities under the new tax laws as proposed.

Since December, 1985, when the proposed tax changes were first announced, the deer industry had been subjected to sustained uncertainty, he said.

"The industry needs conditions that will allow farmers to expand and get on with the business of producing venison rather than being forced to farm for cash to pay tax liabilities which have not arisen from profit," Mr Spiers said.

"Too often we have been subjected to wild fluctuations in the price of breeding stock caused mostly by Government and bureaucratic interference," he said.

New Board Chairman Elected Unopposed

Mr W. J. F. Somerville was yesterday elected chairman of the Southland National Parks and Reserves Board.

Mr Somerville, a sheep and deer farmer at Pine Bush, near Edendale, was elected unopposed to replace Mr C. J. Macfarlane, who announced his resignation as chairman to a meeting of the board at Tautuku.

Mr Macfarlane, aged 61,

director of Royds Garden, a firm of consulting engineers, will retire from that position at the end of the month.

He will, however, continue to be a consultant in the engineering field, he said yesterday.

In a few months, Mr Macfarlane will retire with his wife to Nelson.

Mr Somerville, aged 47, is in his fourth year on the board.

He is active in the deer farming industry as president of the Southland Deer Farmers' Association.

other members and paid tribute to him for his long association and interest in conservation matters.

Mr Macfarlane's association with national park boards extends back to 1973 when he was appointed to the Fiordland National Park Board.

When that board was dissolved in 1981 and the Southland board was set up, Mr Macfarlane was appointed chairman, a position he has held since.

A Southland board member, Mr D. B. Wilson, wished Mr Macfarlane well for the future on behalf of

Site Earmarked For Takahe

July 13 1987

A remote area of Fiordland is being earmarked as the site for the reintroduction of one of New Zealand's rarest and most endangered bird species — the takahe.

The site proposed for the reintroduction of the captive-reared takahe is the Glaisnock and Edith catchments forming part of the gazetted Glaisnock wilderness area of Fiordland.

However, the provisions of a section of the National Parks Act 1980 prevent the introduction of the birds into the catchments while they form part of the wilderness area.

An issues paper on the subject was presented to a meeting of the Southland National Parks and Reserves Board at Tautuku on Saturday.

The paper was prepared by staff of the Department of Conservation, which has assumed the responsibility for a takahe management programme in Fiordland developed originally by the Wildlife Service.

Best Place

It identifies the Glaisnock-Edith area, as the best place to reintroduce the takahe, and believes release of them there would probably be acceptable to the public at large.

The paper acknowledges, however, that this cannot be done while the wilderness status prevails and recommended its revocation as the only feasible solution to the problem.

It added that while the Glaisnock-Edith area alone could be excluded to satisfy the takahe management requirements, there was also conflict between wilderness philosophy and recreational hunting in the wapiti area which extends over most of the wilderness area.

The National Parks Act provisions prevented the Wildlife Service from releasing takahe last year.

October

However, on Saturday, Southland NPRB took steps which it hopes will ensure that the takahe are released in October.

It agreed unanimously to recommend the partial revocation of the wilderness area to the National Parks and Reserves Authority's August meeting.

It wants only the minimum area necessary for release to be revoked.

The principal conservation officer with the Dunedin region of DOC, Mr Phil Doole, said this was about 10 per cent of the 1250sq km wilderness area.

The main takahe habitats would be in the Glaisnock and Edith catchments, and the Midnight, Pit, Wapiti and Taheke creeks.

If the authority accepts the board's recommendation, it will in turn recommend to the Minister of Conservation, Mr Marshall, that he revokes the affected area.

The board decided against recommending the revocation of the whole wilderness area and agreed instead to look at the general question of the classification of the balance of the wilderness area as part of its current management plan review.

Ruled Out

It ruled out inviting further public comment on the partial revocation of the wilderness area.

The issues paper said the future of the area was considered in a review of park classifications advertised for public comment in January, 1987.

In that review, revocation of the wilderness status was proposed as part of a total reclassification package for Fiordland National Park.

Public reaction was varied to the proposal judging from the 50 submissions received.

Of those supporting it, some believed the Glaisnock area did not meet wilderness criteria and one person strongly objected to any wilderness zones in the park.

Recommendation

A further decision made by the board surrounding the takahe issue on Saturday was to recommend to the authority that it reviews section 14 of the National Parks Act.

Part of this section forbids animals or vehicles of any description to be taken into, used or kept in wilderness areas.

The review is being sought because of confusion over its interpretation.

As far as the recommendation to the authority to revoke part of the wilderness status the board is hoping it will accede to the request on the basis on public submissions already made.

If not, "we're in strife" the regional manager of DOC, Mr J. N. Rodda, told members on Saturday.

●Further stories pages 7, 9.

\$500,000 Campaign To Promote Venison

3/8/87

(PA)

More than \$500,000 will be spent on promoting New Zealand venison in the US this year, simply to encourage Americans to try it!

WELLINGTON

The general manager of the Game Industry Board, Mr Mike Pattison, has rejected farmer criticism that not enough is being done to develop consumer awareness of venison in the United States.

Writing in the board's latest newsletter, Mr Pattison said the board's US campaign was aimed at increasing awareness and consumption of New Zealand venison in "the upscale segment of the food service trade."

Research was slowly revealing what Americans thought of venison, he said.

Most seemed to know venison was deer meat, although they had little idea where it came from. But when New Zealand was mentioned as a

venison producer, respondents generally showed a positive response.

"They felt this had connotations of controlled diet, healthy animals, natural environment and, as one man put it — 'not shot by my local mechanic'," Mr Pattison said.

While the board's \$500,000 campaign is much more than it has spent in previous years, it pales into insignificance beside amounts spent by US meat producers.

As an example, Mr Pattison said the US Beef Industry Council and Cattleman's Beef Board would spend \$US25 million this year on promotion.

He also responded to criticism that not enough effort was being made to

promote New Zealand venison in Europe in the wake of the Chernobyl nuclear accident.

Many farmers had wanted the board to launch an opportunistic campaign which emphasized New Zealand venison's clean, green, non-nuclear image.

Because New Zealand supplied only 10 per cent of the game meat imported into Germany, local exporters were vulnerable to retaliation from Eastern bloc venison suppliers, Mr Pattison said.

"They would not have taken kindly to any campaign denigrating the product which was building up in their cool stores," he said.

Wrightson Dalgety

A Division of Wrightson NMA Limited

15/8/87

VENISON SCHEDULE

AT SOUTHERN LAKES

VENISON PACKERS, MOSSBURN

GRADE	WEIGHT	PRICE
APH	70.1 kg-90.0kg	\$5.50
APM	45.1-70.0kg	\$6.10
APL1	40.1kg-45.0kg	\$5.00
APL2	Up to 40.0kg	\$4.25
AF	Overfats	\$3.00
AD1	Shoulder defects	\$4.00
AD2	Saddle/leg defects	\$2.50
AM	Manufacturing	\$1.50
TB	Reactors	\$2.00

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Invercargill Deer Conference

The Southland branch of the New Zealand Deer Farmers' Association will host the association's 1989 national conference in Invercargill.

The NZDFA council gave its approval to conference proposals put to it by the Southland branch at a meeting in Wellington last week.

Ascot Park Hotel will be the venue for the conference, expected to be held in late April.

Hunters Found Safe, Well

Two Winton hunters, overdue on a hunting trip at Lake Hauroko, were found at the Teal Bay hut yesterday afternoon.

Messrs Lloyd Duthie and Murray McDonald were due out on Sunday.

When they had not appeared yesterday morning a search boat from the Clifden ranger station was sent to find them. Constable Gary Tong, of Tuatapere, said last night.

"We found them at the hut," he said. "Their boat had broken down, so they decided to stay put."

"That was the best thing to do in the circumstances," he said.



Two key members of the Game Industry Board who addressed a meeting of deer farmers at Ascot Park Hotel last night, the board's chairman, Mr Tom Williams (centre), and general manager, Mr Mike Pattison (left) with the chairman of the Southland branch of the New Zealand Deer Farmers' Association, Mr Walter Somerville.

Game Industry Board Meets in City

Building the foundation of an orderly, long-term marketing structure for New Zealand's deer products takes time — a fact the chairman of the Game Industry Board, Mr Tom Williams, believes is not always appreciated by farmers.

Mr Williams was in the city, together with other board members, to attend an open meeting with the provinces deer farmers at Ascot Park Hotel last night.

The Game Industry Board normally met in Wellington, but had decided that it should make the opportunity to travel to other regions and talk directly with people involved in the deer farming industry, Mr Williams said.

"Southland was high on our list of priorities because of the high number of people involved in the industry."

Previously the board had met in Auckland, he said.

Mr Williams believed the board was operating efficiently and in the best interests of both producers and exporters.

"The board has kept the industry together, and that's been no mean achievement," he said.

The board had proved successful in its market promotion of deer products, in spite of the perceived slow progress by deer farmers, he said.

"It's a small industry, but it is united."

Single Brand

There has been a view held by many in the industry, especially since the Chernobyl disaster, that New Zealand venison should have a single brand, identifying the product as specifically New Zealand farm raised venison.

The Game Industry Board had looked at a "whole range of branding strategies," according to its general manager, Mr Mike Pattison.

These strategies included a joint venture between exporters and the board that would provide a guarantee of consistent quality, he said,

and one that would project a "grand image" for New Zealand-farmed venison.

He saw the board's role to be in the development of market opportunities that would result in the maximum long-term financial returns to the total NZ deer industry.

Recent successes at major overseas food shows were evidence of the effectiveness of the board's promotional activities, Mr Pattison said.

"What we are doing is building an awareness of New Zealand as a reliable supplier of game, farm-raised, and of a distinctly good quality."

Last year, the board spent more than \$900,000 on promotional activities. Mr Pattison anticipated the final budget for the present year would see an increase of about 25 per cent.

"The problem is always to ensure that we are getting the maximum return for every dollar spent."

To June, 1986, 30,000 deer were slaughtered and processed for export for 2200 tonnes of venison worth \$21 million in overseas income.

For the year ended June, 1987, 42,000 deer were processed, for a return of \$24.5 million.

Velvet produced about \$8 million in 1986 and \$10.5 million to June, 1987, Mr Pattison said.

"That gives an indication of the rate at which the industry is growing, and we expect a similar level of increase in future years."

The figures also demonstrated the need for the ongoing development of markets for New Zealand farm deer products, Mr Pattison said.

Renewed Interest In NZ Venison

Renewed interest from Europe for New Zealand venison automatically assumes that high prices are suddenly being secured by New Zealand exporters.

However, according to Wrightson Venison, one of the major exporting companies, the reality is that the European market was a disaster until May both in demand and price.

European venison stocks have gradually been dwindling to modest levels which now means that importers and distributors are beginning to re-order.

But Wrightson Venison believes that most European importers are being non-committal on how strong the interest in venison is from the trade, what forward sales projections are and the movement in pricing levels.

Venison purchases, therefore, appear to be more of "a hand to mouth" pattern, meeting mainly short term requirements as opposed to the long term ordering before the Chernobyl disaster.

One of the more fortunate spin-offs from Chernobyl, according to Wrightson Venison has been an increasing awareness among European buyers of New Zealand's clean and natural image.

Wrightson Venison says that it is now receiving more widespread interest from buyers who had previously shown little interest in "farm raised New Zealand venison."

While the trend is encouraging Wrightson Venison warns that New Zealand still has to compete for its market share and the prices required of the market have to be realistic.

The company cautions farmers that there is a fine line between having preferred product and over-rated product and that if the price demanded is too high, New Zealand venison could be priced off the world's markets.

The critical problem area is pricing and New Zealand's exchange rate compared with the US dollar during the past 12 months.

A 9c to 10c difference in the value of the New Zealand dollar equates to an 18 to 20 per cent decline in the US dollar, which effectively means that the present schedule of \$6.05 is the equivalent of \$7.14 last season.

Wrightson Venison has established a world-wide network of buyers all of which are showing great confidence in New Zealand venison.

The company estimates that the 1987-88 kill will reach approximately 60,000 head, up from 45,000 in the past year.

Hygiene Care Needed

Leptospirosis is carried by deer, is highly infectious to man, and is just one serious disease which can result from poor hygiene in deer yards.

The New Zealand Deer Farmer's newsletter, Stagline, reports having received a letter from Wanganui health inspector, Mr M. J. Shipley drawing the association's attention to a case of a local deer farmer being infected with the disease, possibly from his deer.

Lepto is an extremely debilitating disease which causes acute flu-like symptoms including fever, muscular pain and headaches.

Lepto symptoms can last for several weeks or months during which time victims can be bed-ridden.

In his letter, Mr Shipley said deer presented hygiene difficulties for deer farmers which include:

- The animals, especially red deer, urinate under stress and their coats become filthy. (Infectious leptospire are transmitted in the urine).

- Workers come in close contact with the animals and their hands are frequently knocked, causing injury and abrasions.

- The work is hot and demanding and protective clothing is generally not worn.

- Earth floors are commonly preferred and therefore the provision of water and cleaning of floors and equipment is not practical. Hand washing facilities and first aid are not usually available.

Mr Shipley said employers were expected to provide facilities which allowed a reasonable level of worker hygiene.

He recommends that the following practices would protect workers from skin and wound infections, including the possibility of leptospirosis.

- Hand washing facilities near to deer pens.
- Disinfectant and first aid including bandages and plasters

- Protective clothing such as gloves and arm and leg protection

- Ensure that all employees are given good information as to disease dangers and that they have ready access to the facilities provided.

Authority Adds Weight To Takahe Introduction

The Southland National Parks and Reserves Board has made significant progress in its bid to have the endangered takahe introduced into the Glaisnock and Edith catchments of Fiordland National Park.

It has successfully applied to the National Parks and Reserves Authority to have part of the Glaisnock wilderness area (in which the Glaisnock and Edith catchments are contained) revoked to allow the introduction of the rare birds in October.

The National Parks Act

at present prevents the introduction of the birds into the catchments while they form part of the wilderness area.

At a meeting on Friday, the authority agreed unanimously to recommend to the incoming Minister of Conservation that he re-

voke part of the wilderness area.

The secretary, Mr Roger Still, told The Southland Times from Wellington yesterday the authority agreed to incorporate a new policy into the operative Fiordland National Park management plan to allow for the introduction.

The authority also agreed to a board request that it review a sub-section of the National Parks Act which at present forbids animals or vehicles of any description from being taken into, used or kept in wilderness areas.

Mr Still said the authority noted that the Southland board proposes to deal with the classification of the balance of the wilderness area when it reviews the current park management plan.

Up to Minister

He said it would now be up to the Minister of Conservation, in terms of the Act, to consider lifting the wilderness status on part of the area.

Mr Still said he did not think the Minister would go against the authority's recommendation.

The Southland board wanted only the minimum area necessary to be revoked, but Mr Still said this has yet to be defined by the Department of Survey and Land Information.

If the Minister agrees to the revocation, this will have to be gazetted.

The chairman of the Southland board, Mr W. J. F. Somerville, said yesterday a whole chain of events had been set in motion by the authority's decision.

He was pleased the authority had chosen to endorse the board's position on the issue.

Mr Somerville said the board was treating the release of the takahe into Glaisnock-Edith as a high priority and believed the course the board is taking was the most expedient solution.

He said the question of the classification of the balance of the wilderness area was one which should be tidied up in the term of the present board.

Submission

The authority considered a submission from the New Zealand Deerstalkers' Association on the issue.

The national president, Mr J. C. Bamford, said in it that his association considered the Glaisnock environment too harsh, and consequently incompatible with successful takahe establishment.

"Nevertheless, we recognize that it is the objective of all concerned that an achievable solution must be found to the three distinct components of the issue — takahe management, wilderness management, and wapiti management," he said.

Disagreed

However, Mr Bamford said the NZDA strongly disagreed with any proposal to remove the wilderness status from part of the area without public consultation, or without the complex question of the inter-relationship of wapiti, takahe and the wilderness being satisfactorily addressed.

He said that a time frame for the re-introduction of takahe had been set for October, these considerations could not be met.

Therefore, the NZDA opposed the board's plan to "disembowel" part of the wilderness zone.

NZ Venison Wins Awards

Venison featured in the medal winning dishes presented by New Zealand chefs at the Culinary Arts Festival held in Vancouver in July.

The New Zealand Game Industry Board reports that the New Zealand team was successful in winning a gold and silver medal for their hot and cold presentations respectively.

The venison dishes were: Medallions of Venison Dusky Sound, described as "mouth watering venison backsteaks resting on a bed of onion marmalade and

veiled with a refined green chartreuse sauce accompanied by a glazed vegetable feuillet and garnished with fresh herbs."

High Country Venison Loin Te Anau, "succulent venison loin flavoured with wild mushroom farce baked in a peppercorn crust, served on red currant sauce, garnished with a baby pear poached in raspberry vinegar and a symphony of glazed vegetables."

The venison was sponsored by the Game Industry Board.

Tough Competition

Competition was described as "tough," as the Vancouver Culinary Arts Festival is second only to the World Culinary Olympics in importance.

Twenty-two countries competed and each team had to prepare 12 dishes, two of which were presented hot to the judges while the remainder were served as a cold buffet to 150 people.

The chefs had four hours to complete the cold buffet task. To receive medals the teams had to score better than 95 per cent for gold, 85 per cent for silver and 75 per cent for a bronze.

Members of the public were able to buy tickets for the cold buffet and New Zealand's dishes went the fastest, selling out in only 11 minutes.

The members of the successful New Zealand team were Graham McFarlane (Hamilton, team captain), Graham Brown (Christchurch), Greg Heffernan (Taupo), Steve Morris (Taupo), and Hennie Lill (team manager) and Ham Hawkes (Invercargill, as assistant team manager).

Mossburn Plant Changes Hands

It would be business as usual at the Mossburn venison works, Mr Howard McNamara, employee relations manager for its new owner, Fletcher Challenge Ltd, said yesterday.

He told the staff of Southern Lakes Venison Packers Ltd that Fletcher Challenge was committed to the venison industry in New Zealand.

There was no question of redundancies.

Wilson Neill Ltd has sold its subsidiary, Southern Lakes Game Foods Ltd, which owns 52 per cent of Southern Lakes Venison

Packers, to FCL arm Wrightson Dalgety, which already held 24 per cent of the company.

The sale, for an undisclosed consideration, is subject to Commerce Commission approval.

The move was in no way a reflection on the prospects of the game industry, Wilson Neill director Mr D. C. Sharp said, nor on the management of the Mossburn plant, which he de-

scribed as excellent.

It was simply that Wilson Neill believed its capital would be better employed in other areas of its export business which offered greater opportunities for growth.

The company also said it had negotiated the sale of its 50 per cent shareholding in Berg's Game (1982) Ltd, of Rotorua, to Mair Foods Ltd, a Mair Astley subsidiary.



SOUTHLAND FARMERS

DEER The only choice

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10 rising two year red hinds, mated to top red stag.

Phone Sandy Anderson 86-454 Gore. 10/10/87 4725

Deer Farmers Badly Hit

(PA) WELLINGTON
Many deer farmers face a financial crisis because of tax restrictions announced last week, according to the Deer Farmers' Association.

The association is advising farmers to take their accounts to their MPs to point out the problems the new livestock taxation system has caused.

Last week the Minister of Inland Revenue, Mr de Cleene announced that farmers would not be allowed to value livestock under a cost option. This means they must use the values set by the Inland Revenue Department, which are higher for many types of stock, leading to higher tax bills.

The announcement follows the revamping of the livestock taxation system earlier this year, and intensive lobbying of Government by farmers who strongly criticized the new system's complexity.

Association president Ian Spiers said Mr de Cleene's decision was hasty and ill-informed and involved no consultation with farmers, in spite of their numerous submissions.

"Farmers are now in the position of being forced to pay tax on a government-inspired revaluation of their livestock," Mr Spiers said.

"The only change has been in the rules, there have been no sales, no income and no profit. There is just accounting adjustment creating an imaginary profit and a real cash liability."

Argued

Farmers have argued that the new system hits those who are building up stock born on the farm are allocated a set value which

is counted as taxable income.

Deer farmers are particularly concerned because stock have high set values and because the national deer herd is still being established and numbers are increasing.

The Ministry of Agriculture and Fisheries predicts deer numbers to rise from their current level of 450,000 to about 1.3 million in five years.

Deer Farmers' Association chief executive Mr David Hickman said under the system, a hind (female deer) born on the farm which was being kept as part of the herd would be valued at \$780 under the set values.

That \$780 would be classed as income and would be taxable.

Mr Hickman said if farmers were able to use the cost option for valuing the hind she would be worth only about \$20 to \$80.

Mr Spiers said Mr de Cleene denied all knowledge of the association's submissions on Wednesday yet he signed a letter the next day saying he had studied the submissions in depth.

The association had been dealing with the Ministers of Agriculture and Finance and was waiting for the return of Mr Douglas from overseas for a meeting on the subject.

"This government talks of consultation, fairness, equality and neutrality," Mr Spiers said. "Mr de Cleene has demonstrated that he either doesn't know the meaning of these words or that he just doesn't care."

Challenge Deer Buys Mararoa

Challenge Deer Ltd has bought the 3500ha Mararoa Station near Te Anau from Mr Tim Wallis, a pioneer of the deer farming industry in New Zealand.

Challenge Deer is the venison, velvet and deer farming arm of Fletcher Challenge Ltd's recently restructured Rural Sector.

Its general manager, Mr Denis Hazlett, said yesterday the company intended using Mararoa for research and development, and to supplement the supply to Challenge Deer's venison processing plant at Mossburn. It would be used to research improved methods

of fattening deer and improved breeding strains.

In addition to 2000 breeding hinds, Mararoa ran 7000 ewes and 800 cattle, Mr Hazlett said from Christchurch.

Mossburn

Challenge Deer had bought out Southland Farmers Co-op's minority stake in Southern Lakes Venison Packers Ltd, which owned the Mossburn plant. The plant was a vital component in the company's strategy to add value to the products of the deer farming industry, Mr Hazlett said.

Fletcher Challenge acquired control of the plant in late September.

"We have contractual

killing arrangements at Hokitika, Feilding, Hastings and Mamaku as well as the Mossburn plant, to supply our overseas markets."

Forward killing contracts had been offered to deer farmers through Wrightson and Challenge Deer would again run its velvet pools this season, he said.

"Challenge Deer places considerable emphasis on chilled venison and has a strong offshore network of venison importers. Moves to strengthen procurement and the acquisition of the Mossburn plant and Mararoa Station would help continuity of supply to these outlets," Mr Hazlett said.

NZ Venison Sold In Germany

(NZPA Staff Correspondent)

COLOGNE

Fresh venison is being sold by a Christchurch company through a German supermarket chain in a million dollar export order.

The company, Fortex, sent a chilled shipment of 60 tonnes and it started selling through 40 stores in the Dortmund area north of Cologne this month.

"The venison will sell because it's fresh and it comes from New Zealand," the Minister of Overseas

Trade and Marketing, Mr Moore, said.

"There's still lasting concern here over the effects of Chernobyl and the meat is totally nuclear-free.

"We won't rub salt into the wound by advertising this, we'll let New Zealand's image sell the product," Mr Moore said.

He said Fortex was making a major campaign to "seize hold of the German consumer market. We can sell them a high quality alternative to wild venison, fresh from New Zealand in retail packs."

Mr Moore is in Cologne for the world food and beverage fair, which is attended by 40 New Zealand firms.

The fair covers the size of 40 rugby fields and has

more than 5000 individual exhibition stands.

New Zealand has twice the number of exhibitors as two years ago — when the 14 participants generated business worth \$5 million.

Mr Moore said the spin-off trade then was valued at an estimated \$50 million for New Zealand.

Wapiti Pool Success

AFFCO Exports Ltd recently won the tender for the first venison pool offered by the New Zealand Wapiti Society.

North Island farmers will receive \$6.50 per kg for stock sold through the pool. One year old South Island animals will be paid for at the rate of \$6.40 and two year olds at \$6.50.

The president of the Wapiti Society, Mr Tim Wallis, described the tender prices as "a real breakthrough" for the Wapiti breed.

The success of the society's venison pool, coupled with the equally successful earlier velvet pool proved the Wapiti was capable of attracting premiums.

"This has been proved by the open tender system," Mr Wallis said.

Since the closure date of the venison pool in September, Mr Wallis noted there had been an improvement in the schedules offered by other companies.

The success of its two pools indicates that the Wapiti Society will continue to hold more in the future.

MAIR NATIONAL Deer Marketing Ltd

Velvet — all grades
Top prices — immediate payment
No Commission
Requires large number of stags
Contact Gavin Alderson
Phone (0294) 86-146 Alexandra

FORTEX GROUP VENISON SCHEDULE

Commencing 19 October 1987

MAIN GRADES	Price/kg
AP1 85.1 kg & over	6.00
AP2 65.1 kg to 85.0 kg	6.00
AP3 45.1 kg to 65.0 kg	6.00
AP4 up to 45.0 kg	4.80
AF	3.00

Bookings: Phone our Wakanui works new number (05 323) 898

LAMB SCHEDULE

Commencing 19 October 1987

MAIN GRADES AT FORTEX SEAFIELD

HOT WEIGHT PAYMENT

Grade	Cents/Kilo	Grade	Cents/Kilo
BETA	275	TL	80
PL	110	TM	105
PM	140	FL	70
YL	115	FM	90
YM	140	FH	85
A	105	CL	75
FP1 15mm GR	200	CM	105
FP2 15mm GR	180	CH	95
		M	24

Contact Graeme Drennan — Booking Clerk, Wakanui (05 323) 898 or Area Co-ordinator, Greg Boleyn (0297) 47-205 Oamaru.

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PRELIMINARY NOTICE

FIRST ANNUAL SALE

CAIRNHILL GROUP

DEER SALE

LORNEVILLE

Thursday December 17, 1987

Commencing 1.30pm

Consisting of:

24 — Selected Breeding STAGS

45 — Selected Yearling HINDS

Selection of German x and English x Yearling STAGS

Full particulars later.

Phone:

Brian Duggan

(021) 367-386

John Duncan

(021) 358-566

DOC Concerned About Tuberculosis

The Department of Conservation would be concerned if people in the Catlins area were harbouring deer or opossums for their own use, Murihiku district conservator Lou Sanson said yesterday.

He told the Catlins Forest Park Advisory Committee that tuberculosis was becoming a serious problem in the area, especially in the northern Maclellan region, and land-

owners not allowing hunters on their property could worsen the problem.

A hunter recently reported eight out of 1700 opossums he caught had Tb, which was nearly 1 per cent.

Mr Sanson said the situation was being monitored closely and poisoning would be a last resort.

FCL Restructures Its Rural Services

Fletcher Challenge Ltd yesterday announced a comprehensive reorganization of its rural servicing business.

The restructuring, which comes a year after the merger of Wrightson and Dalgety Crown, entails no further job losses among Wrightson Dalgety's 4000 staff — 1300 fewer than at the time of the merger.

The new "Rural Sector" of FCL will consist of 11 separate operating companies, its chief executive, Mr Michael Andrews, said yesterday.



MR ANDREWS

proven to be effective and successful, of isolating those operations which could be freestanding and incorporating them into independent businesses."

Much the largest of the companies will be Wrightson itself, which will concentrate on the traditional core stock and station agent services — livestock, wool broking, merchandising and rural finance.

The other 10 companies are:

- Challenge Deer, which will cover the procurement and marketing of both venison and velvet. Normal livestock trading in deer will continue to be the responsibility of Wrightson.

- Challenge Seeds, which will control both grain and seed processing and trading, as well as the research operation at Kimihia.

- Wrightson Real Estate, which has been operating largely as a stand-alone

business for some time.

- Challenge Stock Procurements, which will be responsible for contracting to supply stock both to the meat exporting companies and for export to the Middle East. It will, in turn, contract the drafting of the stock it needs to the Wrightson company.

- Wrightson Bloodstock Ltd, a separate company within the Wrightson NMA organization for some time.

- Wrightson Horticulture, another operation where there is effectively no change in status.

- Duraphos, the new fertilizer company.

- Challenge Freight Services, which will incorporate both Ascot Shipping and Wrightson Airfreight Ltd.

- Commercial Auction,

which will continue to operate with Wrightson branch support until it is a viable stand-alone company.

- Challenge Wool, which will manage the existing wool venture units, including scours and dumping plants, and will look to expand FCL's involvement in the natural fibre industries.

The name Dalgety is being phased out, in accordance with an agreement between Crown Corp and Dalgety New Zealand's British parent, Dalgety Plc, when they merged. That obligation, to withdraw the Dalgety name from the market place by next June, passed to Wrightson Dalgety when Wrightson and Dalgety Crown, in turn, merged last year.

National Velvet Time Again

The Southland branch of the New Zealand Deer Farmers' Association will once again be hosting the National Velvet competition at next month's Southland A and P show.

This will be the sixth year of the event which has become a nationally recognized prestigious competition with trophies now much sought after by deer farmers from the North Cape to Bluff.

The National Velvet competition is the feature of the Southland branch display at the summer show and attracts big crowds to the final public judging and presentation of prizes.

The competition is also now recognized as the yardstick by which deer farmers can measure their own performance and that of their herds.

To win or gain placings in the various categories is considered a major achievement, one that is worth a considerable amount when it comes to future progeny sales.

The trophies at stake are again:

KPTA NEW ZEALAND TROPHY for a Red stag that has not previously been entered in the National Velvet competition. This trophy has been donated by the Korean Pharmaceutical Traders Association.

DEER AND GAME SERVICES INVITATION CUP for imported Red deer, donated by Clive Jermy.

ALPINE HELICOPTER CHALLENGE TROPHY awarded for the best Wapiti-Elk velvet and donated by Alpine Helicopters.

WILSON NEILL RED DEER TROPHY for New Zealand bred red deer.

SOUTHLAND FARMERS CHALLENGE SHIELD, competed for by the various branches of the NZDFA. The winning branch is determined by the number of points its members accumulate in the above sections. Last year's winning branch was Canterbury.

WRIGHTSON DALGETY ALL-COMERS TROPHY is an open event with prizes awarded for the superior velvet of the overall competition.

THE WRIGHTSON DALGETY SOUTHERNER TROPHY is given for the best Red deer velvet bred by a member of the Southland branch of the NZDFA.

Inquiries regarding the competition and entry forms can be obtained from Walter Somerville, (021) 399-803, Peter Ryan (0225) 5054, John Cowie (021) 360-575 or David Stevens (020) 46-330.

VENISON SCHEDULE FROM 23/11/87 UNTIL FURTHER NOTICE

GRADE	FAT	WEIGHT	PRICE/KG
AP1	-14mm	+70.0	\$5.80
AP2	-12mm	50.0/70.0	\$6.05
H1 (Hybrid)	-12mm	+70.0	\$6.00
AP3	-10mm	-50.0	\$4.75
AF	Overfat		\$4.40
AD	1 Damaged Primal		\$2.50
AM	2 Damaged Primals		\$1.50
TBR	TB Reactors		\$2.00



Your key to innovation and bigger returns is a telephone call to:

Game Foods New Zealand Ltd
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Your Local PPCS Ltd Drafter



DEER VELVET

We are again paying TOP PRICES for ALL GRADES of Deer Velvet.

Our buyers will be in attendance at the Southland Farmers' Co-op Assn Ltd, Clyde Street Bulk Store each Friday, 2pm to 4pm.

OR CONTACT

John Duncan
Sandy Anderson

Phone 358-563 Invercargill
Phone 86-454 Gore

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FORTEX GROUP VENISON SCHEDULE commencing 28 September 1987

MAIN GRADES

AP1	85.1 kg & over
AP2	65.1 kg to 85.0 kg
AP3	45.1 kg to 65.0 kg
AP4	up to 45.0 kg
AF	

Bookings: Phone our Wakanui works new number (05 323) 898

LAMB SCHEDULE

commencing 28 September 1987

MAIN GRADES AT FORTEX SEAFIELD

Grade	Cents/Kilo	Grade	Cents/Kilo
PL	130.0	TL	90.0
PM	163.0	TM	130.0
PX	150.0	TH	120.0
PH	130.0	FL	86.0
YL	135.0	FM	105.0
YM	165.0	FH	103.0
YX	160.0	CL	80.0
A	115.0	CM	130.0
M	34.0	CH	120.0

FORTEX PRIME 2.15mm GR (16.5-20 kg) 1.95c/kg

FORTEX PRIME 1.15mm GR (20.5-25 kg) 2.10c/kg

BETA LAMB SCHEDULE: 3.00c/kg

Contact Graeme Drennan — Booking Clerk, Wakanui (05 323) 898 or Alf Co-ordinator, Greg Boleyn (0297) 47-205 Oamaru.

2nd EASTERN SOUTHLAND DEER VELVET COMPETITION GORE A&P SHOW DECEMBER 2, 1987

Open to velvet from 3 and 4 year old stags. Prizes and trophy sponsored by Southland Farmers, Wrightson Dalgety and Combined Rural Traders. Entry forms available from all deer agents or P. Brunson.

Phone (020) 88-406 Gore.



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Wrightson Dalgety



Deer Services

A Division of Wrightson NMA Limited

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We are now accepting velvet for the 1st Pool, or on a buying basis, at our Depot which is situated at the Wrightson Dalgety Machinery Division, Tweed Street, Invercargill.

Our Deer Representatives will be on site every Friday afternoon.

The closing date for accepting your velvet for the 1st Pool is:

Thursday November 26, 1987

DEER VELVET

Luggate Game Packers, Luggate, is buying all grades of VELVET ANTLER for the 1987-88 season. Special factory door rates. Top prices paid.

Contact:

FACTORY MANAGER

Murray Hamer

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Helicopter Strikes Wire Bridge

(PA) CHRISTCHURCH
A man regained consciousness after a fatal helicopter crash in South Westland yesterday to find himself half submerged in the Landsborough river.

Ian James McLennan, of Christchurch, freed himself from his harness and set about trying to revive the pilot, who was completely submerged in nearly 2 metres of water.

Efforts to resuscitate the pilot failed. He was William Hamner Atkinson, aged 31, of Hanmer Springs.

The crash, about 6am, was the second fatal accident involving a helicopter hitting overhead wires in three days following the Wellington accident on Friday in which helicopter rescue pilot Peter Button and two passengers were killed.

Senior Constable Rodger Millard, of Haast, said the Robinson R22 helicopter fell apart when it struck a three-wire bridge strung

across the Landsborough river.

"The helicopter caught the wires and that pulled it down into the river. It fell to pieces," Constable Millard said.

The wreckage came to rest in nearly 2 metres of water, he said.

Constable Millard said it appeared Mr Atkinson had flown the helicopter down the Clarke river and was turning to fly up the Landsborough river when it struck the wires, snapping one of them.

He said a post-mortem would be held to determine if Mr Atkinson died outright or drowned.

Constable Millard said Mr McLennan, the shooter on the trip, came around to find himself strapped in his

seat with only his top half above the water.

"He was very lucky. He got the pilot out and tried to resuscitate him but got no signs of life.

"He then began to walk out," Constable Millard said.

The bridge was strung across the river in the depression years to help trampers, he said.

"Everybody knew it was there but nobody did anything about removing it. They will now, of course," Constable Millard said.



FIORDLAND BRANCH
VELVET SALE DAY
THURSDAY DECEMBER 10, 1987

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TE ANAU

Producers are requested to register prior today. Freezer space available on day. Lunch and refreshments available.

BUYERS ATTENDING
Southland Farmers

Taimex
Pyne Gould Guinness
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Park Trading Co
Inquiries phone 7680 or write to Secretary, Box 148, Te Anau. 6029

Researching Venison Quality

A Ministry of Agriculture and Fisheries study has shown that age, weight and season of slaughter of Fallow deer bucks affects the composition and distribution of meat on the animal and therefore the carcass value.

The study, undertaken by the meat group at Ruakura, investigated carcass cuts and meat quality in Fallow deer which now make up 10 per cent of New Zealand's farmed deer population.

Meat scientist, Dr Barry Butler-Hogg, is reported in the Meat Board's Meat News as saying that deer are highly seasonal in their breeding, growth and food intake patterns.

The activities of the bucks are geared up to ensure that they are in peak condition for the rut, the autumn mating period. In mature bucks, there are dramatic changes in body composition because the animals stop eating and use up their fat reserves during the rut and do not begin growing again until the spring.

The Ruakura team examined commercial animals to find the influence of age and season on joint weight distribution, yields of highly priced cuts and venison quality, in 475 Fallow bucks.

Dr Butler-Hogg said the results, in agreement with those of other researchers, showed that as deer become older and heavier more of the carcass is concentrated in the shoulder and neck regions.

Seasonal Effect

There is also a seasonal effect on weight distribution, with the biggest changes occurring between the pre and post-rut periods; in the leg where it increases by 1.3 per cent and the saddle where there is a decrease of 2.3 per cent.

The overall effect on the high value cuts is therefore a decline in post-rut animals of one per cent.

The saddles and legs of

Red and Fallow deer were roasted to an internal temperature of 75 Celcius. Individual muscles were trimmed, cooled, cut into 2cm cubes, reheated for 80 seconds in a microwave

oven and distributed to 493 tasters.

Each taster scored the samples on a scale of one "couldn't be worse" to nine "couldn't be better."

Fallow venison scored 6.60 and Red venison 6.68 on meat quality. Dr Butler-Hogg said the results indicated that people generally could not tell the difference between the two types.

Dr Butler-Hogg said Fallow venison had a consistently high pH value but, unexpectedly this did not adversely affect the tenderness of the meat. Venison from Fallow deer is rated as very tender in tests, in spite of the fact that such a high pH value theoretically results in tough meat.

Fallow deer appeared to be quite different from other deer and from sheep and cattle in this respect. He believed part of the difference could be related to temperament.

Yearling Hinds Hard to Sell

A top price of \$3000 for rising two-year-old red hinds was recorded at Elders Pastoral's second national video deer sale yesterday.

The sale was conducted in Hamilton via telephone and video link to regional selling centres including Invercargill.

A good-sized crowd attended the Invercargill sale at Ascot Park Hotel. The bulk of the 96-lot ring consisted of yearling red hinds which attracted only limited interest from buyers.

In fact, 29 out of the 59 lots failed to reach

vendors' reserves and were passed in.

The best of the yearling hinds sold was a line of five German cross on account of C. and J. Parker of Hamilton, for \$1450.

One line of red yearling hinds was passed in at \$1300 and a line of elk-wapiti cross failed to sell at \$1950.

H. J. and N. M. Robinson, of Fortification, paid the top price of the sale, buying five rising two-year-old

first calving hinds from J. and A. Crowley, of Hamilton, for \$3000.

A feature of yesterday's sale was its live transmission to the Royal Agricultural Show in Perth, Western Australia.

Prices:

Yearling red hinds: Best \$980 to \$1450, medium \$875 to \$975, smaller to \$650.

Two-year-old hinds: Best \$2550 and \$3000, medium to good \$1450 to \$1800, smaller to \$1010.

Three-year-old hinds \$1400 to \$1510.



DEER VELVET

We are again paying TOP PRICES for ALL GRADES of Deer Velvet.

Our buyers will be in attendance at the Southland Farmers' Co-op Assn Ltd, Clyde Street Bulk Store each Friday, 2pm to 4pm.

25/11/87

OR CONTACT

John Duncan
Sandy Anderson

Phone 358-563 Invercargill
Phone 86-454 Gore

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Stock Auctions

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21/11/87

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Top Prices — Immediate Payment

No Commission

Require large number of Stags

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Wrightson Dalgety



Deer Services

A Division of Wrightson NMA Limited

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We are now accepting velvet for the 1st Pool, or on a buying basis, at our Depot which is situated at the Wrightson Dalgety Machinery Division, Tweed Street, Invercargill.

Our Deer Representatives will be on site every Friday afternoon.

The closing date for accepting your velvet for the 1st Pool is:

Thursday November 26, 1987

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PAPAWAI
DEER STUD

Selected International Bloodlines — Superior Progeny

1ST ANNUAL SIRE STAG SALE

Monday 14th December 1987, 1 p.m.
at

**"MITCHPINES KOPUTAROA
SALES COMPLEX - LEVIN"**

This Top Quality Yarding is offered to
discerning buyers and comprises:

**20 SELECTED
PERFORMANCE RECORDED
2 YEAR OLD STAGS**

consisting of Swedish and English blood
lines (Normanby, Studley Royal, Lowther
Sires from superior N.Z. Hinds)

**50 x 1 YEAR OLD
SELECTED HINDS**

consisting of Swedish, Danish and
English bloodlines

Papawai Deer Stud Herds are
FULLY TB ACCREDITED.

Light refreshments available

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**AUCTIONEERS:
WRIGHTSON DALGETY**



Invermay has achieved multiple births in Red hinds for two seasons in a row, an achievement clearly seen in this photograph of a group of hinds and their young fawns.

Deer

Deer and Game Services Invi-
tation Cup — Champion New
Zealand Red Deer: P. L. Fraser,
Rotorua, 1, John and Zoe Hun-
ter, Te Awamutu, 2, Coringa
Park, Ashburton, 3.

Imported Red Deer: B.
Deadman, Taupo, 1, 2 and 3.

El-Wapiti Cross, Alpine Chal-
lenge Trophy: T. Wallis, 1,
Fiordland Wapiti Park, 2, A. R.
F. Sullivan, Eastern Bush, 3.

KPTA Trophy, Maiden New
Zealand Red Deer: John and Zoe
Hunter, 1, Coringa Park, 2, J.
Pearse, Temuka, 3.

Wrightson Dalgety Southern
Trophy — Best Red Deer bred in
Southland: J. A. Cowie,
Limehills, 1, E. A. and L. E.
Burnett, Glencoe, 2, P. Stevens,
Balfour, 3.

Supreme Allcomers Trophy:
T. Wallis, 1, P. Fraser, 2, Fiord-
land Wapiti Park, 3.

Southland Farmers Co-
operative Association Challenge
Shield for NZDFA branch gain-
ing the most points: Bay of
Plenty.

9/12/87

Multiple Deer Births At Invermay

By GORDON BROWN
Journalist, Invermay

24/12/87

There have been a significant number of multiple births in early calving Red deer at Invermay Agricultural Centre for the second year running.

In October 1986, 12 sets of twins and a set of male triplets were born in a group of 33 hinds that had been treated with hormones to induce early calving. This was the first time that a large number of multiple births had been achieved in Red deer.

In October 1987, a group of 26 Red deer hinds, treated with a lower level of hormones than those in the previous year, had seven sets of twins, all of which survived.

Deer research scientist, Dr Geoff Moore, said the multiple births were a direct result of treatments given to deer in Invermay's early calving research programme. Trial work involves treating both Red hinds and stags.

He said the research was now well advanced, and the results so far suggested exciting potential with calving dates advanced from four to five weeks.

This advance enables calves to take advantage of high quality spring pastures, and as a result, it is possible they would be ready for slaughter the following November, at a time when venison exporters were offering premium schedules.

Induced

Oestrus was induced in hinds at the beginning of March with calving starting in mid-October. In some treatment groups, median calving dates of October 21 had been achieved, and up to 89% of the treated hinds had calved to the induced oestrus over a 12 day period.

Dr Moore said the natural onset of the breeding cycle for deer was controlled by photoperiod, or the increasing period of night-darkness. To overcome this natural timing, two different techniques were used.

The hinds were primed with progesterone followed by an injection of pregnant mares serum (PMSG) — a

hormone produced commercially from the blood of pregnant mares. Using this treatment it was possible to advance the mating season by four to five weeks.

Dr Moore said this season's research had shown the treatment could be used on lactating hinds, as well as weaned hinds, provided their calves were several months old.

Stags

The mating season or rut, had also to be advanced for the stags.

Untreated stags would mate with the hinds when they came into season, but their fertility was normally low at this earlier time and successful mating was less likely Dr Moore said.

To overcome this problem the stags were given monthly implants of melatonin, for several months before the hinds were ready to mate. A treated stag should not be expected to mate more than about 10 hinds over a two day period.

If untreated stags were used, oestrus should not be induced in hinds before mid March for calving in early November, and again the stag should not be expected to mate large numbers of hinds in a short period, he said.

Dr Moore said as far as achieving a high level of twinning was concerned, it was important to qualify the above methods. In 1986 a second group of 22 hinds was given the same treatment three weeks later but no twins were produced.

He said it appeared from these and other results, that the progesterone-PMSG treatment only produced a significant number of twins if hinds are treated before the normal breeding season. Ensuring good stag fertility was also important.

He said there was little advantage in obtaining multiple births if calf mortality was so high that overall production was increased only marginally.

In 1986 the mortality (including four stillbirths), was 25 per cent for twins compared with 5 per cent for single calves in the study.

Nevertheless the weaning percentage for hinds which had multiples was much higher (21 calves weaned from 13 hinds including the set of triplets) than the 95 per cent for the hinds with single calves.

At weaning in early April this year, the liveweights of the calves were a useful indication of just how well a hind could rear twins. The single calves averaged 67kg, sets of surviving twins 53kg and twins reared as singles weighed 60kg.

The single early born calves were about 15 to 20kg heavier than the weaning weight of the single calves born in the normal breeding season at Invermay, and by mid November weighed 105kg compared with 86kg for later born calves.

Considerable variation occurred in the winter-spring growth rates of the early born males with half of them going through puberty during their first winter. These deer had lower growth rates in late winter-early spring, but after casting their spikes in October went into another growth spurt.

Dr Moore said more research on this phenomenon was required to optimize the benefits of earlier calving.

He also said at this stage the twinning results were promising, but the research was still experimental, and more needed to be done to test practical approaches which could be used on anything other than a small scale.

Chernobyl Still Plagues Norway's Reindeer

(NZPA-Reuter)

OSLO

Norway's Lapps must destroy thousands of radioactive reindeer this Christmas as the Chernobyl nuclear disaster casts its shadow over their livelihood nearly 20 months after the accident.

Herders in the mountains of southern Norway, the area hardest hit by deadly caesium 137 released in the May 1986 blast at a power station in the Soviet Union, must discard some 8,000 reindeer carcasses, researchers said yesterday.

"What surprises me most is that people are still shocked when they hear about the problem," researcher Terje Skogland, from Norway's Directorate for Nature Management, said.

"Caesium 137 takes about 30 years to lose half its radioactivity. We've said all along that this problem will be with us for a long time."

The culling of reindeer herds reaches its peak at Christmas. The furs are used to make coats and slippers, while the rich,

dark meat, served with cranberry sauce, is a traditional Norwegian delicacy.

Agriculture ministry officials estimate about 15 million crowns (\$US2.3 million dollars) will be paid this season to some 200 Lapp families in southern Norway, whose entire annual income for centuries has hinged on the sale of meat from their herds.

"The compensation scheme was introduced to save an entire culture based on reindeer herding," agriculture ministry spokeswoman Marit Hagen said.

"There has been widespread fear that the Lapps, knowing most of their herds will simply be discarded after the annual culling, might lose all motivation to continue reindeer herding, despite state compensation for the losses."

17/12/87



This fine head of Elk velvet weighing 9.15kg, displayed by Mr Tim Wallis of the Criffel Deer Farm, Wanaka, won the Alpine Challenge Trophy for the best elk-wapiti velvet and the Wrightson-Dalgety All-Comers Trophy for the supreme velvet award in the National Velvet Competition, held at the summer show, yesterday.

Velvet Prices High

Velvet prices topped \$200 a kilogram at Wrightson's first South Island pool for the season held in Christchurch on Wednesday.

Strong competition for all velvet grades was reflected in the high prices realized.

The deer operations manager for Challenge Deer Ltd, Mr David Ward, said buyers representing Korean, Taiwanese, Japanese and New Zealand interests paid premium

prices for the 5.2 tonnes of velvet offered.

"Values exceeded the best prices paid this year at the farm gate," Mr Ward said.

Prices per kilogram were:
 Super A grade: \$171.50 to \$201.
 A grade: \$165.55 to \$170.55.
 B grade: \$161.75 to \$165.99.
 C grade: \$152.75 to \$161.50.
 D grade: \$106.15 to \$129.05.
 Taiwanese: \$131.75 to \$138.
 Spiker: \$51.55.
 Overgrown: \$58.
 R/S (poor quality): \$20.55.

VENISON SCHEDULE

FROM 30/11/87 UNTIL FURTHER NOTICE

GRADE	FAT	WEIGHT	PRICE/KG
AP1	-14mm	+70.0	\$5.80
AP2	-12mm	50.0/70.0	\$6.05
H1 (Hybrid)	-12mm	+70.0	\$6.00
AP3	-10mm	-50.0	\$4.75
AF	Overfat		\$4.40
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5/12/87



TIMBERLANDS SOUTHLAND HUNTING POLICY

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Hunters must watch and check for people working outside the stated hours.

Special care must also be taken of stock grazing within the plantations.

Hunting in NZ Timberlands Ltd native beech areas in the Longwoods, Rowallan and Dean Forests will be administered by the Department of Conservation and hunting permits for these areas can be obtained from their office at Tuatapere.

Locked Gates - Any gates found locked will be for a specific reason, ie fire prevention and worker safety. Access unless stated will be allowed on foot only.

Persons found hunting or with intentions to hunt on Timberlands property outside the hours specified will be prosecuted.

Remember any spotlighting is illegal.

The following pine forests are owned by NZ Timberlands Ltd, Southland; Slopedown, Hokonui, Longwood, Tuatapere and Oreti group of forests.

Any inquiries contact NZ Timberlands Ltd at Invercargill 44-301.

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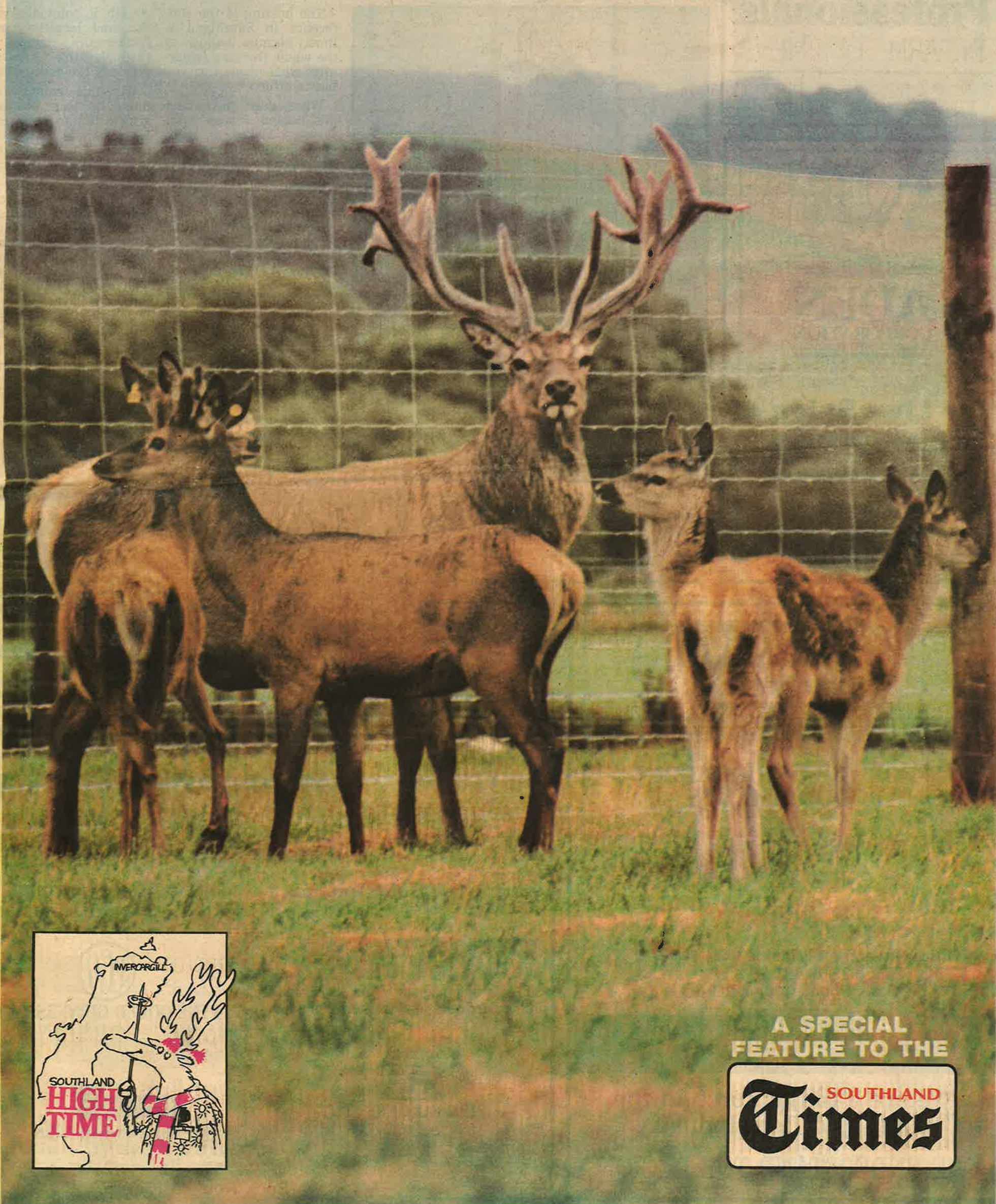
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New Zealand Deer Farmer's Association Inc.

1989 CONFERENCE

ASCOT PARK HOTEL, INVERCARGILL. MAY 12, 13, 14



A SPECIAL
FEATURE TO THE

SOUTHLAND
Times



NZ DEER FARMERS ASSN
1989 CONFERENCE

Chairman's welcome to the 1989 NZ Deer Farmers Association conference

It is with pleasure that I, on behalf of Southland Deer Farmers, welcome you to the Annual Conference of the NZ Deer Farmers' Association to be held at Ascot Park Hotel in Invercargill.



Southland committee conference chairman and past Southland branch chairman, Mr Walter Somerville, who farms a deer and sheep property at Pine Bush. His first interest in deer was as a hunter viewing the animals through the telescopic sights on a rifle, then later through the viewfinder of a camera.

The hosting of the conference in Southland is timely because it shows to the whole farming fraternity what deer farming has to offer.

When deer were first put behind fences most farmers looked at them with bemused interest, then secretly thought that these "wild" animals would be a two year wonder!

Time has proven all this wrong. Deer farming is here to stay, but, besides staying, it is proving to be one of the really bright spots in farming for profit.

To those visitors from further north we welcome you with pride, because the often somewhat maligned climate of Southland has shown that its seasonal growth is correct for deer farming.

When Southland pastures are at maximum

growth it coincides with the hind lactating, and, furthermore, carries on through the growing period of the young fawn.

With this security of a more or less seasonal growth in our pastures it is no wonder that Southland has a large and growing area now behind deer farming.

With this background we welcome all visitors to Southland for the conference with pride and warmth, we also welcome any Southland farmers who are not yet in deer but are interested to watch what takes place or comes out of conference.

It is our hope that delegates enjoy and remember the hospitality whilst in Southland, and also go home recognizing the potential of the animals and pastures of Southland.

— Walter Somerville
CONFERENCE CHAIRMAN

A GENERAL WELCOME

The general public and deer farmers who are not members of the NZDFA are welcome to attend tomorrow's technical sessions and Sunday's Mount Linton Field Day.

Enquiries for tickets can be made top the registration desk at the Ascot Park Hotel, telephone (021) 76 195. Admission is by ticket only.

Ticket charges are:
Technical sessions, Friday May 12, \$50 per person. (Lunch included)
Mount Linton Field Day, Sunday May 14, \$100 per person. (Shuttle buses to Mount Linton depart from the Ascot Park Hotel from 9am.)

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Conference Programme

FRIDAY, MAY 12

- 9.00- 9.30 Welcome and Official Opening
 9.30-10.15 NZDFA Council Reports
 10.15-10.30 NZDFA Council Nominees
 10.30-11.30 Game Industry Board Reports
 Chairman Tom Williams
 General Manager Mike Pattison
 Board Members
 11.30-12.30 VENISON Chairman Tom Williams
 Quality Assurance, Industry Mark
 Market Projections, Market Review
 Questions from the floor
 12.30- 2.00 Lunch
 2.00- 3.00 VELVET PHARMACOLOGY Chairman Tom Williams
 Guest speaker Dr Peter Yoon
 Panel Dr Peter Fennessy
 Dr Whitley Otway
 Dr Nick Terpstra
 3.00- 4.00 VELVET PRODUCTION Chairman Russell Cull
 3.00-3.20 Velvet Growth and Genetics Peter Fennessy
 3.20-3.30 Velvet Management Keith Hood
 3.30-3.40 Velvet Processing and Marketing Tim Wallis
 3.40-4.00 Questions from the floor
 Panel Noel Beatson
 John Spiers
 Tony Pearse
 4.00- 4.30 Afternoon Tea
 4.30-5.30 VENISON vs VELVET — 'Prospects and Pitfalls'
 4.30-4.50 Chairman Walter Somerville
 Velvet, speaker Brett Waterfield
 Venison, speaker Graeme Thompson
 4.50-5.15 Panel Mike Harbord
 Dr Whitley Otway
 John Cowie
 5.15-5.25 Summary Mike Pattison

EVENING PROGRAMME

- 7.00- 8.30 Buffet Meal
 8.30- 8.50 Industry Awards
 8.50- THE GREAT DEBATE — That the Traditional Meat
 Industry will be the Salvation of the Deer Industry.
 Chairman: John Kerr
Affirmative: Mike Pattison, Trevor Walton, Mike Harbord
Negative: Jeff Grant (MP), Jock Allison and Sandy Murdoch

SATURDAY, MAY 13

- 8.30- 9.10 ANIMAL HEALTH Chairman Dr Jock Allison
 Frank Griffen
 Panel Mike Bringans
 Dave Lawrence
 9.10- 4.30 NZDFA ANNUAL GENERAL MEETING

EVENING PROGRAMME

- 7.30- 1.00 'MARDI GRAS' MEAL and SOCIAL EVENING

SUNDAY, MAY 14

- 9.00- 5.00 NEW ZEALAND DEER INDUSTRY FIELD DAY
 at Mt Linton Station
 featuring workshops on ARTIFICIAL INSEMINATION and
 EMBRYO TRANSPLANTS, plus GRASSLANDS DISPLAY,
 TRADE DISPLAYS, FARM TOUR, and ENTERTAINMENT.
 Shuttle buses depart Ascot Park Hotel from 9am, and from Mt
 Linton Station from 4pm.

MONDAY, MAY 15

- Optional Deer Farmers trip to Stewart Island.

Message from Southland chairman

The past few months have seen strong interest in investment and diversification into deer farming in the Southland-Otago area.

With live deer prices at realistic levels, A grade velvet up to \$230 to \$250 per kilogram and the venison schedule holding at over \$6 a kilogram — due to exporters being short of product to fill export orders — prospects for deer farmers look excellent.

New Zealand has about 650,000 deer on farms and for the year ended June 1988, export returns exceeded \$45 million.

In the past year the industry continued its positive development with several noteworthy features.

A compulsory scheme for Tb testing deer has been introduced. Also, the NZDFA has moved towards involvement in venison processing and marketing.

Aspects of this will be discussed in detail at conference.

Late last year the industry was saddened with the death of the NZDFA president, Mr Ian Spiers.

He was a very popular president, respected by all those who knew and worked with him.

The Southland branch has had an active year organizing the 1989 NZDFA conference, the National Velvet Competition and the popular Deer Pavilion at the Southland A and P-Alliance show.

The conference has taken 10 months to organize by a very keen and active committee and promises to be

of the usual high standard of previous national conferences.

All local deer farmers, prospective deer farmers and interested members of the public are encouraged to attend.

An excellent programme with top speakers and great entertainment has been arranged.

For the first time, the Kevin Kelly Memorial Trophy will be awarded this year.

It is awarded to the person or persons having done the most for the deer industry in the southern region in the past year.

Acknowledgment is due to Game Food NZ Ltd for donating the Kevin Kelly Memorial Trophy — an appropriate gesture to a fine man whose talents were evident in many sectors of the community.

It has been encouraging to see the numbers of local deer farmers who are joining the New Zealand Deer Farmers Association.

The NZDFA is the only body representing the interests and views of deer farmers to politicians, civil servants and other industry players.

The association is only as strong as its membership.

David Stevens
 Chairman
 Southland branch NZDFA

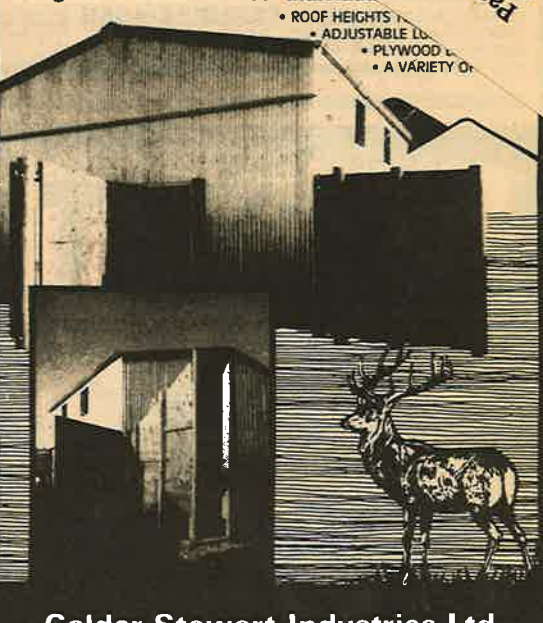
Membership

Any persons wanting information regarding membership of the NZDFA are invited to approach any of the following people:


David Stevens,
 Southland branch chairman, ph (020) 46-330; Steven Brown,
 Ernst and Whinney ph (021) 86-179;
 Walter Somerville,
 conference chairman, ph (021) 399-803; Peter Ryan (0225) 8754;
 John Cowie, branch vice chairman, ph (021) 369-575.

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THIS YEAR'S Conference keynote speaker is **DR YOUNG-SEOG YOON**. Dr Yoon is a seventh generation oriental medical doctor. He graduated from the KyungHee Oriental Medical College, Korea, in February 1984, going on to gain a masters degree in herbal medicine from the KyungHee Graduate School in 1986. A PhD followed in 1989. Dr Yoon is now the director of the Choon Won Dang Clinic. Dr Yoon has a special interest in the medicinal use of velvet

Medicine in Seoul, Korea in 1988. A former NZDFA councillor, he has been deer farming since 1979, founding the Charnley Deer Stud, which pioneered the importation of Warnham red deer and fallow deer from England, mesopotamia fallow from Germany and pere david deer from Woburn Abbey. Charnley Health Park, which specialises in natural health and uses deer velvet in special tonics, was established by Dr Ottway and his wife Joan.



Dr Young-Seog Yoon and Dr Whitley Ottway

antler and in velvet pharmacology (medical research into deer velvet.)

DR WHITLEY OTTWAY has a special interest in acupuncture and oriental medicine. He was a member of the NZDFA delegation to China and attended the fifth World Conference on Oriental

DR FRANK GRIFFIN is a senior lecturer in immunology at the Otago Medical School. A Dublin graduate, he gained his doctorate in veterinary medicine for studies on disease and immunological reactivity in bovine infertility. Since arriving in New Zealand in 1973 he has carried out an extensive research programme on hormonal factors and their influence on immunity and disease resistance in humans, sheep and deer. He is director of the Deer Research Laboratory which has 12 researchers studying immunity, disease diagnosis and management stress in farmed deer. The laboratory places special emphasis on Tb diagnosis and vaccination against versiniosis.



Dr Frank Griffin

DR PETER FENNESSY is a research scientist with MAFTech at the Invermay Agricultural Centre, Mosgiel, where he has been involved in both deer and sheep research since 1975. His deer research interests include nutrition, growth and meat production, reproduction, breeding and genetics and antler growth. He is a regular contributor to the NZDFA conference and to deer farming publications and meetings.



Dr Peter Fennessy

GRAEME THOMPSON is the managing director of Fortex Group and has been closely associated with the development of the farmed deer venison industry since 1976. He was instrumental in establishing the Coringa Park Deer Farm near Ashburton and spearheaded the formation and development of Canterbury Venison (NZ) Ltd, which was to later form part of the Fortex group. Under his direction, Fortex has achieved a strong reputation in many overseas countries for the production of consistently high quality further processed lamb and venison products and the company has won several awards for

innovative marketing. In a time of adversity within the New Zealand primary sector, Fortex is regarded as a leader in modern processing and marketing techniques. Graeme Thompson retains his own farming interests in Central Otago and lives in Christchurch with his family.



Graeme Thompson

KEITH HOOD is the owner of Mt Hutt Station in partnership with his brother Doug. The property of 3500ha borders the Mt Hutt ski-field. Mt Hutt Station began deer farming in 1978 and presently runs 3800 red deer. In the 1988 season 1000 stags were velvetted.



Keith Hood

DR JOCK ALLISON attended Lincoln College from 1961 to 1967 gaining first his BAgSC and an honours MAgSC. He gained his PhD at Sydney University in 1970. Post graduate studies involved animal production, wool science, nutrition and animal reproduction. His Doctoral studies were in the area of reproductive physiology of sheep. From 1970 to 1978 Dr Allison was a research scientist at Invermay becoming the southern South Island regional director at the centre until 1986. He was appointed in that year as the general manager of Agrigenix Corporation, a division of Animal Enterprises Ltd, a leading livestock exporting company. Since 1988 Dr Allison has been an agricultural and management consultant. During his time with MAF at Invermay, Dr Allison was involved in wide ranging studies on the reproductive efficiency of sheep. As regional director at Invermay Dr Allison was responsible for the complete rebuilding of the research centre involving facilities for 130 staff and a five year expenditure of \$12 million. Other appointments held by Dr Allison have included the Government nominee on the Otago Regional Development Council (1980 to 1986), member of Lincoln College Council (1985 to 1987), MAF nominee of the Tussock Grasslands and Mountain Lands Institute Management Committee (1978 to 1985). He is the author of more than 90 scientific papers and is a member of the NZ Society of Animal Production, the NZ Institute of Agricultural Science, the NZ Veterinary Association Sheep and Beef Cattle Society, and the Australian Society of Re-

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Deer Farmers Conference Speakers

productive Biology. He has had considerable overseas consulting experience, especially in the Middle East and Eastern Europe.



Dr Jock Allison

TOM WILLIAMS worked on farms in Marlborough and Southland after leaving secondary school and on horse studs in England until 1972 when he took over the family farm at Te Parae. The property is a long established thoroughbred stud and also carries sheep and cattle. Mr Williams served on the Masterton County Council for 11 years, the last six as chairman. In the early days he was involved

with live capture of deer which led to the establishment of his deer farming operation. He was appointed as a producer representative on the Game Industry Board in 1983 and was elected as its inaugural chairman, an office he has been re-elected to for the past five years.



Tom Williams

MICHAEL PATTISON obtained a law degree from Victoria University and for a time worked overseas for seven years. He returned to New Zealand in 1975 involved in importing and marketing followed by the investigation of opportunities for New Zealand based diversification by an in-

ternational shipping company. In 1981 he took up position as the executive officer of the NZDFA and following the setting up of the Game Industry Board in 1984, was appointed the board's general manager. He was elected chairman of the New Zealand Food and Beverage Exporters Council in 1988.



Michael Pattison

BRETT WATERFIELD has a BCom degree majoring in accounting and economics. He was employed by the Fletcher-Challenge Group from 1971 to 1982 as regional general manager in building materials-business area. From 1982 to 1988 Mr Waterfield was the chief executive of Mair Astley Ltd's Foodstream Operation. Since then he has been a partner in Rodgers and Partners, management consultants.



Brett Waterfield

RUSSELL CULL joined the Southland Farmers Co-operative Association in February 1968 and after working his way through several departments, received a bursary from the company to complete his BAgCom in farm management and valuation at Lincoln College. On completion of the degree in

1974, Mr Cull returned to the SFCA as an Invercargill branch field officer. Five years later he was transferred to Gore and in 1980 was appointed the branch manager. In the same year, the SFCA took a 24 percent shareholding in Southern Lakes Venison Packers Ltd (Mossburn) and became a director on the board. He was elected chairman of Southern Venison in 1983 until 1987 when the SFCA sold its shareholding to Wrightson-Dalgety. In 1986, Mr Cull was transferred back to Invercargill as SFCA assistant general manager, being appointed as general manager in September 1987. He has also been involved in a number of other agricultural sector related organizations including a director on the NZ Stock and Station Agents Association, the NZ Farmers Co-operative Federation, Woolbrokers South Island Ltd, Invercargill Co-operative Building Society and chairman of the Deer-Ace Corporation. Mr Cull is also a member of the NZ Institute of Valuers, NZ Society of Farm Management and the Real Estate Institute of NZ.



Russell Cull



NZ DEER FARMERS ASSN
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Deer man Sandy is a

By MIKE I

A J (Sandy) Anderson is the Southland Farmer half years ago from Alexandra and like so many colourful background to the job.

Sandy's first contact with deer was in the early 1960s deerstalking during schooldays around Glenary and Piano Flat. He remembers lots of deer and in a weekend's ground shooting would expect to see 50 to

100 of them. "It was just a firing a shot, and you'd usually the deer we shot would get off the track in front of

When Sandy left school he about the South Island hill hunting as a profitable side selling the feral carcasses

The operation grew into time' venture, and although Government hunter, he became Sandy's bounty. "I he told me. "But I wore o

Then in 1968, when Sandy Walter Peak Station, his I married. Soon after, with on the head shepherd's job on their 'wilderness' block

Later he moved to the hills lots of deer here and ve enjoying the shooting. "Th hills into the swede crops time shoots in there."

Sometimes Sandy also f area. The Hauroko deer f than those from the Te A

Between about 1972 ar downland Southland farm Island shearing. But in 19 up and increasing conce spending working away fr settle down to a 'quieter' l for Dalgetys in Invercarg

After a short while no was really starting to bo challenge the deer scene of telephone numbers a n expanding industry."



Mr Sandy Anderson



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Venison tempts the tastebuds

By Annabel Langbein

In Europe, venison has always been prized by cooks for its rich flavour and throughout history deer have been fiercely guarded by the aristocracy for their hunts and feasting.

During the Middle Ages and Renaissance the hunt was an essential part of European court life, and venison was highly prized. By the end of the 13th century one-third of England had been turned into a game preserve, and poachers risked the death penalty if caught.

It was introduced into New Zealand as a sporting animal in the mid 1850s, deer numbers had increased to epidemic proportions by the early 1900s that they were causing considerable damage to the native bush.

Deer were hunted as a means of control, with much of the feral meat and velvet being successfully exported to Europe.

In the 1960s and 70s thousands of deer were killed as a budding deer farming industry developed as farmers brought home motherless fawns and hand-reared them. Hunting with rifles and bullets changed to hunting with dart guns, drugs and bleepers for live capture.

Deer farming is big time these days, and one is hard pressed to travel more than a few kilometres in the country without encountering the high wire fences of a deer farm.

Annabel Langbein in "Cuisine Magazine" 1987.



Feral carcass collection at Big Bay in Fiordland.

Colourful character

RD
Sandy is a top agent in Gore. He moved there two and a half years ago from stock and station colleges, Sandy brings a

of pointing a rifle, to hit something. which wouldn't

mustering mainly. It let him continue shooting deer and

time in his spare- over a professional treds of cull deer t know how many," ple of rifles."

head shepherd on took a turn. He got fe Allanah, he took e Lands and Survey Te Anau basin.

y' block. There were n Sandy was again used to come off the d some great night-

around the Hauroko e bush were smaller ssock areas.

Sandy worked on ago and in the North n the family growing ut the time he was ne, Sandy decided to became a stock agent

ow the deer industry dy couldn't resist the esenting. "I had a list g, all contracts in the

These included lots of live capture hunters and chopper pilots so Sandy started "giving them a hand" as the deer business for Dalgetys grew.

Around 1981, Sandy shifted to Reid Farmers as their deer agent in Balclutha, then later to Alexandra. With Southland Farmers Co-op, Pyne Gould Guinness, Williams and Kettle, Allied Farmers and FCOS plus Reid Farmers, they were the 'Deer Force' team.

In 1984 Sandy took up an offer to join the Southland Farmers Co-op in Alexandra and soon after, with the Co-op, he moved to Gore.

The work in Gore was slow at first, since the Government's tax change announcements were paralyzing the deer industry. But lately, signs of confidence and growth are returning.

As Sandy put it "I think the deer industry is moving again. They've taken a nought off the end so far as prices are concerned but at least live deer now have realistic values. I don't think the choppers for live capture will come back, but on the other hand it's madness to think that poisoning is being considered to control deer in some places, like Stewart Island."

In the Co-op, Sandy has worked with well-known industry identities Russell Cull, Geoff Erskine and John Duncan. "Tremendous guys," said Sandy. "The team effort has been what it's all about."

But Sandy still misses the hunting and helicopters. Those were great days and great people.

The hunters were allocated blocks by the Forestry Service, and Sandy knew it was impossible for a hunter to get more than one given to him. So it was with a smile he recalled meeting one character in the Haast who was sure he had been allocated two hunting areas.

"How did you manage that?" Sandy asked.

The hunter grinned ruefully. "One's in the North Island, the other's in the South Island!" he said.



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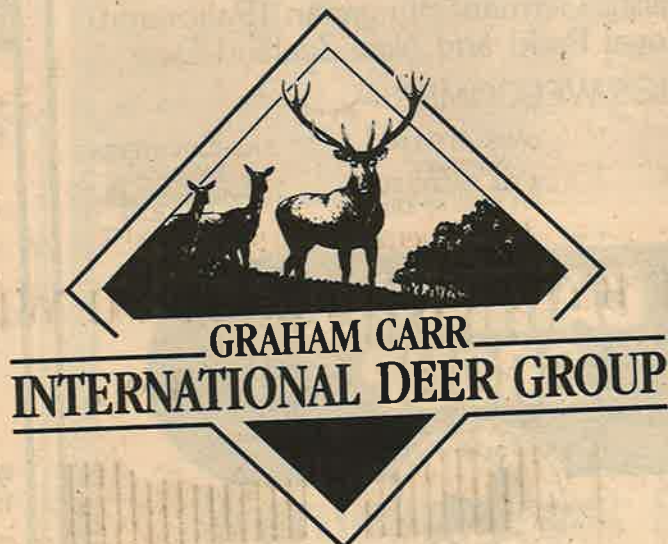
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A mainstream industry — and in great heart

By JOHN CUTT Agricultural Editor

The upcoming New Zealand Deer Farmers Association conference could be an interesting event, according to the acting president, Mr James Guild.

He expected there would be further discussion and comment on the association's venture into producer controlled deer slaughtering and venison marketing — a move made with the use of producer levies held by the Game Industry Board, in association with Challenge Venison and the North Island based, New Zealand Venison Co-operative Ltd.

Southland farmers have been divided on the issue which also includes the purchase of the Mossburn deer slaughter facilities previously owned and operated by Challenge Venison.

"We have to be honest that there has been a lot of debate, division and discussion about the joint venture," Mr Guild said.

"But most of that's behind us now."

Mr Guild said the NZDFA now had to move on to new issues such as dealing with proposed changes to the Meat Act.

Suggestions were that the freezing industry would be permitted to kill and process deer, which until now have been the sole domain of special purpose deer slaughter premises.

"That is of some concern to us," Mr Guild said. However, until the submissions had been collated by the MAF and released for public discussion, Mr Guild said it would be pre-emptive for the association to make detailed comment, apart from stating that its position had always been for the status quo to remain.

"This association has been formed by people, the majority of whom came from a meat industry background and clearly wanted to develop venison as a product quite separate from the traditional meat concept, the meat industry problems and trading mentalities.

"We believe our industry is totally unified in that point of view.

"To have that wish totally over-turned by

some Government department from the point of view of bureaucratic convenience is absolutely wrong — and potentially damaging for the effect it might have on the markets."

Although Mr Guild agreed it was hard to quantify the NZDFA's effectiveness as a lobby group, he was confident it had developed a high degree of credibility in political circles.

"I think we are effective," he said. "And I think our members sometimes don't appreciate just how many fronts we're working on."

Mr Guild stated that the deer industry was in good heart.

Investment from city people was once again beginning to flow into deer farming following a period of uncertainty caused by Government economic restructuring, the introduction of the livestock tax, high interest rates and a general downturn in farming.

Many existing deer farmers were also looking to expand their operations as they realized deer farming was the best livestock option they had, Mr Guild said.

The NZDFA's executive director, Mr David Hickman, believed the association was becoming more "front-footed and aggressive in our stance towards things that impinge on our members' interests and we are pushing those members' interests in a stronger way."

The association now represented just over 2500 deer farmers, he said, or

about 60 percent of farmers with deer, who between them are estimated to be running 85 to 90 percent of the country's total deer numbers.

Mr Hickman was confident the New Zealand deer industry would be earning \$100 million in export income in about three years time, a forecast that prompted Mr Guild to state that deer farming was indeed a "mainstream industry."



Mr James Guild

Game is for connoisseurs

Through the public relations firm 'Kommunikation' summarized reports of articles in the West German media are reported in NZ. One translated account of a recent article has read:

Game is something for connoisseurs and gourmets! This is particularly so for venison and venison from New Zealand has many special advantages.

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venison has a special bonus through the healthy, uncontaminated natural environment found on the green islands in the Pacific.

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Peter Ryan ready for next challenge

By JOHN CUTT Agricultural Editor

In 17 years of deer farming, Peter Ryan has never walked away from a challenge.

er retires this year serving on the New and Deer Farmers Association Council for the six years, a period included a term as association's South vice-president.

was 19 when he nt his first piece of — 79ha of the family at Bayswater — his father.

move into deer ing came about st by chance.

downturn in sheep ing in the 1950s engaged Peter and his or to diversify into ng cattle on a rough behind Nightcaps.

is venture soon ed into exotic cattle AI.

AI work using mental semen, was ed out by Otautau inarian, Darryl Mar-

Marshall was known for his puncty but one day was 20 tes late arriving to minate a group of

had been up early morning shooting deer in the hills and Otautau and had late returning.

en he finally ar- Peter jokingly said should be farming instead of shooting

is comment was — I've got no land to them on," Peter

o I said — I've got and," — and that was start of it."

ey came to an agree- whereby Peter sup- the land and fences the deer were efarmed — one of the private sharefarm- agreements involving in the province.

at was back in De- ber 1972.

the first deer were hinds and stags cap- by John Dennis in Lake Hauroro area.

the stags cost \$25 each the hinds \$75. In the e of three years, cull s netted Peter and yl the princely sum 900 each, such had the rapid demand breeding stock.

Peter recalled that in the early days there had been few if any MAF hygiene controls over the sale of feral venison.

The first thing after the trucks arrived in Christchurch from collection depots in the south, was for the hoists to be raised and the carcasses hosed down — which left a lot to be desired.

But, Peter said: "The quality of the meat was terrific — very tender."

He recalled how one Otautau trucking operator had told him that by the time he got to Ashburton, every fly in Canterbury was chasing him.

That situation is a far cry from the well-run, special purpose deer slaughter premises set up since to handle both shot and farmed deer.

The first crop of velvet Peter harvested fetched \$2.50 a lb.

Seventeen years on, Peter's herd now numbers more than 500 animals.

The Southland branch of the New Zealand Deer Farmers Association was born out of a meeting held following the opening of the Southland Farmers Co-operative Association's Rosedale Deer Selling Centre at Tussock Creek, some 10 years ago.

"After the opening those who were interested stayed behind and elected a Southland committee.

"I was one, the others were Herby Whyte, John Cowie and Gary Cruickshank of Gore," Peter said.

Peter was "pushed into the chair" and led the fledgling branch for the next four years.

From 1983 Peter served on the NZDFA council.

Most of the early problems the deer farmers association had had to contend with was the masses of "unnecessary" red tape that surrounded the keeping of farmed deer.

"We had to have a licence to hold them, for which we had to pay \$25.

"That also entitled us to a licence to move the animals if we were cap-

turing them — and we had to have a licence to capture as well.

"Then we had to pay \$100 for a licence to farm them after we had proved we could farm them and hold them in.

"We were subject to inspections at any time from MAF, the New Zealand Forest Service and the Catchment Board."

Peter credited Bernard Pinney and Rob Brooks with doing a "tremendous job" in working towards eliminating much of the early red tape.

Peter said the deer industry was still going through a learning curve.

"While there are a lot of people who think they're experts, their total knowledge in comparison to other livestock is meagre."

Another of the early problems handled by members of the association had been the successful political lobbying to break the regulations restricting the holding of wapiti to areas within the animal's feral range.

This opened the way for the species also to be farmed.

Peter considered one of the highlights of his involvement in the deer industry had been the establishment of the National Velvet Competition, hosted each year by the Southland branch at the Southland A and P summer show.

"The competition arose out of farmer talk about the high weights of velvet they were cutting.

"But in talking with velvet buyers they said they hadn't seen them."

Suggestions to several service industry leaders resulted in their sponsorship support and the velvet competition which is now a permanent and increasingly popular and prestigious event.

The discovery of Tb in deer he was running on a block at Ryal Bush had had a lasting influence on his work with the NZDFA, Peter said.

He became deeply involved in finding solutions to the Tb problem, especially in promoting Dr Frank Griffin of the Otago medical School and his work in perfecting a simple and reliable blood test for diagnosing Tb.

Peter takes satisfaction now that the blood test has been approved, that a lot of the initial farm trial work had been carried out in Southland with the co-operation of deer farmers and local vets.

He is confident that the deer industry is heading in the right direction and has a secure long-term future.

"The increase in volume of product will be absorbed into world trade without problem," he said.

"Venison is a low cholesterol product and the world is becoming much more health conscious.

"Also, people are becoming more aware of the clean, green image of New Zealand," Peter said.

"As for velvet, I can see demand for it increasing as the Western world becomes more aware of the health properties venison has."

Peter is pleased that the controversy surrounding the recent move by the NZDFA to get into venison slaughter and marketing has been resolved.

"This is the first time in the history of deer farming that the exporters have been threatened.

"Right from day one the exporters have controlled the industry.

"This is the first time that farmers are having a look in, he said."

Peter is confident the advent of Venison New Zealand with deer farmer levy funding will strengthen the industry.

Peter is an interim director on the new consortium, a new challenge he is looking forward to.

Peter is also adamant that on no account should the freezing industry be given the right to slaughter deer.

Such a move would threaten the "game" status of New Zealand venison, he said.

"If we lose that status we become subject to increased tariffs and possible quotas."

Another reason for keeping venison out of the freezing industry was the risk of farmers not receiving the full value for their product, as had happened with sheepmeat, he said.

Because a lot of deer farmers were also sheep farmers they were well aware of the pitfalls of allowing deer to follow the same downwards path of sheepmeat, Peter said.



Mr Peter Ryan.

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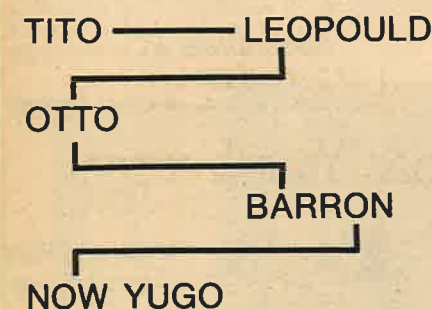
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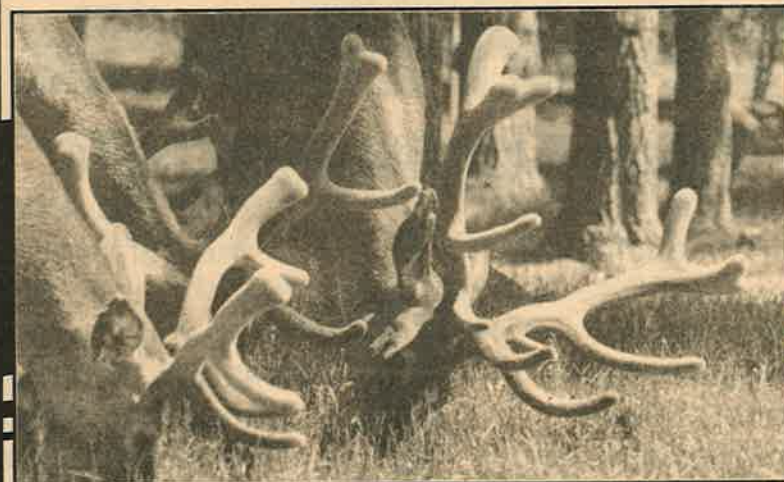
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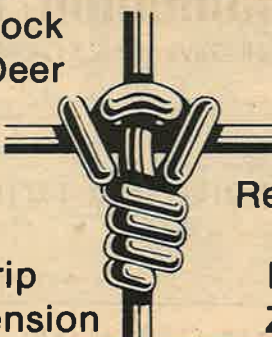
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Velvet competition is a winner

The National Velvet Competition has become a recognized industry yardstick for measuring velvet antler excellence and also a feature of great interest to the general public at the annual Southland A and P-Alliance summer shows.

The Southland branch of the NZDFA introduced the competition in 1982.

The first competition attracted 23 entries judged in four classes, red deer, wapiti/elk, Southland red deer and the provincial trophy.

Last year's competition attracted more than 60 entries and the true national flavour was evident in that 80 percent of the entries came from outside Southland.

Prizes were awarded in eight classes: red deer, wapiti/elk, imported red deer, maiden, Southland red deer, Southland wapiti/elk, the provincial trophy and for the first time a hard antler competition.

Since the National Velvet Competition began, the quality of velvet entered has improved.

Wapiti/elk weights have increased from the 4.5 to 6.5kg range to between seven and 10kg in recent years.

Likewise, red deer weights have improved from the 3.6 to 5.5kg range to five to eight kilograms.

Due recognition of the importance to the New Zealand deer industry of the velvet competition was given in 1985 when representatives of the Korean Pharmaceutical Traders Association (KPTA) attended as guests.

The KPTA, being representatives of Korean velvet buyers, is the most influential organization in determining the acceptability of New Zealand velvet to the major Korean market.

Their delegation was impressed by the overall standard of entries and quality of the velvet displayed. Out of their visit arose the new maiden trophy donated by the KPTA.

This recognition has given the velvet compe-

tion an even higher profile which is being displayed in the standard of judging, displaying and promotion that accompanies the event.

Winning the National Velvet Competition is without doubt the industry's premier acknowledgment

ment strived for by sire stag breeders.

The committee organizing the competition acknowledges the considerable assistance it has received from stock firms and especially Wrightsons in whose freezers the competition

velvet is stored.

With the Royal Show in Invercargill later this year, the National Velvet Competition is certain to attract velvet antlers from the industry's premier stags and the status of the competition will again be assured.



A Korean delegation check the quality of deer velvet

The ideal place to unwind

A Stewart Island tour on Monday, May 15 will be a special treat for delegates after the previous three days of heady conference sessions.

The Stewart Island day trip will offer a unique "South of the South Island" hospitality adventure.

Southern Air flights to the island begin from Invercargill airport at 7.35am. Airline representatives will be on hand at the Ascot Park Hotel to assist planning of bookings and flight departure times.

On the island, a courtesy coach will meet the planes at Ryans Creek airstrip for a tour of some of the island's magnificent views.

After the 40 minute bus trip, a free and easy day in keeping with the Stewart Island unique atmosphere has been planned. Possible stop-offs are the museum, shops, walkabouts and seascape views.

An ongoing sea food barbeque will be held from 11am to 4pm at the local hall and this promises to be a superb collection of the finest sea food fare.

Helicopter flights over the island will be available if sufficient numbers are interested. Southern Air return shuttle flights resume at 2pm.

Anyone wishing to stay longer can be assured of a memorable visit and superb hospitality amidst possibly the most closely guarded tourist paradise to be found.

The island boasts the best fishing in the world. A launch trip to the salmon farms, old whaling base or delightful Ulva Island is another way to appreciate the island's scenery and unspoilt atmosphere.

Stewart Island is the third and most southerly of New Zealand's main islands. Seclusion and tranquility give the "locals" a different and challenging lifestyle. For the visitor the island is a perfect foil for the modern, hectic life.

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- 5—German x Weaner Stags
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**MT LINTON
FIELD DAY**



29573

Scottish mists surround field day at Mount Linton Station

By MIKE HARBORD

Anyone of Irish descent might feel a little uneasy upon arrival at the Mount Linton Field Day, on Sunday May 16, but there is no doubt the staunch Scottish will be lining up to get off the buses twice!

The exact nature of what has been planned is being kept a closely guarded secret.

One can say the host for the day is named Alastair McGregor and the leader of the organizing committee is called MacNicol and that those arrangements were made by the conference organizing committee to avoid any possible accusation of bias by the Irish!

Quite apart from the excellent trade displays and the veterinary seminars that are organized, visitors will have the opportunity to savour genuine Bluff oysters in a location close to heaven as could be planned. For those whose conscience might bear heavy in a setting, a sort of angelic personality with consoling powers will be present.

The recently refurbished very genuine Mount Linton still will provide 'heating'.

On a more serious note, we can guarantee the Mount Linton Field Day will provide a host of deer industry information for those who attend.

In 1979 at the field day associated with the Te Anau conference, practical aspects of the then fledgling deer industry — such as helicopter live capture and deer handling — were demonstrated.

Of those attending the Te Anau conference, who would have guessed that 10 years later, and just a few kilometres away, the likes of embryo transplant procedures and artificial insemination systems for deer would be shown.

Mount Linton was chosen as location for the Deer Farmers conference field day, only partly because of the excellent and large all

weather facilities that were available. The station itself is an awesome example of what can be achieved when a team of good people apply their talents to improving the land.

The station is 11,000 hectares (or 28,000 acres) with 5000 hectares of cultivated country and 6000 hectares of hills. Though not the country's largest station in area, its stock numbers separate it from the rest. There are 93,000 sheep, 3500 cattle and 400 deer.

Alastair McGregor is the third generation of the family to run Mount Linton Station and Graham Mullally is the station manager.

Deer farmers from throughout New Zealand thank the McGregor family and Mount Linton staff for this opportunity to visit one of the country's great farms.

Plenty to interest ladies too

The ladies tour on Saturday May 13 departs the Ascot Hotel at 9.30 and returns at 3.15 for a poolside fashion show at 3.30

After a drive through the southern city areas and a visit to Ray Jennings' deer farm, the tour travels to Bluff. The superb panorama from Bluff Hill will be a stop, and given reasonable weather, the view can be guaranteed as something to remember.

The Paua House will be the next on the list. A love for paua shells has turned from hobby to tourist attraction for Mr and Mrs Fluey of Bluff. From humble beginnings in 1961, the venture has snowballed into a lifetime interest in all types of shells collected in New Zealand and on overseas trips.

From 1963, when visitors started calling to see the exhibits around their house and garden, thousands of people have called to see the Fluey's unique display.

Everyone visiting Bluff drives to the "end of New Zealand" where the road stops at Stirling Point. The tour will stop for lunch here at the Stirling Point restaurant where guests dine literally "at one with the sea".

The trip back to Invercargill will pass through the inner city shopping area and on to the rural garden setting of Anderson Park Art Gallery. From here the tour visits the beautiful old English garden created by Barbara Heath at her home in Windsor Street. The quarter acre section is testimony to Barbara's love of English flowers and herbs and is a myriad of winding pathways amidst a creative display of old fashioned flowers.

On return to the Ascot Park Hotel, ladies will enjoy a fashion parade featuring garments by Adlib. Diane Kenzie and Anne Lyon began trading as Adlib in 1977, producing exclusive clothes for women — "We wanted to create original garments at an affordable price."

Their garments have won the Best Dressed Lady competition at the Invercargill Trotting Club's February meeting for the last two years and six of 12 finalists in the Fashion in the Field show at the Invercargill Racing Club's International Lady Jockey's chose Adlib apparel.

Adlib had two outfits accepted in the High Fashion Daywear section of the 1989 Benson and Hedges fashion awards.

Diane and Anne hold an open day fortnightly for customers to view their collection. The garments are not sold in retail stores.

The ladies tour for the 1989 Deer Farmers conference has been organized by Mrs Jean MacNicol and Mrs Norma Robinson. Cost is \$35 inclusive of meals and the fashion parade. Tickets will be available from the conference registration desk up to 10am on Friday May 12.



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South well served by modern deer slaughter facilities

The Southland-Otago region is fortunate to have two modern deer slaughter facilities.

One plant at Mossburn has recently been bought by the joint venture operation of Venison New Zealand, Challenge Deer and the NZDFA.

The Mossburn plant in addition to its annual throughput of about 8500 farmed deer, handles approximately 6000 feral carcasses each year, thus servicing the helicopter and ground shooters of the Fiordland-southern area.

The throughput of feral carcasses will remain an important part of the new venture's operation.

A local farmer committee of six members has been formed to liaise with the co-operative's two Southland directors, Messrs Phil Rossell and Peter Ryan.

This committee's role is to promote farmer shareholding, support for the plant manager

and encourage the orderly supply of deer for slaughter.

The joint venture co-operative has an open-door policy enabling farmers to slaughter deer at Mossburn but have it exported under a nominated marketer's brand.

The region's other deer slaughter premise is that of Game Foods NZ Ltd at Kennington.

This 100 percent producer-owned company enjoys a close working relationship with the Dunedin-based Primary Producers Co-operative Society Ltd.

Suppliers are offered payment for venison as 100 percent of the schedule price at time of slaughter or as a pool system with 90 percent of schedule at slaughter and an end-of-season extra payment based on market performance.

In the 1988-89 annual report,

Game Foods reported the company's average price per kilogram ranged between \$4.25 and \$6.30 over all grades. Average carcass weight was 58.7kg over 4364 deer and provided suppliers with an average return per carcass over the major grades of between \$310 and \$488.

A feature during the year was the success of the company's pool payment system that produced a closing payment of \$31.25 per head. On average carcass weight this equated to about 53c per kg and lifted the average price offered range to between \$4.78 and \$6.83 per kg for a carcass return range of between \$342 to \$519.

On a national perspective, Game Foods Ltd reports that the outlook for venison prices in the 1989-90 season is for some improvement.

This is especially likely to be

the case in Europe where the demand is strong. Increasing volume to the US, Australia and Japan should continue to return an improved price mix.

However, the company warns that venison market development will be reflected in producers' willingness to balance production between venison, velvet and live exports.

Southern farmers also have another option for deer processing through the Fortex Company's "Seaford" plant at Ashburton. Southland farmers using this facility pay transport costs only to their nearest deer slaughtering works.

Fortex's established commitment to the New Zealand venison industry is underscored by the recent appointment of Mr Geoff Gill as their venison procurement agent covering the Southland region.

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On Bruce Edwards's 180 acre 'Willow Vale' deer farm near Waikaia he runs 180 pure Red hinds bred entirely from 'Glenary' blood-lines. During Winter 1976, a hind was helicopter caught in the Waikaia area. She was full-mouth and judged to be four years old. Her weight when captured was 109 kilos, but once settled on Bruce's farm this increased to around 115 kilos. At following calvings, the hind produced three sets of twins, one set of triplets .. in Nov-Dec 1986, and in every other year, a single fawn. The hind was never 'dry'. In the year she had triplets, the hind calved in a paddock on her own. Following her rearing triplets as a 14 year old (pictured), the hind died in the winter of 1987. She was carrying twins. All of her calves except one were stags. The one hind calf had her first calving in 1988 and produced a single stag fawn. Bruce Edwards has been using one of the hind's first farm-born stag calves (now a 6 year old) for mating in 1989. The stag, though not a huge animal at 196 kilos, cut 4.6 kilos of A-grade velvet on October 31, 1988 and then grew 3.4 kilos of full head regrowth (A-grade) harvested on January 20, 1989, thus giving a velvet yield for the season of 8.0 kilos A-grade. The hind's triplet calves now 27 months old, had two year old weights between 130 and 140 kilos.



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PPCS

Poacher Forfeits Helicopter

(PA) 11/12/87 CHRISTCHURCH
An Oxford man has lost a \$95,000 helicopter in what is believed to be the first forfeiture to the Crown for alleged deer poaching.

Joseph Charles Tripp appeared in the Christchurch District Court yesterday, facing five charges under the Wild Animal Control Act and Civil Aviation regulations, for offences allegedly committed near Porters Pass on November 19.

Mr Brent Stanaway prosecuted for the Department of Conservation and the Ministry of Transport, the department making the application for forfeiture of the machine.

Tripp, represented by Mr Kelvin Marks, pleaded guilty to two charges, that of operating a wild animal recovery service without a licence, and that of flying in contravention of civil aviation regulations requiring aircraft registration marks to be kept clear and visible at all times.

The remaining charges were withdrawn by consent.

The defence argued against forfeiture, claiming that Tripp believed he was operating legally under the terms of an associate's licence, but in making the order, Judge Colin Fraser rejected Tripp's evidence as "untruthful."

It was a "blatant case of operating without a licence and under false markings."

Observed

Mr Stanaway said departmental officers observed a Robinson helicopter operating in the 13 Mile Bush area, early on November 19.

It was seen taking off with an animal underslung. The officers followed in their helicopter, past Porters Pass, the Torlesse Range, and over the Waimakariri river to the defendant's home at Oxford. At one point the Robinson appeared to be chasing something up a hill, and a net was fired from the machine.

At his home, Tripp was

arrested and the machine seized. The registration letters on its underside were found to have been altered from "YD" to "VI" by obliterating part of each letter with insulation tape.

The director-general of the Department of Conservation, Kenneth William Piddington, gave evidence in support of the forfeiture.

Second

As it was Tripp's second conviction this year, it was viewed particularly seriously. Flouting regulations would potentially undermine the department's authority and there was a high probability of Tripp resuming unlicensed operation, Mr Piddington said.

He gave evidence of correspondence between the department and Mr Bill Ayres, of Motueka, under whose licence Tripp claimed to be operating.

The correspondence made it clear that the department did not regard Mr Ayres's licence as valid, he said.

Mr Marks said that the defence did not concede that the licence was invalid, and in any case, Tripp believed it was valid after a call from Mr Ayres that the licence had been renewed and "it was all go."

It was, he submitted, only a technical breach.

Mr Marks said the aircraft's registration letters were altered solely because Tripp did not want to be caught with another required marking — the letter "H" on an orange background — missing.

Painter

It was missing only because a painter had been unable to finish a repainting job, he said.

Tripp took the stand in his own defence after Judge Fraser said that there was some onus on the

defence to substantiate its contentions about the markings, and Tripp's beliefs on the status of Mr Ayres's licence, but in giving his ruling, the judge said that he had observed Tripp's manner and demeanour, and did not believe him.

He noted the lack of corroborating evidence from Mr Ayres or the painter. The defence had produced a telegram "purporting" to show that Mr Ayres was unavailable, but he could have been subpoenaed, said the judge.

He ordered the forfeiture of the aircraft, noting his "expectation" that when the Crown disposed of it, it would reimburse a company which held in it a \$70,000 interest under a hire purchase agreement.

The judge declined an application for expenses, noting that the forfeiture was a severe penalty, that Tripp had no other assets apart from his interest in a house, and that he had no present employment.

Wrightson Dalgety

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- 8 — Hungarian Fallow HINDS (Born 1985)

5/12/87
AUCTIONEERS NOTE: These fallow deer were picked from a group of 50 Weaners in Gyulaj, Hungary, where until recently the 10 best trophies on the world record list were shot.

For further details contact:

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QUEENSTOWN
PHONE 23-026

7382

Deer Exports Increase

Deer industry exports for the year ended June 1987 increased by 21 per cent

The Game Industry Board reports that this result, when added to the previous three years, shows a doubling in the value of New Zealand's deer exports, during the past four years.

The past year's exports totalled \$36.5 million, compared with just over \$30 million for the June 1986 year.

The Game Industry Board says venison and by-products made up 67 per cent of the export total, velvet 29 per cent and skins

four per cent. Velvet exports increased by 18 per cent and skin exports by 30 per cent.

Europe remains a major venison market, taking 67 per cent of venison exports in the 1986-87 year.

New Zealand farm-raised venison is now exported chilled or frozen from more than 30 countries with a total of 2809 tonnes being bought. Fob earnings of \$24.7 million represent an 18 per cent rise in venison returns.

Germany took 12 tonnes (46 per cent) worth \$7.51 million, and Switzerland, 269 tonnes (10 per cent) worth \$2.2 million.

The volume of venison purchased by Germany increased by 11 per cent over the previous year, helped by the concerns over contaminated products from Europe following the Chernobyl nuclear accident.

However, prices fell nine per cent, a result of an accident which impacted heavily on all game meat prices regardless of the country of origin.

The Game Industry Board is forecasting encouraging prospects for venison this season and indications are for an improvement in Germany for New Zealand farmed venison products.

Chernobyl also provided New Zealand with a substantial opportunity for improved venison sales. Sweden last year, with the country increasing its imports from 21 tonnes in 1986 to 110 tonnes in the June 1987 year.

Normally Sweden relies on reindeer for its venison supplies but contamination of reindeer meat saw Swedish importers turn to New Zealand for supplies.

The United States and Japan also took increased tonnages of New Zealand venison with the US importing 391 tonnes worth \$6.09 million and Japan 130 tonnes, worth \$2.36 million, to become this country's fifth largest customer for farmed venison.

Wild Pork Options Being Studied

(PA)

WELLINGTON
The Health Department is considering law changes that could exclude wild pork from food regulations as one option for dealing with high mercury levels found in the meat.

The department's chief scientist, Mr Jim Fraser, yesterday confirmed that changes to regulations were being considered.

Other options were a ban on shooting wild pigs, and inspecting all pig processed at game-packing houses and condemning those

which exceed the mercury limits.

He said the law-change proposal would be presented to the Minister of Health, Mr Caygill.

A Ministry of Agriculture and Fisheries veterinarian, Dr Barry Marshall, said the Ministry would continue to certify wild pork for export.

He said MAF had written to authorities in countries that imported game, and so far had found none that specified limits on mercury residues.

World Health Organization limits were based on a weekly intake of mercury, and there was no health risk from eating wild pork because consumption was likely to be low, Dr Marshall said.

The Ministry would support the department's moves to remove wild pork from the food regulations.

He said that because mercury was a natural and unavoidable contaminant of various soils, and plants tended to concentrate mercury in their roots, the problem of wild pigs taking in mercury could not be solved.

decision regarding the local market and the Ministry would make the decision regarding the export market.

Manager of the Health Department's health protection section, Dr John Stephenson, said it was unclear whose responsibility it was to test and condemn or ban meat, and the department would have to meet the Ministry to discuss the issue.

"It gets into one of those grey areas between two departments," he said.

"One of the problems is, we don't know how much is being sold.

veterinarian, Mr Barry Marshall, said meat which may be over the tolerance level was being consumed and exported.

He said the survey had showed there was a serious problem and decisions needed to be made now about what action to take.

Mr Marshall said among the few options available was a total ban on the killing of wild pigs for human consumption or a ban on just the offal (heart, liver, kidney and lung) which has been shown to contain higher mercury levels than the meat.

He said the Health Department had to make a

WELLINGTON

(PA)
No action has been taken over domestic and export sales of wild pork — shown to contain unsafe levels of mercury — and there is confusion over which Government department is responsible for checking the meat.

Consumers were warned more than two weeks ago not to eat wild pork more than once a week and the Health Department has written to the Ministry of Agriculture asking that they keep monitoring wild pork.

But no checks are taking place and Ministry

18 The Southland Times, Monday, December 21, 1987

National

Pork Testing Confusion

(PA)
No action has been taken over domestic and export sales of wild pork — shown to contain unsafe levels of mercury — and there is confusion over which Government department is responsible for checking the meat.

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But no checks are taking place and Ministry

AI Success In Red Deer

Trial results at Invermay Agricultural Centre suggest that artificial breeding for deer has come 24/12/87 of age.

A 56 per cent success rate was recorded this season in 27 Red hinds artificially inseminated with frozen semen collected and processed from a Red stag at the centre.

Invermay veterinary scientist, Dr Colin Mackintosh, said this percentage was comparable with the use of frozen bull semen for AI in cattle, and that the current results with deer held exciting prospects for the industry.

He said in a normal season a sire was hard pressed to cover 40 to 50 hinds, but through artificial insemination one stag could cover up to 120.

With semen being easier to transport and handle, the expensive import and export of live animals may also be a thing of the past.

The 1987 results are the best that researchers have achieved in the three years that artificial insemination of deer has been carried out at Invermay.

During that time they have perfected a technique, which 'works' particularly well in deer. Dr Mackintosh said the research team, which also includes Drs Peter Fennessy and Mark Fisher, and animal breeding technician Grant Shackell, were delighted with the results.

Hormones

The first step in the insemination process involves treating the hinds with hormones to ensure that they all enter oestrus at the same time. When this happens a laparoscope is used to perform intra-uterine insemination.

After the operation the anaesthetic is reversed and within two minutes the hinds are back on their feet, and shortly afterwards are returned to their paddock.

Thirty days after the insemination had been carried out blood samples were taken and sent to the United States for pregnancy testing. At present this test, which is for a specific protein indicator of pregnancy, is carried out only in the US, but it is hoped that it will be avail-

able commercially in New Zealand within the next year or two.

Ten days after the blood samples were taken the hinds were scanned and 15 of the 27 were shown to be pregnant. The blood sample results also confirmed this.

With pregnancy in deer lasting around 233 days the calves were due about November 26. In actual fact they started calving on November 25, and all of the hinds had successfully delivered by December 3.

Elders PASTORAL

5/12/87

NZ PREMIER STUD DEER SALE

On account of Stanfield Park Imported Deer Stud and Otuiti Lodge

JANUARY 15, 1988, 1pm

FINLAY ROAD, MAUNGATAUTARI VIA CAMBRIDGE

Featuring a unique opportunity 1 5 yr sire stag "Otto" son of Prince Reuss's world famous Yugoslavian stag "Leopould." At 4 yrs 235kg and 6.3kg hard antler, Otto was the sire of Baron who topped Stanfield's January 1987 sale at \$38,000 as a yearling.

2 pure Warnham Park 2 yr stags including 1 son of "Toby" who made \$50,000 in the January 1986 sale. 1 Warnham x NZ 3 yr stag at 2 yrs 174kg and 3.5kg hard antler

Plus

22 Warnham and Yugoslavian x NZ 2 yr sire stags. Note: All stags sold in full antlers. January 1987 sale saw 2 yr stags 182-145kg liveweight and full heads at 4.3 to 2.9kg. It is expected that the January 1988 sale stock will be of an equally high standard. Stanfield and Otuiti are Tb accredited free. For further details contact:

Clive Jerney (071) 272-843
Ray Nolan (Area L/stock Manager) A/H (071) 496-245
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(Hybrid)			
AP3	-10mm	-50.0	\$4.75
AF	Overfat		\$4.40
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\$12,300 Paid For Buck

Deer were sold for prices up to \$12,300 at a deer auction at Rob Brook's Hindley deer farm in Queenstown last Friday. The auction was run by Wrightson Dalgety.

Mr Brooks said about 200

buyers from as far away as north Auckland attended the sale, in which 29 Red deer and 14 Hungarian Fallow deer were sold.

A Hungarian Fallow deer buck fetched the top price for \$12,300 and the cheapest fallow buck was brought for \$7500. Prices for fallow does ranged from \$6200 to \$3800.

The red deer were also sold at good prices, with an 18-month-old German stag bought for \$10,000.

Mr Brooks said the sale was fast moving and all stock was sold.

Hindley Farm had a "pretty exclusive" herd of deer and top buyers attended the sale, he said.

Wrightson Dalgety



Deer Services

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3/12/87
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Wild Pork To Be Checked

(PA) WELLINGTON
The Health Department says it is about to begin extensive tests on wild pigs to pin-point areas where they have unsafe mercury levels in their meat.

The department's chief scientist, Mr Jim Fraser, said the possibility of banning sales of wild pork in some areas could not be ruled out.

But he said results from testing about 100 pigs would not be available until April.

In the meantime, Mr Fraser said the only action being taken was the earlier warning given by the department that wild pork should not be eaten more than once a week.

The warning followed the discovery of mercury in wild pigs above Health Department tolerance levels.

The Ministry of Agriculture and Fisheries, which carried out the earlier tests, said mercury levels appeared to vary throughout New Zealand, with higher levels in the South Island than the North.

Mr Fraser said the department would also find out how much wild pork was sold by gathering information from slaughterhouses.

Wrightson Dalgety



Deer Services

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3RD ANNUAL RED DEER BREEDING STAG AND YEARLING HIND SALE

TUESDAY DECEMBER 15, 1987 AT 12.30pm 5/12/87

ACCOUNT: M/s P. C. Fraser, Matamata and P. L. Fraser, Rotorua

VENUE: On the property of Mr P. C. Fraser, Tower Road, Matamata

40 — Selected 2 year STAGS
20 — Selected 1 year HINDS

SIRE STAGS IN THIS OFFERING FEATURE:

"Andy" — Bodyweight 268kg. Velvet 6.5kg
"Caesar" (Imp) — Bodyweight 283kg. Velvet 5.3kg
"Magnum" (Imp) — Bodyweight 253kg. Velvet 5.3kg

Recorded growth weights and current liveweights of all sale stock are available. Property is Tb accredited. Catalogues available from the Auctioneers.

3% overriding commission offered to non-participating companies.

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Deer Embryo Transplants Have Potential

A technique for transplanting frozen deer embryos, which has been developed in Southland, offers exciting potential for importing and exporting animals. 9/1/88

A team headed by a Winton veterinary surgeon, Mr Mike Bringans, and a Canadian, Dr Martin Wenkoff, has already successfully transplanted six embryos, with four live fawns resulting and one hind yet to produce.

The first three embryos were taken from red deer hinds, which had been mated with a German stag seven days earlier at the Winton veterinary surgery on April 14.

They were taken in a test-tube inside a pocket to Lumsden where they were frozen down, using equipment owned by AEW Angoras, and placed in liquid nitrogen for storage until May 2, when they were implanted in recipient hinds.

Two other hinds were then flushed for fertilized embryos, which were also frozen.

On May 17, three were thawed and implanted, including two twinned into

one hind.

"Everyone was thrilled when this recipient produced live twins," Mr Bringans said.

However, they were born on a particularly cold night and only one fawn survived.

Mr Bringans believes these are the first successful frozen embryo transplants in deer in the world.

A company, Advanced Southland Deer Genetics Ltd, has been set up to continue the development.

Mr Bringans and his Winton veterinary partner, Mr Dave Lawrence, are two of the directors and the other three are farmers.

Mr Joe Wilson, of Rimu, and his son, Allan, of Waimatua, provided the animals used in the experiment. Another deer farmer, Mr Winston Day, of Oreti, is the other director.

Mr Wilson sen said he was keen to support the veterinarians' trials after visiting Australia and seeing the potential export markets there.

Since the successful live births, the company had begun preparations to build an operating theatre and to import freezing equipment from Canada to establish a programme in Southland.

Possibilities

Mr Wilson said the successful trials opened many possibilities within the deer industry.

The imported German stag used in the trials cost the Wilsons about \$30,000 by the time it arrived in New Zealand. Importing embryos would be cheaper and simpler, he said.

Goat and cattle embryos are commonly frozen and transported around the world.

The goats were usually given a hormone treatment to induce the flushing of eggs, Dr Colin Mackintosh, of the Invermay research centre, said yesterday.

day.

"The problem with deer is that they are very difficult to super-ovulate," he said.

European Deer

The success of the Winton team was exciting, he said, and could lead to increased opportunities to import or export deer.

New Zealand breeders wanted to import European deer to improve their bloodlines, but, with high transport costs and delays with quarantine, bringing a new animal into the country could cost \$15,000 to \$20,000.

"It would cost considerably less to hop on a plane with a container of liquid nitrogen," Dr Mackintosh said.

Disease risks and problems with quarantine could also be reduced.

Embryos could be washed and treated to eliminate many dangerous diseases and they did not carry parasites.

Frozen embryo transplants could also

open export markets for New Zealand deer, particularly in Australia, he said.

The deer population in Australia was small, as was the genetic pool.

But a tissue worm, *elaphostrongylus*, which Australian breeders believed they did not have, was widely spread in New Zealand so quarantine on exported animals was rigid, he said.

That would be overcome with embryo exportation.

The need for recipient hinds would be the only limiting factor, but even that opened up possibilities, such as exporting wapiti-type embryos, which were rare in Australia, and implanting them in red deer hinds.

The Winton veterinarians, together with Dr Wenkoff, were also responsible for some live pure elk fawns born by Caesarean section out of red deer, which were implanted with fresh embryos last mating season.

Dead Pilot Put Up for Award

(PA) CHRISTCHURCH

A Hokitika helicopter pilot, killed in a crash in June last year, had been nominated for a Commonwealth bravery award recently announced in London.

Martin Matthew Nolan, aged 28 when he died, was well known for his rescue work on the West Coast which included plucking an American woman to safety from the Punakaiki blowholes, and the July 1984 rescue of the crew of the fishing trawler Sealord II.

Working at night, Mr Nolan lifted all five crewmen from the trawler as it was being pounded by the surf on the Greymouth river bar.

The Royal Humane Society of New Zealand awarded him a medal for that rescue, and cited it last year when it nominated him for the Stanhope Gold Medal, awarded annually for the bravest deed reported to the Humane Societies of the British Commonwealth.

However, he was killed in June last year when the helicopter he was flying on a deer recovery operation hit power lines in the Arawata valley.

Mr Nolan's untimely death meant that he was not considered, since the Stanhope was not awarded posthumously, said Mr Garth Turbott, the president of the New Zealand society.

"Our nomination was a very good one. It was a very brave act indeed," he said.

The medal, presented by Princess Alexandra last month, went to a British truck driver, Mr James Smith.

In October, 1985, Mr Smith came across a fatal motorway pile-up involving a bus and 12 other vehicles. Three times he crawled into the burning bus to haul people to safety.

Lucky Escape For Men

(PA)

HOKITIKA

Two men had a narrow escape when their Hughes 300 helicopter went down at the head of the Clarke river in South Westland.

Constable Roger Millard, of Haast, said fears for the men's safety were aroused when they failed to return from a deer recovery flight on Thursday night.

Four helicopters went into the area to search for them yesterday morning, and at 9.45 the pair, Harvey

Hutton, the pilot, and shooter Steven Wright walked out on to the Haast river bed.

A passing motorist picked them up and took them into Haast safe and well, but a little footsore from their long walk out.

Constable Millard said the two men were fortunate. Their machine apparently lost power and crashed at the head of the river.

They were fortunate, too, that in walking out they did not have to ford any rivers as all those in the area were swollen from the heavy rain during the previous two days.



Father and son deer farmers, Allan (left) and Joe Wilson, of Rimu, with three fawns produced from frozen embryos. The successful frozen deer embryo transplants are thought to be the first in the world.

Story on Page 15

Deer Velvet Tonic Headed for Success

Invercargill artist, Mr Peter Beadle, has embarked on a business venture that could see Southland and Invercargill become a potential leader in the production of natural medicines.

His involvement in natural medicine, initially deer velvet, arose through a chance meeting his father had had with a Chinese chemist about five years ago.

Mr Beadle senior, then aged 80, was a virtual cripple with arthritis and was in constant pain. The Chinese suggested that a deer velvet extract would relieve his discomfort.

The Chinese have practiced natural medicines including herbal remedies for more than 4000 years and have a formula for practically every known human disorder.

Peter was given a copy of the recipe which included velvet, deer sinew and natural herbs. In the early stages the ingredients were boiled together to produce a liquid tonic — a smelly process that made Mr Beadle somewhat unpopular with his wife!

Within two weeks of his father taking the tonic there was a "decided improvement" in his condition, he said.

"In a month the improvement was quite considerable. All the swelling and pain went and his freedom of movement returned."

Repeated

Mr Beadle said his father was so improved that he "went back to work" and now still enjoys good health five years later.

The same success story was often repeated from friends, who, rather sceptically at first, tried the tonic.

A visiting American industrialist who travelled specifically to New Zealand to buy a selection of Mr Beadle's paintings, was so impressed with the effect the tonic had on his wife's arthritic condition that he invested \$5000 towards the purchase of a freeze dry machine and other much needed plant.

Natural medicines including velvet extracts have often been dismissed by westerners, especially in the medical profession as being worthless in terms of their effectiveness in bringing relief to people suffering from health disorders.

But Mr Beadle is emphatic that natural remedies are not and should not be considered as fringe medicines. Analytical proof to the visual results of the product has come from extensive chemical testing carried out by

chemists at the Southland Co-operative Phosphate Company.

The laboratory analysis surprised the company's technical manager, Mr Stan Winter. The tonic was analysed as having 47 per cent protein, 12 per cent calcium and significantly important amounts of phosphorous, potassium, sulphur, magnesium, silicon, chlorine, all vital elements in maintaining a healthy body chemical balance, as well as iron, zinc and copper.

Encouraged

Those test results and the testimonials from people who had benefitted from the velvet tonic encouraged Mr Beadle to invest around \$40,000 of his own, "not counting my time and the lost sales of paintings," in perfecting a freeze dry process that is uniquely different from conventional velvet drying methods.

Not only is it a much quicker process, it is one that "can't go wrong" and ensured a 100 per cent pure and natural product, Mr Beadle said.

From small beginnings has evolved Silberhorn International Ltd, that now, with a \$90,000 Regional Development research and development grant is about to attempt to break into the vast international deer velvet market — a market traditionally dominated by the Chinese.

The choice of the name is an appropriate one as it is taken from a mountain near Mt Cook and one that has been a popular subject for Mr Beadle's paintings.

Tradecom is working on his behalf sourcing overseas markets and strong encouraging inquiries for the Invercargill Silberhorn deer velvet tonic are already coming from The Hague, Australia and Asia.

Enthusiasm

In November 1986, Mr Beadle was joined by Waikata Plains Station owner and deer farmer, Mr Peter Bowmar who shares Mr Beadle's enthusiasm and resolve to see Southland's natural resources developed more fully.

They believe Southlanders, instead of being pessimistic about their economic outlook should continually be looking for new products and markets that will create job opportunities

in the south and a financial return for the province.

Further products in the pipeline include the export of freeze-dried deer velvet pure powder, Messrs Bowmar and Beadle believe velvet in this form has a greater export potential for convenience of marketing, purity, quality and price-competitiveness than the present method of exporting whole dried antler velvet.

Silberhorn at present employs three part-time staff. If the deer velvet products prove the success Mr Beadle is confident of, then Silberhorn would branch out into processing other health products and remedies extracted from the rich abundance of naturally occurring resources from the land and sea around the province, he said.

He is confident when that stage is reached, upwards of 20 full-time staff could be employed.

Boost

Up until this year the deer velvet tonic has been processed in Invercargill and packaged in Auckland. "From now on everything will be done here in Invercargill," Mr Beadle said.

"Eventually we are looking for a national distributor and an exporter."

The granting of the Regional Development grant had given the enterprise a great boost, he added.

"That was vital to us. Unless we had that sort of backing we would not have been able to go off-shore."

Even though Mr Beadle is obviously enthusiastic about the value of natural remedies he is a reluctant entrepreneur.

"I'm an artist and all I want to do is paint," he said. "This thing at times gets out of hand. I've tried to turn my back on it but for every one person who has tried and benefitted from the velvet tonic, two more come along."

"To hear of people who had given up their favourite sport of playing bowls were back playing and enjoying life again because of the deer velvet tonic keeps you on the track."

"So I'm caught up in a web and committed to see it through." But he added, he was looking to the time when the company was able to employ full-time staff and a manager — "So I can get on with the pleasure of painting."



The principal of Silberhorn International Ltd, Mr Peter Beadle displays a packet of deer velvet tonic capsules and a sample of freeze-dried velvet.

VENISON SCHEDULE FROM 29/1/88 UNTIL FURTHER NOTICE

GRADE	FAT	WEIGHT	PRICE/KG
AP1	-14mm	+70.0	\$5.30
AP2	-12mm	50.0/70.0	\$5.25
H1 (Hybrid)	-12mm	+70.0	\$5.50
AP3	-10mm	-50.0	\$4.50
AF	Overfat		\$3.40
AD	1 Damaged Primal		\$2.50
AM	2 Damaged Primals		\$1.50
TBR	TB Reactors		\$2.00

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Deer Services

A Division of Wrightson NMA Limited

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DEER FARMERS**

13/2/88 **VELVET POOL
VELVET POOL
VELVET POOL**

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THURSDAY FEBRUARY 18, 1988

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or contact
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John Fogarty (021) 44-653
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Top Deer Values Strong

An article on a Rosedale deer sale in yesterday's edition of The Southland Times reported the auctioneer, Mr John Duncan, as saying the market was low and slow.

The remark, which was made during the auction, related to the bidding, not the market.

Mr Duncan believed that, in comparison with the Christchurch sale held earlier in the week, the top values at Thursday's sale could be considered strong, especially for the 18-month-hinds.

Venison Venture Culprit

The \$125,000 extraordinary loss reported by Southland Farmers' Co-op for the 14 months to September 30 arose from the failure of a venison marketing company in which it had invested, general manager Mr Russell Cull told shareholders yesterday.

The \$125,000 was the

amount Southland Farmers had invested in Snowline Marketing Ltd — a joint venture with the other "independent" stock and station agents — which subsequently went into receivership.

The loss took some of the shine off Southland Farmers' \$1 million turnaround in operating profit last

year, being largely responsible for the bottom-line loss of \$169,000.

Since balance date Southland Farmers has sold its stake in the Mossburn venison packing plant, Mr Cull pointed out later.

The capital gain from that would "much more than offset" the Snowline loss, he said.

Live Deer Capture Impresses Hungarian Scientist

15/4/88

Taking part in a dawn helicopter live deer capture has been a highlight of a New Zealand experience for Hungarian deer scientist, Dr Laszlo Sugar.

Dr Sugar is a veterinarian and researcher-teacher at the Kaposvar State Agricultural University, whose main area of interest is in game management.

"Since my childhood I've always had an interest in nature and wildlife," he said.

His widely acknowledged expertise in animal genetics and game management has taken him to Mongolia and Siberian Russia on game management projects.

Dr Sugar has been involved in the capture and export of selected Hungarian red deer and is in New Zealand at the invitation of the consortium that has imported a number of the animals into this country, that includes Tasman Forestry and Mr Bernard Pinney of Dunrobin Station.

Following the completion of his veterinary qualification, Dr Sugar began work in a state forestry farm biology station near Budapest in 1972. In 1981 he joined the facility of animal science at the Kaposvar agricultural university, 180km to the south-west of the Hungarian capital.

Pursue

His work at the university has enabled him to actively pursue his interest in research and game animal management, notably with red deer but also with roe and fallow deer and wild boar.

"Game hunting is an old hobby for Hungarians and a good business," Dr Sugar said.

Esch year, many thousands of visitors, predominantly from West Germany, travel to Hungary to enjoy trophy shooting, staying at luxurious hunting lodges and paying huge sums of money for their hunting rights.

Responsible game management is therefore an important part of the Hungarian economy.

During World War II the German and Russian armies slaughtered the Hungarian deer for food to the extent that by the end of the war, less than 1000 deer were estimated to have survived.

"Now I think we have about 90,000," Dr Sugar said.

"For eight or 10 years after the war, hunting was completely stopped and then very carefully controlled until slowly the deer population grew again."

Best in Hungary

The Kaposvar agricultural university was established only some 25 years

ago as an extension of a high school.

"Now it is the best in Hungary. We keep a huge range of animals," Dr Sugar said.

The animal science faculty has a roll of about 300 students taking a three year course that covers small animals through to game animals, with some 15 students each year taking the game management option, Dr Sugar said.

Trophy shooting and game hunting in general for wild pig and game birds, such as pheasants, is such a big business in Hungary that many universities offer game management courses, turning out students with qualifications suitable for a diverse range of occupations, from professional shooting guides to managers of state game-forestry farms.

Dr Sugar arrived in New Zealand on March 22 and during his travels has become impressed with the New Zealand style of deer farming.

"New Zealand has probably the largest domestic

deer population in the world," he said.

Fortunate

Dr Sugar said he had been fortunate to visit the Tasman deer farm which borders the Kaiangaroa forest of the Napier-Taupo highway. Here some 3000 deer, mostly reds are being run in a totally integrated forestry operation.

"It was very interesting to me to see the large numbers of deer and how they handle them in the forest," he said.

"In Hungary, 99 per cent of the deer are in the wild and they can damage the young forest trees.

"We had to fence off some forests to keep out the deer, otherwise the young plantations would be destroyed," he said.

"It is quite different here."

One system that is being used in Hungary to lessen the damage to young forest trees was to plant feed

crops in open spaces adjacent to and within forested areas to entice the deer out from the forests, Dr Sugar said.

Unsuspecting

Being dragged out, unsuspecting, from a warm bed at 6am on a frosty Northern Southland morning to take part in a live deer capture behind Dunrobin Station, was a new experience for Dr Sugar.

"It was very interesting. I had seen movies of it but it is quite different to experience it in person," he said.

The manoeuvrability of the helicopter and the skills of both the pilot and shooter were "fantastic."

During his stay in New Zealand, Dr Sugar will also spend time with local deer consultant, Mr Mike Harbord and renew his acquaintance with Invermay scientist, Dr Colin Macintosh.



Hungarian deer scientist, Dr Laszlo Sugar

INVERCARGILL STOCK AGENTS ASSOCIATION

OPEN DEER SALE WEANER STAGS. 26/3/88 WEANER HINDS

LORNEVILLE SALEYARDS
Wednesday, March 30, 1988
commencing 1pm

Entries invited
WRIGHTSON DALGETY
SOUTHLAND FARMERS CO-OP
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Deer Breeding Claims Rejected by Minister

14/4/88

(Special)

WELLINGTON

The Minister of Conservation, Ms Clark, yesterday rejected claims that the Department of Conservation was involved in a deer breeding and release programme in Tapanui.

"Some of the statements made by the Royal Forest and Bird Protection Society are incorrect and others are misleading," Ms Clark said.

"The Department of Conservation has not got, nor has it ever had a deer breeding programme of any sort. There is certainly no breeding programme at Tapanui as claimed."

"Nor has the Department of Conservation released any deer in the north-west Nelson recreational hunting area as claimed by the society. Several deer were released there by the New Zealand Forest Service in March last year before the Department of Conservation was established. There have been no release of deer by Department of Conservation staff since

then and none are planned," she said.

Ms Clark said three deer were released recently by a departmental officer in the Caples Valley near Lake Wakatipu. The deer were offered to the department by a local deer farmer.

"The officer concerned acted in error and without authority. He has been reprimanded for his mistake," she said.

Ms Clark said the Department of Conservation did not have a breeding or release programme for tahr as claimed.

"The Minister of Forests imposed a moratorium on tahr hunting in 1983 in response to concerns from hunters about what they saw as the destruction of a hunting resource with significant recreational and tourist values," she said.

VENISON SCHEDULE

FROM 4/3/88 UNTIL FURTHER NOTICE

5/3/88

GRADE	FAT	WEIGHT	PRICE/KG
AP1	-14mm	+70.0	\$5.30
AP2	-12mm	50.0/70.0	\$5.25
AP3	-10mm	-50.0	\$4.50
AF	Overfat		\$3.40
AD	1 Damaged Primal		\$2.50
AM	2 Damaged Primals		\$1.50
TBR	TB Reactors		\$2.00



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Economist Analyses Deer Industry Outlook

One word sums up the present situation and future, of New Zealand's volatile deer industry — uncertainty.

Both long term market signals, and the profitability of the industry, at both farm and processing levels, are uncertain.

This uncertainty has been compounded by confusion surrounding recent changes in the tax laws, and the lack of any clear indication on exchange rate movements.

Nevertheless the industry continues to expand with the current armed deer population estimated to be around 700,000.

By 1995 this figure is expected to increase to more than 2,500,000, and the Game Industry Board forecasts a venison production volume of 24,000 tonnes by that time — equivalent to a seven-fold increase in production compared with 1987.

At present the supply of venison falls well short of market demand, and with the national deer herd in a state of maximum growth, few female animals are being slaughtered. Most potential breeding stock is being retained, and because demand for these animals exceeds supply, live sale prices are high.

Productive

The prices being paid for female breeding stock are from three to four times higher than the slaughter price, of the animals.

Until recently this situation was further distorted by large taxation write-off incentives. These have now largely been withdrawn, and the market is adjusting to the change in taxation policy.

The demand for breeding stock (hence live sale prices) is the major factor affecting the future profitability of the industry.

The Game Industry Board (GIB) forecasts herd growth will continue up to and through 1995, but it is not possible to forecast live sale prices over this period since these will depend on strength of demand, which is in turn influenced by schedule prices for venison. This demand will also be influenced by the expectations of investors seeking

to diversify from other forms of farming.

This demand is expected to keep breeding hind values above productive values until the industry reaches a level of production that satisfies the market, and herd numbers plateau nationally.

Reasonable

Ideally when this state of equilibrium occurs venison supply will be such that there is a reasonable level of profitability in all sectors of the industry.

At present this is anything but the case.

Leading exporters (Fortex, Mair Foods and Challenge Deer) are paying premium prices for product to enable them to stay in the market at a time when supplies are limited.

The competition to obtain available slaughter stock is keeping schedule prices artificially high (up to \$6 for AP2 grade at an exchange rate of 55 to 59c US, easing to \$5.20 as the New Zealand dollar value increased to 67c US) and profits to processors and exporters have been slim.

Some smaller operators will only deal in feral game as they regard the schedule as being too high to allow a margin for profit.

The general feeling of industry spokesmen is that a \$5 schedule price would be more rational and allow processors a margin of profit.

The question is how long will venison schedule prices remain at levels above what may be considered an optimum for the overall health of the industry?

Under-Supply

In general, exporters say there is likely to be a venison under-supply situation for two to three years, and possibly longer, before increasing production volumes effect market prices.

A consideration of future profitability involves predicting at what point increasing output (and

exports) have an effect on price. Account also has to be taken of the effect improved marketing and processing is likely to have on schedule prices.

Much of the effort in these areas is being directed at adding value (and diversifying end uses) to the less desirable carcass cuts.

Up to 50 per cent of the carcass is not readily disposed of, but further processing should enable this less marketable part of the carcass to be sold in the higher priced markets of US and Japan.

At present, this product goes to the commodity end of the market in Germany at low prices, and this market cannot continue to absorb the significant increase in volume of these cuts as production expands, without prices falling even lower.

Clearly export of chilled product, further processing, and brand marketing can improve final market prices, but much of this return (added value) is likely to go to shareholders of those companies doing the processing and exporting.

Expectation

Considering the current state of the industry, and increased production volumes, a \$4 schedule may be a reasonable expectation three to five years out.

However, an overriding influence will be the exchange rate, and there is no clear indication as to how that will move. Some suggest that there will be little movement over the next two years, but there are other indications that a fall in the value of the dollar by up to 20 per cent is likely within the next 18 months.

The timing of any fall will depend on New Zealand interest rate movements and the general level of confidence in the Government's policy stance.

There is little doubt that the future of the deer industry lies primarily in venison production for export, since there appears to

be a limited potential for increased velvet exports in a market where world demand is already saturated. Also it should be remembered that China has the ability to totally dominate world trade in velvet if it so desires.

By 1995 the GIB expects that 91 per cent of export revenue to come from venison, 5 per cent from velvet and 4 per cent from skins.

Forecasts

GIB forecasts use a cif price (carriage, insurance, freight to export destination) of \$9.45 per kilogram, and this assumption is maintained in their model to 1995.

With a current fob value of \$8.78 this represents a difference from schedule (at \$6) to fob of \$2.78 and from fob to cif of \$0.67 per kilogram.

Schedule price than is 68 per cent of fob price or 63 per cent of cif price (compared with about 20 per cent of cif value returned to sheep farmers).

Given the nature of the competition for product by deer slaughter plants and exporters, one wonders if this per kilogram export revenue can be sustained given the seven-fold increase in venison production expected by 1995.

As far as medium term investment analysis is concerned Peter Jarvis suggests that livestock prices should be used for purchases and sales over say the first three years, together with current velvet and venison prices.

However, beyond the initial years it is important to use the more realistic medium-term assumptions that live sale prices will change, venison prices are likely to fall, and the percentage of surplus hinds which may be sold live will decrease.

He said investors should look beyond the short term and seek professional investment advice with respect to long term profitability.

Wrightson Dalgety



Deer Services

A Division of Wrightson NMA Limited

LORNEVILLE DEER SALE

Wednesday, March 30, 1988

commencing 1pm

WRIGHTSON DALGETY will offer on account of:

K. Spittle, Heddon Bush

6 15mth Hinds

8 Weaner Hinds

12 Weaner Stags

J. Mee, Mabel Bush

11 15mth Hinds

J. M. Hazlett, Lochiel

15 Weaner Hinds

14 Weaner Stags

M. Carnie, Mokoreta

10 Weaner Hinds

7 Weaner Stags

H. Farquhar, Myross Bush

9 Weaner Hinds

P. J. Egerton, Hokonui

15 Weaner Stags

26/3/88

682

Search Fails To Find Man

An Auckland man, who failed to meet his six hunting companions at their camp on Stewart Island on Sunday night, is still missing.

Mr Kerry Brown, who is in his late-20s or early-30s and single, had a rifle and reasonable clothing with him but no food.

About 60km on the east coast of the island between Big Glory Bay and Lords river has been searched without success.

Ten searchers went out at first light yesterday and a helicopter combed the area in the afternoon. Constable Ross Dymock, of Halfmoon Bay, said last night.

Constable Dymock said the area was dense

podocarp forest with no major features. There were "no hills to get on top of."

Constable Dymock said "reservations" were held for Mr Brown's safety.

"The weather's still fine so, at the moment, we still think that he's disoriented."

Sixteen people will continue the search today. They include eight searchers from Invercargill who will leave from Bluff by helicopter at 8 o'clock this morning. Helicopters will also be used in the search.

Search controller Mr Kingsley Timpson said last night Mr Brown's hunting companions were on standby to assist in the search if called on.

The search headquarters is at Halfmoon Bay.

Mr Timpson said it was not possible to drive to the block to drop in search parties. The only access was by sea or air.

The search would continue in the Big Glory Bay and Lords river area until it was certain that all the ground had been covered.

Deer bruising problem

By MAF Invermay journalist Gordon Brown

Bruising in deer sent for slaughter is once again a problem this season.

MAFQual meat inspector Doug Gordon reports that several lines of deer have turned up at the

Mossburn DSP with bad bruising due to poor antler removal.

He said that spikes well over 50mm, and in some cases over 100mm, are being left on stags sent for slaughter. These spikes are being used by the stags to attack other animals with damaging effect on both carcass and the hide.

At this time of the year stags are likely to be over-fat, and with the roar approaching they tend to fight and push each other around, thereby causing considerable bruising.

The puncture type wounds that are inflicted mean that the carcass is usually downgraded, with a resulting financial loss to the farmer.

Doug Gordon said that any short projections of hard antler should be removed from stags, just above the coronet, two weeks before slaughter at the very least. This allows existing bruising time to heal, and prevents further bruising.

Bruising can also be caused by a number of other factors, most of which are avoidable.

One temperamental rogue stag which likes to "have a go" at its fellows can bruise most of a whole pen of deer by the time of slaughter. In most instances the temperament of such animals is well known to the farmer, and they should try to have them killed separately.

Preferably stags older than 15-16 months should be left until two to three weeks after the roaring and fighting stops before slaughtering. The excess fat will have disappeared by then, and bruises will have had time to heal, although in extreme cases bruising may take up to six weeks to heal.

The mixing of lines of deer from different farms, or even mixing different lots of deer off the same farm, should be avoided if possible, both during transport and in the yards. Mixed lines of animals need to sort out a new pecking order, and the resulting fights cause bruising.

Deer are also inclined to pick on weak or sick animals, and drive them from the herd. For this reason weak or run down animals should not be included in a line of deer to be killed.

The use of sticks and other devices to encourage deer to move will not facilitate handling, and will only cause bruising. Deer normally move better if not stirred up.

Good yard and transport design are also important, and make for easier movement of the animals. Yards should be well maintained and a lookout kept for sharp projections, which can cause unnecessary damage to the animals.

Southland Times Friday 29 April 1988.

Deer Carcasses Being Downgraded

by GORDON BROWN Journalist Invermay

Southern Lakes Venison Packers Ltd will not be accepting other than rising two year old stags for slaughter at their Mossburn plant due to the bruising being caused by older animals.

Failure to remove spikes of hard antler from stags being sent for slaughter is leading to the downgrading of carcasses, and financial losses for some deer farmers.

MAFQual meat inspector Mr Doug Gordon reports that several lines of deer have turned up at the Mossburn DSP this season with bad bruising due to poor antler removal.

He said spikes well over 50mm, and in some cases over 100mm, are being left on stags sent for slaughter.

These spikes are being used by the stags to attack other animals with damaging effect on both carcass and the hide.

The puncture tyre wounds that are inflicted mean that the carcass is usually downgraded.

In one line of 13 mainly

younger deer, which included two heavier, older animals, 10 of the 13 were downgraded for bruising, and returns to the farmer were considerably reduced.

Fight

Mr Gordon said with the roar approaching, stags tend to fight and push each other around.

Short projections of hard antler should be removed from stags, just above the coronet, two weeks before slaughter at the very least. This allows existing bruising time to heal, and prevents further bruising.

Bruising can also be caused by a number of other factors, most of which are avoidable.

One temperamental rogue stag, which likes to "have a go" at its fellows can bruise most of a whole pen of deer by the time of slaughter. In most instances the temperament of such animals is well known

to the farmer, and they should try to have them killed separately.

Preferably stags older than 15 to 16 months should be left until two to three weeks after the roaring and fighting stops before slaughtering. Excess fat will have disappeared by then, and bruises will have had time to heal, although in extreme cases bruising may take up to six weeks to heal.

Mixing Lines

The mixing of lines of deer from different farms, or even mixing different

lots of deer off the same farm, should be avoided if possible, both during transport and in the yards.

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Wrightson Dalgety



Deer Services

A Division of Wrightson NMA Limited

BALCLUTHA WEANER HIND AND WEANER STAG SALE

23/4/88

to be held FRIDAY, MAY 6, 1988 Commencing 1pm

Wrightson Dalgety will offer on behalf of various clients:
40 — Red Weaner HINDS (Accredited Herd)
15 — Hybrid Cross Weaner HINDS
97 — Red Weaner HINDS
81 — Hybrid and Red Weaner STAGS

Further Entries Accepted

Phone Lewis L. Pagan 730-203 Dunedin (AH)

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INVERCARGILL STOCK AGENTS

LORNEVILLE OPEN DEER SALE

Friday May 13, 1988

30/4/88

Entries Invited Wrightson Dalgety Southland Farmers Co-op Elders Pastoral

21386

SOUTHERN LAKES

VENISON

PACKERS LTD

23/4/88

a subsidiary of Challenge Deer Ltd

As from Monday, April 25, 1988 no deer other than rising 2 year olds will be accepted at our Deer Slaughter Plant, until further notice.

All hard antler must be off stags before being sent in for slaughter.

Ian Stewart PLANT MANAGER 20848

Missing Hunter Found

Regrets Not Having Map

Kerry Brown, an Auckland hunter lost on Stewart Island for four days, did not take a map with him because he would "only use it for toilet paper."

A map would have prevented him getting lost.

"I was getting a bit cocky. If I had taken a map it would have saved the searchers a lot of time," he said when he arrived in Invercargill last night.

Mr Brown, a 33-year-old mechanic was found at 1.30pm yesterday, 16km from where he went into Big Glory Bay to hunt deer on Sunday. He was due to meet 11 companions back at their hunting camp that night.

When it began getting dark, and Mr Brown was keen to get back to camp, he lit a candle and walked until 11pm. He then gave up and spent his first night in the open.

He was wearing warm clothing, although he had no boots, but he had no food. He spent the next day walking, eating mussels and drinking fresh water and eventually found an old punga hut, which served as a good shelter after a few renovations.

His matches had run out, so he covered himself in ferns to keep warm.

"There was the odd mo-

ment I thought I wouldn't make it out," he said. "It was pretty scary."

Mr Brown saw a few deer, but was too busy trying to get out of the bush to shoot them.

He also saw boats and helicopters searching for him from Pikes Peak, where he was camped, but could not attract their attention.

"I called the searchers rude names.

"Last night, I saw helicopters going in the opposite direction, so I decided to get back into the area I'd come from," he said.

Raft

Once he reached the shoreline, Mr Brown tried other ways of getting back to civilization.

"I tried to make a raft from a footbridge, but it was bloody useless... nothing would float. It was too full of water."

The crew of a boat which was searching the shoreline heard Mr Brown call out, took him on board, and fed him barley sugar.

It was a good feeling to be on the boat, he said.

His family in Auckland were "getting very panicky" and that was the worst part, Mr Brown said.

Stewart Island was not as "overgrown" as people made it out to be, he said. He expected the trees to be bigger — but he doesn't mock the scenery, or the abundant supply of shellfish.

In 10 years experience as a hunter, Mr Brown had previously spent only one unscheduled night in the bush, in the central North Island, and that time he was not lost.

Constable Ross Dymock, of Halfmoon Bay, marvelled at the distance Mr Brown travelled from where he entered the bush.

It would have been four or five days before the searchers would have

started looking around Abrahams Bay, in Paterson Inlet, where he was later found, he said.

Long Shot

The shoreline search that found him was a long shot, as Mr Brown was expected to be in the Big Glory Bay-Lords river area.

Constable Dymock said the "muttonbird scrub" in the area needed to be cut with a chainsaw, and Mr Brown had skirted around the edge of it.

Meanwhile, Mr Brown was looking forward to a feed of fish and chips, a good night's sleep, and catching up today with his hunting companions, who have gone on to Wanaka.

He wants to get back into the bush as soon as he is rested and the blisters have healed.

"You can't kill this horse," he said.

MAFDeer About To Push Exports

After 14 years of research, the deer industry is on the brink of a major export push in terms of knowledge and technology according to MAFDeer technical manager Mr Tony Pearse.

Research into deer farming in New Zealand has been dominated by MAF since 1975, with the government picking up most of the tab. MAFDeer, following its birth last year, is now on the point of exporting this expertise to Australia and New Caledonia.

MAF is already recognized internationally as a leader in deer research, but the question of going offshore in a physical sense may vex local growers who have been deadlocked for years over the issue of whether or not live animals should be exported.

Some New Zealand deer farmers say theory and technology has already filtered offshore, and there is no way purpose-bred New Zealand stock should be allowed to follow it to boost the industries of potential competitors.

But Mr Pearse said there was no danger as neither Australia nor New Caledonia possess anything like the stocks of wild deer which provided the foundation for the New Zealand

industry in its formative years. With the proper management of research funds, he believed New Zealand could stay 10 years ahead of its overseas competition.

Committed

The government was committed to an expanding deer research programme, although the industry would have to find money to pay for "area specific problems", such as why deer in some parts of the North Island suffer from tick problems, he said.

Research projects within the deer industry tend to be fast-paced and Mr Pearse said technology which was only on the drawing board at last year's deer farmers conference was now commercially available.

The industry had already become so specialized that deer farmers could target a particular market niche for venison and, through a consultant, tailor a management programme which ensured the product fitted the market requirements precisely, Mr Pearse said.

He said MAF was heavily

committed to production research because of the consistently high returns venison offered growers compared with sheep and cattle meats.

Initially MAF was more concerned with assessing the viability of deer farming in New Zealand, but as the industry developed, research had evolved to make production more efficient. This had given rise to hybridization programmes, carcass evaluation and the development of "product specific" management programmes.

Mr Pearse said deer farming was the modern-day equivalent of the domestication of sheep which began 10,000 years ago.

He said: "Here is an animal which, until recently, existed almost totally in the wild but is now being consciously modified to fit the schemes and requirements of humanity."

"Except that the domestication of deer is happening many times faster than that of sheep, given the pace of modern technology."

Elders PASTORAL

3RD NATIONAL VIDEO DEER AUCTION

FRIDAY MAY 6, 1988

PREVIEW 10am — AUCTION STARTS 12 NOON
1660 DEER

COMPRISING

- 1000 Weaner Hinds
- 200 Yearling Hinds run with Stag
- 150 2nd/3rd Calving Hinds run with Stag
- 60 Yearling Fallow Does
- 250 Weaner Stags

This offering consists of top liveweight weaner hinds and stags. The breeding hinds are selected breeding stock mated to superior herd sires, representing the best available stock from breeders throughout New Zealand. This premier auction gives intending buyers the opportunity to purchase top quality stock that can be recommended to all deer farmers.

SALE VENUES

HAMILTON — Commercial Travellers Club
PALMERSTON NORTH — Stewards Stand, Fielding Racecourse

CHRISTCHURCH — Christchurch Airport Travel Lodge

INVERCARGILL — Ascot Park Motor Hotel

CONTACT NUMBERS — NORTH ISLAND

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Ray Candy (089) 26-548 Whangarei
Robert Burke (085) 83-248 Pukekohe
David Streeter (079) 89-048 Gisborne
Stuart Allen (063) 39-493 Feilding
Tony Proudfoot (0728) 87-160 Waipukurau
Mike Taylor (064) 29-858 Wanganui
Bruce Flyger (075) 86-795 Te Puke
Ian Bristow (0880) 2852 Helensville
Kevin Benseman (062) 84-390 Hawera
Chris Brown (070) 435-688 Napier
Bill Foubister (069) 87-649 Levin
Warren Greville (059) 82-361 Masterton

CONTACT NUMBERS — SOUTH ISLAND

Mike Stanton (056) 84-365 Nelson
John Watson (03) 587-548 Ashburton
Murray Mills (021) 88-449 Invercargill
Graeme Munro (03) 583-973 Christchurch
Graeme Hawker (0294) 42-494 Alexandra
Bob Copp (027) 5664 Greymouth

In Demand

Good quality, well-bred lines of weaner hinds were in good demand at yesterday's Lorneville deer sale.

There was a considerable gap between the top and bottom animals, with poorer sorts proving difficult to sell.

Weaner red hinds of about 55kg ranged from \$360 to \$390, and lighter sorts between \$220 and \$300.

Hybrid weaners attracted a good inquiry with a top price of \$515 paid for four elk cross (81kg), sold on account of the Loeer Syndicate, Winton.

Weaner stags ranged in weight from 37kg to 67kg and generally sold at prices averaging around \$3.20 a kilogram.

A reasonable crowd attended yesterday's sale, with buyers being selective in their purchases.

Other good sales were recorded by W. Greenslade, Hokonui, five hybrid hinds (70kg) at \$430; I. McCorkindale, Rimu, four hybrid hinds (62kg) at \$440; W. C. and H. M. Payne, Hokonui, four Danish cross hinds (60.3kg) at \$510.

The next Lorneville deer sale will be held on May 13.

1000 Deer For Video Sale

Elders Pastoral expects its third video deer sale next Friday will prove as successful as those held previously.

Elders' local deer agent, Mr Murray Mills, said the offering would contain 1000 weaner hinds and stags and 18-month-old hinds, 200 of which were being offered on account of Southland deer farmers.

Once again the sale will be centred on Hamilton with telephone and video link-ups to regional selling centres.

The Invercargill venue will be Ascot Park Hotel, where a preview of the sale

will start at 10am and the actual sale at noon.

Animals for this video sale have been sourced mainly from the lower half of the South Island and the central North Island.

In a departure in the trading of deer, and an indication of Elders' confidence in the deer industry, Mr Mills said the company was offering a special finance package to buyers at next Friday's sale.

Good Weaners

Deer farming's future

COT 94-98

By Invermay journalist Gordon Brown

One word sums up the present situation, and future, of New Zealand's volatile deer industry.

Both long term market signals, and the profitability of the industry, at both farm and processing levels, are uncertain.

This uncertainty has been compounded by confusion surrounding recent changes in the tax laws, and the lack of any clear indication on exchange rate movements.

Nevertheless the industry continues to expand with the current farmed deer population estimated to be around 700,000.

By 1995 this future is expected to increase to over 2,500,000, and the Game Industry Board forecasts a venison production volume of 24,000 tonnes by that time - equivalent to a sevenfold increase in production compared to 1987.

At present the supply of venison falls well short of market demand, and with the national deer herd in a state of maximum growth few female animals are being slaughtered.

Most potential breeding stock is being retained, and because demand for these animals exceeds supply live sale prices are high.

The prices being paid for female breeding stock are from three to four times higher than the slaughter price of the animals. Until recently this situation was further distorted by large taxation write-off incentives. These have now largely been withdrawn - and the market is currently adjusting to the change in taxation policy.

LIVE SALES

The demand for breeding stock (hence live sale prices) is the major factor

affecting the future profitability of the industry.

The Game Industry Board (GIB) forecasts that herd growth will continue up to and through 1995, but it is not possible to forecast live sale prices over this period since these will depend on strength of demand, which is in turn influenced by schedule prices for venison.

This demand will also be influenced by the expectations of investors seeking to diversify from other forms of farming.

This demand is expected to keep breeding hind values above productive values until the industry reaches a level of production that satisfies the market, and herd numbers plateau nationally.

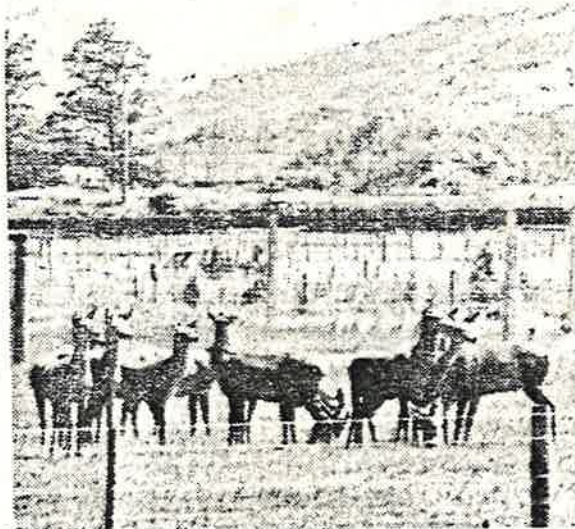
Ideally when this state of equilibrium occurs venison supply will be such that there is a reasonable level of profitability in all sectors of the industry.

At present this is anything but the case.

Leading exporters (Fortex, Mair Foods and Challenge Deer) are paying premium prices for product to enable them to stay in the market at a time when supplies are limited.

The competition to obtain available slaughter stock is keeping schedule prices artificially high - up to \$6 for AP2 grade at an exchange rate of 55-59 cents US, easing to \$5.20 as the NZ dollar value increased to 67 cents US - and profits to processors and exporters have been slim.

Some smaller operators will only deal in feral game as they regard the schedule



as being too high to allow a margin for profit.

The general feeling of industry spokesmen is that a \$5.00 schedule price would be more rational and allow processors a margin of profit.

The question is how long will venison schedule prices remain at levels above what may be considered an optimum for the overall health of the industry?

UNDER SUPPLY

In general exporters say there is likely to be a venison undersupply situation for 2-3 years, and possibly longer, before increasing production volumes affect market prices.

A consideration of future profitability involves predicting at what point increasing output (and exports) have an effect on price. Account also has to

be taken of the effect improved marketing and processing is likely to have on schedule prices.

Much of the current effort in these areas is being directed at adding value (and diversifying end uses) to the less desirable carcass cuts. Up to 50 percent of the carcass is not readily disposed of, but further processing should enable this less marketable part of the carcass to be sold in the higher priced markets of USA and Japan.

At present this product goes to the commodity end of the market in Germany at low prices, and this market cannot continue to absorb the significant increase in volume of these cuts as production expands, without prices falling even lower.

Clearly export of chilled product, further processing, and brand marketing

This article is based on a recent review of New Zealand's deer industry, and future market outlook, conducted by MAF Invermay agricultural economist, Peter Jarvis.

can improve final market prices, but much of this return (added value) is likely to go to shareholders of those companies doing the processing and exporting.

Considering the current state of the industry, and increased production volumes, a \$4.00 schedule may be a reasonable expectation three to five years out.

EXCHANGE RATE

However an overriding influence will be the exchange rate, and there is no clear indication as to how that will move. Some suggest that there will be little movement over the next two years, but there are other indications that a fall in the value of the dollar by up to 20 percent is likely within the next 18 months.

The timing of any fall will depend on New Zealand interest rate movements and the general level of confidence in the Government's policy stance.

There is little doubt that the future of the deer industry lies primarily in venison production for export since there appears to be a limited potential for increased velvet exports in a market where world demand is already saturated.

Also it should be remembered that China has the ability to totally dominate world trade in velvet if it so desires.

By 1995 the GIB expects that 91 percent of export revenue to come from venison, 5 percent from velvet and 4 percent from skins.

GIB forecasts use a c.i.f.

price (ie. carriage, insurance, freight to export destination) of \$3.45 per kilogram, and this assumption is maintained in their model to 1995.

With a current f.o.b. value of \$2.78 this represents a difference from schedule (at \$6.00) to f.o.b. of \$2.78 and from f.o.b. to c.i.f. of \$0.67 per kilogram. Schedule price then is 68 percent of f.o.b. price or 63 percent of c.i.f. price (compared to about 20 percent of c.i.f. value returned to sheep farmers).

COMPETITION

Given the nature of the competition for product currently by deer slaughter plants and exporters one wonders if this per kilogram export revenue can be sustained given the sevenfold increase in venison production by 1995.

As far as medium term investment analysis is concerned Peter Jarvis suggests that current livestock prices should be used for purchases and sales over say the first three years, together with current velvet and venison prices.

However beyond the initial years it is important to use the more realistic medium-term assumptions that live sale prices will change, venison prices are likely to fall, and the percentage of surplus hinds which may be sold live will decrease.

He said that investors should look beyond the short term and seek professional investment advice with respect to long term profitability.

Page 6—Otago Southland Farmer, Friday, April 22, 1988.

Deer bruising problem

By MAF Invermay journalist

Gordon Brown

Bruising in deer sent for slaughter is once again a problem this season.

MAFQual meat inspector Doug Gordon reports that several lines of deer have turned up at the

Mossburn DSP with bad bruising due to poor antler removal.

He said that spikes well over 50mm, and in some cases over 100mm, are being left on stags sent for slaughter. These spikes are being used by the stags to attack other animals with damaging effect on both carcass and the hide.

At this time of the year stags are likely to be over-fat, and with the roar approaching they tend to fight and push each other around, thereby causing considerable bruising.

The puncture type wounds that are inflicted mean that the carcass is usually downgraded, with a resulting financial loss to the farmer.

Doug Gordon said that any short projections of hard antler should be removed from stags, just above the coronet, two weeks before slaughter at the very least. This allows existing bruising time to heal, and prevents further bruising.

Bruising can also be caused by a number of other factors, most of which are avoidable.

One temperamental rogue stag which likes to "have a go" at its fellows can bruise most of a whole pen of deer by the time of slaughter. In most instances the temperament of such animals is well known to the farmer, and they should try to have them killed separately.

Preferably stags older than 15-16 months should be left until two to three weeks after the roaring and fighting stops before slaughtering. The excess fat will have disappeared by then, and bruises will have had time to heal, although in extreme cases bruising may take up to six weeks to heal.

The mixing of lines of deer from different farms, or even mixing different lots of deer off the same farm, should be avoided if possible, both during transport and in the yards. Mixed lines of animals need to sort out a new pecking order, and the resulting fights cause bruising.

Deer are also inclined to pick on weak or sick animals, and drive them from the herd. For this reason weak or run down animals should not be included in a line of deer to be killed.

The use of sticks and other devices to encourage deer to move will not facilitate handling, and will only cause bruising. Deer normally move better if not stirred up.

Good yard and transport design are also important, and make for easier movement of the animals. Yards should be well maintained and a lookout kept for sharp projections, which can cause unnecessary damage to the animals.



The winner of the Combined Rural Traders Significant Achievement Award in Agricultural and Horticultural Science, deer research scientist Dr Ken Drew (centre), is flanked by members of the MAF Invermay sulphur research team whose work was highly commended. They are from left Mr Brian Swanney, Dr Alan Sinclair, Mr Denis Enright and Dr Colin Boswell.

Deer Scientist Wins Recognition

By GORDON BROWN, Invermay

Fifteen years of deer research at the MAF Invermay Agricultural Centre was acknowledged recently with the presentation of the new Combined Rural Traders Significant Achievement Award in Agricultural or Horticultural Science, to research team leader Dr Ken Drew.

This annual award, which includes a certificate and \$500 cash prize, has been instigated by the local committee of the New Zealand Institute of Agricultural Science to recognize a person, or persons, whose research has made the most significant recent contribution to the progress of agriculture or horticulture in Otago and Southland.

The chairman of CRT, Mr Stuart Heal, presented the award to Dr Drew at the annual meeting of the institute, held on Thursday April 7.

In his acceptance speech Dr Drew stressed the teamwork involved in the work conducted at Invermay, and that in accepting the

award he did so on behalf of the whole research team.

A highly commended award was also presented to Invermay's sulphur fertilizer research team of Dr Colin Boswell, Dr Alan Sinclair, Mr Denis Enright and Mr Brian Swanney.

In nominating Dr Drew for the award, Mr George Davis, head of Invermay's Animal Production Unit, said he led a research team which had not only made a significant contribution to deer production in Otago and Southland, but was also recognized internationally as the leader in the research of farmed deer.

Extensive

He said Dr Drew initiated an extensive programme with a balance of applied and basic research.

From the beginning he worked closely with deer farmers in Otago and Southland, keeping in touch with the needs of the region, and many of the research group's findings have been of direct use to the farmer.

Research began by establishing whether the farming of deer was practical.

Subsequently the feed re-

quirements of farm deer were measured and the influence of feeding and hormones on antler growth was determined.

Early research into meat production and carcass composition highlighted the importance of slaughtering mature stags after the rut, and more recent research has concentrated on the factors affecting meat quality.

The research team has also been involved in breed evaluation, particularly the performance of wapiti and wapiti-red deer hybrids.

In association with this work the team has developed artificial insemination and embryo transfer, as well as methods of advancing the calving season.

Animal health studies including parasitology and the development of vaccines have also been undertaken.

Sulphur Research

The nomination for the sulphur fertilizer research team said their work had resulted in the prescription of a range of fertilizer material to suit a broad spectrum of environmental conditions.

It said elemental sulphur could be regarded as the ultimate high analysis

fertilizer, but its effectiveness depended on its physical form and environmental factors.

The research team has studied both of these areas through field trials and laboratory work, with the result that fertilizer effectiveness for nominated environments can be estimated from a laboratory assessment of the product.

The sulphur research programme grew from an early recognition of the importance of sulphur as a nutrient. In many parts of Otago and Southland, particularly the dry inland regions of Central Otago and the upper Waitaki, there are farms with no phosphate requirement, or a high S to P nutrient ratio.

In such cases superphosphate was clearly not the most cost effective fertilizer.

The Invermay group also recognized the role that high analysis P fertilizers such as reactive phosphate rocks, partially acidulated phosphate rock, and diammonium phosphate would play in the future of the New Zealand fertilizer industry, long before the recent commercial emphasis on these products.

Deer Farming Has 'Clear Advantage'

Deer farmers are being used to seize opportunities and realize their potential profitability in comparison to other livestock enterprises despite the difficult conditions being forced on the rural sector by government policies.

Speaking at the deer farmers' annual conference in Wellington, the NZDFA president Mr Ian Spiers, said the deer industry could take advantage of the situation and had a responsibility to promote the profitability of farming deer.

Mr Spiers said it was clear that changes to livestock taxation, a lack of confidence in government policies and high interest rates had all contributed to a downturn in livestock prices. Investors and farmers alike were not prepared to make investment decisions while the rural recession continued, he said.

"The question the industry should address is how to take advantage of this situation. High interest rates, lack of farm maintenance and inadequate investment are common to all farming sectors but falling export income does not apply to deer farming and therefore it has a very clear advantage."

Mr Spiers noted that a venison schedule in excess of \$6 for the chilled market in the spring and the current schedule of \$5 compared more than favourably with any previous schedule when the exchange rate is taken into account.

"At \$6 per kg venison is 450 per cent of lamb, 1200 per cent above mutton, 500 per cent above goat meat and 300 per cent above beef.

Fortunate

"Exporters argue that the schedule is too high and must come down, but producers are fortunate to have major exporters competing for product.

"The price paid for velvet in the past season has been higher than at any time since the 1980 boom with producers of top quality velvet receiving an average of \$170 per kg and even heavier grades being keenly sought."

Mr Spiers said at this price, 50 mixed age stags producing 175kg of velvet and grazing on 20 to 30 acres has the same value at sale prices as 2288 lambs, 2860 works ewes, 2065 goats, 75 steers, 7275kg wool, 7828kg butterfat and 1316kg mohair.

"These are facts and we should promote the profitability and the products of the industry to the corporate leaders and investment consultants of this country. There are now definite signs of interest rates falling and the indus-

try is poised to attract new investment.

"In the longer term the industry needs to be promoted to farmers as a profitable livestock alternative when the rural recession recedes.

"The major disadvantage to farming deer has always been the high capital outlay but this has now disappeared. Livestock prices, cheap internal fencing and good returns continue to make farming deer an attractive proposition," Mr Spiers said.

Venison On Show

The versatility of farm raised venison, one of New Zealand's most rapidly expanding export meats, is being shown off at a special product parade at the Deer Industry Conference in Wellington tonight.

The Game Industry Board has arranged for two of the country's top chefs to carry out a cooking demonstration with farm raised venison.

Both chefs, Graham MacFarlane and Greg Hefferman, are members of New Zealand's Culinary Olympic team. The team has gained international exposure for its successful venison demonstrations at a number of major world food fairs.

Game Industry Board marketing executive, Ms Claire Jacks, said the cooking demonstration at the conference was in recognition of the growing awareness and popularity of farm raised venison both overseas and in New Zealand.

"Venison is the most successful product of the deer industry and New Zealand product has established a reputation in many markets as a most popular, nutritious and high quality meat," she said.

"New Zealand farm raised venison has the added advantage of being natural and wholesome. Deer are grass fed which enhances the tenderness of the meat and the environment is acknowledged as being clean.

"Venison is becoming increasingly popular in New Zealand, particularly in restaurants, but misconceptions still exist about venison and how to handle and cook it," Ms Jacks said.

"There is a tendency to overcook venison and the chefs will demonstrate that this is not necessary and will also show just how simple and quick venison dishes are to prepare."

Coming events

DEER: The Southland branch of the NZDFA will hold its annual general meeting on May 24 at 8pm at Ascot Park Hotel. Guest speakers will be the national president, Mr Ian Spiers, the chairman of the Game Industry Board, Mr Tom Williams and visiting British virologist and researcher into MCF, Dr Hugh Reed.

Antler bruising a growing problem

By MAF Invermay journalist G. T. Brown

Southern Lakes Venison Packers Ltd will not be accepting other than rising two year old stags for slaughter due to the bruising being experienced from older animals.

Failure to remove spikes of hard antler from stags being sent for slaughter is leading to the downgrading of carcasses, and financial losses for some deer farmers.

MAFQual meat inspector

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He said that spikes well over 50mm, and in some

cases over 100mm, are being left on stags sent for slaughter. These spikes are being used by the stags to attack other animals with damaging effect on both carcass and the hide.

The puncture type wounds that are inflicted mean that the carcass is usually downgraded. In one line of 13 mixed aged, but mainly younger deer, with large heavy animals, 10 out of 13 were downgraded for bruising.

Doug Gordon said with the roar approaching stags tend to fight and push each other around, thus causing considerable bruising.

Short projections of hard antler should be removed from stags, just above the coronet, two weeks before slaughter at the very least. This allows existing bruising time to heal, and prevents further bruising.

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caused by a number of other factors, most of which are avoidable.

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Preferably stags older than 15 - 16 months should be left until two or three weeks after the roaring and fighting stops before slaughtering. Excess fat will have disappeared by then, and bruises will have had time to heal, although in extreme cases bruising may take up to six weeks to heal.

The mixing of lines of deer from different farms, or even mixing different lots of deer of the same

farm, should be avoided if possible, both during transport and in the yards. Mixed lines of animals need to sort out a new pecking order, and the resulting fights cause bruising.

Deer are also inclined to pick on weak or sick animals, and drive them from the herd. For this reason these animals should not be included in a line of deer to be killed.

The use of sticks and other devices to encourage deer to move will not facilitate handling, and will only cause bruising. Deer normally move better if not stirred up.

Good yard and transport design are also important, and make for easier movement of the animals. Yards should be well maintained and a lookout kept for sharp projections, which can cause unnecessary damage to the animals.

Stock Values May Not Lead to Higher Tax

Many deer farmers are reluctant to purchase deer at market levels because they believe they will be taking on a tax problem, according to Christchurch taxation consultant Mr Tim Herrick.

They fear they would have to bring any additional stock in at the end of the year at a higher value than the purchase price, but this was not necessarily the case he said.

Mr Herrick said if a farmer remained on the Trading Stock Scheme for the 1988 year it was almost certain that he would have to use a closing book value which was higher than the purchase price for any deer bought during the year.

The 1988 trading stock values will be 70 per cent of the average of the market values declared for the 1987 and 1988 years. The 1988 values are not yet available, but the method of calculation is bound to result in a value higher than the current market.

"The problem does not exist for those farmers who have elected to use the Cost Option Scheme for their deer. Under the cost option, there is a choice between the cost of production (or purchase) or market values. A farmer using cost would bring the purchased animals into account at year end at the same price as was paid for them, so avoiding the paper profit arising from the trading stock scheme, Mr Herrick said.

"Having elected to use the cost option, a farmer can freely move between cost of production or market values from animal to animal and from year to year. This has particular advantage in the 1988 year.

Opening Cost

"The opening cost for animals on hand at 1987 balance date is deemed to be the value used at the end of the 1987 year, usually trade stock values for deer. As these values will be higher than the market values, using those market values at year end will result in a reduction in book values achieving a deduction for taxation purposes.

"With animals purchased during the year being brought in at cost, and progeny being brought in at cost of production, there should be no paper taxable income in the 1988 year, apart from the effect of depreciation of breeding stock," Mr Herrick said.

"The Inland Revenue Department remains adamant that this depreciation has to be included in the calculation of the cost of progeny, but it cannot be matched by a claim for the expense until the animal is sold or otherwise disposed of. The table illustrates the difference between

the alternative closing values that can be used."

	Trading Stock	Cost of Production	Market Value
Rising 1 year hind	631	250	400
Rising 2 year hind	852	828	550
Mixed age hinds	709	886	450

Mr Herrick said the calculations used for the trading stock values had assumed a 40 per cent drop in the 1988 average market values as compared to 1987.

Assumed

"The cost of production figures have assumed \$190 depreciation and \$60 farm expenses for rising one year hinds. Rising two year hinds include \$40 additional expenses added to the trading stock values used for these animals at the end of the 1987 year.

"The mixed age hinds use the 1987 trading stock values (the previous year's closing book values which are deemed to be the cost on entry into the cost opinion). The market values are an estimate of reasonably good stock," Mr Herrick said.

"Using the figures in the table, for the 1988 year it would pay to use the cost of production alternative for the year's progeny and market values for the older categories.

"With regard to the calculation of cost of production, the method outlined in the August 1987 issue of Stagline has been approved by the Inland Revenue Department, subject to the inclusion of depreciation of breeding stock in the calculations.

"To use the cost option, a taxpayer has to make an election in writing to the Inland Revenue Department. For the 1988 and 1989 years, this election had to be made at the time of filing the 1987 return of income. However, it is possible to vary that election before 1988 balance date.

"Approaches have been made to the Inland Revenue Department to exercise some tolerance in this area. Hopefully, provided an election is made before 1988 balance date, even though an original election may not have been made at the time of filing the 1987 return, the election will be accepted.

"Under present arrangements, an investor is not able to use the cost of production alternative under the cost option. However, he can use the market value alternative," Mr Herrick said.

Pig hunter discharged

The 27-year-old prison officer from Dunedin, who fought with a wild pig at the weekend during the Southern Pig Hunters' Club competition, has been discharged from hospital.

Mr Stephen Pearce was admitted to Southland Hospital twice - after gashing his hand in the first encounter with the pig, and then becoming ill again when trying to retrieve the pig the next day.

Planning on returning to Dunedin as soon as possible, Mr Pearce said yesterday he was "feeling good as gold."

Mr Pearce denied that he collapsed in the bush and that he was suffering from dehydration and hypothermia.

It was only on his return to Maitaia that he learnt of police concern for his safety.

With 12 years hunting experience, usually accompanied only by his dogs, Mr Pearce said he would not have gone into the bush if he was that ill.

Mr Pearce said the pig would have weighed in at between 180 and 200 pounds and could have won him the competition.

But he has the tusks as trophies. Two friends were to make another attempt to bring out the pig, and they would be getting meat, he said.

Wild pig 1, Hunter 1

A battle between man and wild pig ended in a draw at the weekend when a 27-year-old Dunedin man was admitted to hospital twice during the Southern Pig Hunters Club competition.

Steven Ronald Pierce and two friends were hunting in the Pilon Road area of the Hokonui Hills on Saturday when they caught a wild pig. The pig went down fighting and gored Mr Pierce's arm. The group abandoned the pig and took the man to Southland Hospital where he received treatment for the lacerations to his arm and was admitted overnight.

Keen to recover the prized pig, Mr Pierce discharged himself early yesterday morning against his doctors advice, and returned to the competition with his friends.

Obviously having over-estimated his fitness, the hunter, feeling the effects of the cold and his injured arm, collapsed in the bush.

Finally forced to abandon the competition, Mr Pierce was carried out of the bush by his hunting partners. Maitaia police were alerted when the group failed to appear an hour after the competition had ended, and a search party was organized.

The police were informed the man was being taken back to hospital just as the search was to start.

Senior Sergeant David Raynes, of the Invercargill police, said the incident was a lesson that people in a weakened condition should not enter the bush. "Even going a short distance into the bush, there is a danger" he said. "He was lucky he was with companions."

Mr Pierce was admitted to hospital suffering from suspected hypothermia and dehydration.

A hospital spokesman last night described his condition as satisfactory and said he would be expected to remain in hospital for several days.

Runholder's crash sends shock waves

24/5/88

TIMARU

(PA)

The multi-million dollar crash of enterprising South Canterbury high country runholder, Mr James Innes, is likely to send shock waves through rural and financial sectors.

With debts of \$6.1 million, Mr Innes has filed for bankruptcy, saying the action has been forced on him by the inability of his Haldon station to meet debt-servicing payments at high interest rates and by the collapse of deer prices.

Haldon station owes \$4.9 million to IFC Securities, \$600,000 to Wrightson Dalgety, \$200,000 to Westpac Bank and \$400,000 in sundry debts.

Another company owned by Mr Innes, Helicorp, has also gone into receivership, with debts of \$1.2 million.

A large part of the 14,000ha Haldon station enterprise was based on economics of the deer market. Last year it was running 20,000 sheep, 1200 beef cattle and 4000 deer, and employing 22 staff.

Mr Innes has spent the past few months seeking an equity partner for the station who could inject the necessary capital to recover the debt situation and build on the diverse nature of the property.

"But people like that aren't around any more so I have had to face reality," he said. "The only course left open to me was to declare myself bankrupt."

For the first time in three generations, control of the station will be out of the Innes family's hands.

Mr Innes is sole owner of the station as a business, and it is against that business that most of the debt has been incurred.

He does not own the land on which the business is run but leases it from the Innes Family Trust.

Mr Innes's action does not threaten the trust's ownership at this stage.

Haldon station will be taken over by the company which is owed the greatest amount, IFC Securities.

This company is owed in total about \$6 million secured against the property, the business of Haldon station and, ultimately, Mr Innes himself.

IFC Securities is itself in receivership, although not because of the Haldon situation.

The receiver for the

company, Mr Lauri Chilcott, said a representative of IFC sent to Haldon station will assess the situation.

His report and recommendations on the future of the station and decision-making which will follow that report might take months or even years, Mr Chilcott said.

In the meantime, the station will be run as a going concern.

A manager will be appointed and Mr Innes will be retained as a staff member, possibly in an advisory capacity, he said.

Most of the 15 staff now employed are likely to keep their jobs.

Mr Chilcott emphasized, however, that it is too soon to make any promises about final staff levels or on the ownership of the station.

The first job of IFC Securities was to protect its assets, and the best way to do that was to ensure that the station continued until the alternatives for its future could be looked at.

Mr Innes's debt to IFC Securities was \$4.9 million for restructuring existing station debts. IFC

also owned a quarter share in another Haldon offshoot, Antla Corporation. The other shareholders were Mr Innes, Anzon and Perceptive Securities.

In addition, the owner of the property, the Innes Family Trust, had mortgages secured against the property of \$100,000 to Tripp Rolleston Nominees Ltd and \$600,000 to the Rural Bank.

Mr Innes said his company, Helicorp, failed because of the deer industry collapse. Helicorp was not part of the bankruptcy proceedings, he said.

Haldon station, under James Innes, has won an Enterprise Award for initiatives in marketing and research. Last year there was one light aircraft and three helicopters on the property, with Mr Innes involved in live deer recovery and heli-skiing operations.

Mr Innes said the high profile of the station meant his fall was that much harder to take.

It was a tragedy not only for himself and his family, but also for farming, as he was sure Haldon would not be the last to succumb to pressures.

For himself, Mr Innes said the "cancerous" nature of Haldon's demise had given him time to face the realities of the situation.

"Like a lot of young farmers, I responded to the call of the Muldoon Government to develop, expand and diversify," he said.

"I guess because I am ambitious and aggressive by nature I went further and faster than a lot of people thought wise, but I believed in what I did and still do."

From 1970, when he first took over running the station, until now, Mr Innes increased the stock units from 7000 to 30,000 farming deer, sheep and cattle.

Without debt servicing, operation of the station gave a net return of about 10 percent, a figure which farm management consultants said was exceptional.

Mr Innes said he was caught by the unexpectedly long period of high interest rates after lifting of controls by the Government, by the high value of the dollar and by the Government's standard value system in the deer market.



A collection of trophies are part of the New Zealand Deerstalkers Association's conference, which is on in Gore. Putting the finishing touches to a red deer-wapiti cross trophy are local conference organizers, Judy Meikle and Stuart Rees. The trophy was shot in 1951 by J. H. McKenzie and came originally from the Cow Valley, Te Anau.

Poachers caught in Rankleburn hunting area

5/7/88

Two poachers were caught "red-handed" in the Rankleburn-Blue Mountain Forest recreational hunting area about 11.30 yesterday morning.

The poachers were caught by Constable Graeme Smith, of Tapanui, and Mr Peter Willemse, of the Department of Conservation in Tapanui.

Both from Milton, the poachers, were hunting without a permit in part of the area leased out for grazing of stock.

Mr Willemse said the two men offered some resistance at first by hiding in the scrub and Constable Smith had to use

the loud-hailer to call them out.

The men soon realized the game was up. One had a pig over his back and was carrying a rifle. They had five dogs with them.

Mr Willemse said he was alerted by a local farmer, who noticed a vehicle in the grazing block. The two poachers were caught "as conveniently as we could possibly want."

The men will be prosecuted under the Wild Animal Control Act for hunting without a permit.

Poaching was a constant problem in the area, Mr Willemse said.

"We don't look very kindly on it at all."

Mr Willemse said he and Constable Smith made random checks on

the area. Up until last November the favoured method of illegal hunting was spotlighting at night. The high power lights would bedazzle deer, making them "easy meat."

The recreational hunting area was not for this kind of hunting, which required no skill, he said.

Since November, daytime poaching had become more common.

Mr Willemse was concerned for the safety of hunters in the area.

Permits issued by DOC limited the number of hunters on a block to four.

Poachers were on land that other hunters already had a permit for and it was "only a matter of time before there is an accident," he said.

The area was set aside for management of deer for recreational hunting.

Mr Willemse said it was at the discretion of Timberlands Estate that

the area existed.

"We are the guests ...

"They don't take too kindly to people going into Timberlands Estate poaching, either," he said.

New members on deer executive

24/6/88

Three new members were elected to the executive of the Southland branch of the New Zealand Deer Farmers Association at the branch's annual general meeting on Tuesday night.

They were Messrs Neville Cunningham, Joe Wilson and David Peake.

Three retiring members who had offered themselves for re-election were reappointed: They were Messrs John Cowie, Walter Somerville and George Orr.

Deer farmers support FF action

24/6/88

Southland deer farmers have voted to support in principle Federated Farmers (Southland) in whatever action the newly appointed provincial support committee might take to assist farmers who are faced with the prospect of being forced to quit their farms.

The support was given at the annual general meeting of the Southland branch of the NZDFA held on Tuesday.

MAF advice on stock tax taken to task

20/5/88

An item on livestock values in last week's MAF Farm Talk column has drawn the following response from the Mohair Producers Association spokesman on taxation, Mr Murray Heenan.

"In The Southland Times of May 13 the MAF is quoted as saying: 'If you have purchased deer lately it is likely their purchase price was less than the new market values. You then will have to write them up to the new values which will affect your tax assessable income accordingly.'"

"Such a statement on its own is wrong.

"In the context from which it was taken, it is at the very least misleading.

"Such a statement only serves to exacerbate the problem that expanding livestock industries (deer and goats) are suffering from.

"It is widely perceived that where a farmer buys animals at less than standard value, he is buying a tax liability. This perception is so widespread that deer and goat markets have become driven by tax considerations.

"A farmer does not necessarily have to incur a tax liability on any difference between his purchase price and a higher standard value if he elects to value his stock under the cost option.

"By electing this option he can use actual cost, market price, or replacement price as the basis for valuing his stock on hand.

"In most cases, deer and goat farmers should be considering the use of this cost option for valuation of livestock, at least in the short term. Highly questionable methods of arriving at the so-called National Average Market Values by MAF are the principal reason for this.

"The recently announced values bear no relationship to current market values. As the

executive director, NZDFA recently said, the standard values are a 'nonsense'.

"The IRD has recognised the massive decline in deer and goat values and the problems that the tax changes have caused.

As one consequence they have ruled that a farmer may change his valuation election (to the cost option) up until the end of his 1988 financial year.

"The NZDFA and MOPANZ have fought long and hard to have the factors that discriminate against growing industries removed from the livestock tax provisions.

"To date we have been only partially successful.

During discussions, a stock answer to the many problems from senior IRD and MAF officials has been to 'make use of the cost option'.

"Why then does MAF at regional level continue to discourage the use of this valuation method?"

Invercargill MAFtech consultant, Mr Ivan Lines replies:

"The farm note referred to, related to farmers with deer in the herd or trading schemes.

There was no mention of the cost option because that was not available to farmers last year.

"Deer farmers will have to tell the Inland Revenue Department if they now wish to change

to the cost option method of valuing livestock.

"The farm note was aimed at those people on the herd or trading scheme and suggested that they should consult their accountant to find out the effect either of these would have this year. Presumably during such discussions the cost option would be brought up.

"Although the cost option does have some advantages it also has some disadvantages. For instance, each separate class of livestock and each age group has to be recorded separately throughout the lifetime with records kept for relative input costs, product returns, death rates and so on, all of which requires a lot of record keeping by the farmer, and/or his financial adviser.

"Also, under the cost option, increases in stock values are taxable whereas in the herd scheme changes in market values are not taxable.

"I agree that this year has shown the herd and trading schemes to be less attractive to deer farmers. But if the values had gone the other way it would have been a different story. If values were increasing throughout the year in stead of decreasing, then the national market values would be

less than the current purchase price and farmers would enjoy a write-down instead of write-up.

"Most deer farmers would have been advised to go into the trading scheme last year. Therefore deer farmers with no changes in stock numbers would have a tax assessable loss created.

"I agree the farm note should have included something about the cost option for deer and goat farmers. The MAF does not discourage the use of the cost option, but advisers are not saying that all farmers should be going into it as, like other schemes, it too has disadvantages.

"In hindsight, perhaps a full article should have been written as only so much can be fitted into a farm note. But it did suggest that farmers should consult professional advice because of the complexity of the livestock tax schemes.

"If nothing else, the farm note made farmers think about changing their livestock tax option.

"MAF calculates the national average market values for livestock throughout the year, taking into account highs and lows. A rolling average is also used to soften the blow of any sudden changes in sale values.

Crash victims lucky to be alive

22/5/88

Two Te Anau men, whose helicopter crashed at the mouth of the Seaforth River in Dusky Sound on Saturday, were lucky to be alive, Constable Bruce McLeod, of Te Anau, said yesterday.

The pilot, Mr Kim Hollows, aged 28, and Mr Craig Feaver, aged 26, had gone on a deer shooting trip in the morning when their engine apparently malfunctioned and the helicopter plummeted to earth, he said.

Mr Hollows's arm was broken and Mr Feaver was suffering from exposure when they were found more than four hours after the crash.

The pair were stuck in the badly damaged aircraft, which had caught on a rock in the river, from about 11.30am until 4pm.

Searchers were alerted when the men failed to return at their planned time of 1.30pm, Constable McLeod said.

Both men were in a reasonably comfortable condition in Southland Hospital last night.

VENISON SCHEDULE FROM 17/6/88 UNTIL FURTHER NOTICE

GRADE	FAT	WEIGHT	PRICE/KG
EXPORT SCHEDULE			
AP1	-14mm	+70.0	\$5.20
AP2	-12mm	50.0/70.0	\$5.10
AP3	-10mm	-50.0	\$4.30
AF	Overfat		\$3.40
AD	1 Damaged Primal		\$2.50
AM	2 Damaged Primals		\$1.50
DOMESTIC SCHEDULE			
TBR	Tb Reactors		\$2.00



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VENISON SCHEDULE FROM 18/7/88 UNTIL FURTHER NOTICE

ACCEPTING BOOKINGS FOR LAST KILL OF SEASON

GRADE	FAT	WEIGHT	PRICE/KG
EXPORT SCHEDULE			
AP1	-14mm	+70.0	\$5.10
AP2	-12mm	50.0/70.0	\$5.00
AP3	-10mm	-50.0	\$4.30
AF	Overfat		\$3.40
AD	1 Damaged Primal		\$2.50
AM	2 Damaged Primals		\$1.50
DOMESTIC SCHEDULE			
TBR	Tb Reactors		\$2.00



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Deer farming — the best pastoral alternative

20/5/88

Even after 15 years since the first feral deer were put behind fences, deer farming was still not appreciated as being one of the biggest revolutions in animal production in hundreds of years, Mr James Guild told the recent New Zealand Deer Farmers conference in Wellington.

Mr Guild is the NZDFA South Island vice president.

"Almost by accident we have discovered that deer are an animal that has so many advantages over our traditional domesticated pastoral animals," he said. "Advantages that make deer farming the first true alternative in pastoral production for centuries."

Mr Guild listed those advantages as:

- Deer convert grass to meat more efficiently than sheep and cattle.

- They thrive on native and improved grasses.

- They are part browsers and part grazers.

- They are naturally healthy and have a longer productive life.

- They are dual (even multi) product animals.

- They have an enormous climatic and environmental tolerance.

- They have the advantage of a defined breeding season and predictable calving.

- They are mobile, attractive and intelligent.

- They can be farmed with simple and low input cost management.

Mr Guild said in his opinion, management simplicity and low labour inputs were some of the greatest advantages of being a deer farmer.

"Deer do not have to be milked, shorn, tailed, castrated, dagged or crutched. On my patch of tussock I seldom drench or dip my adult deer," he said.

"I have never had to treat any deer for footrot, fly strike, bloat, mastitis, milk fever, sleepy sickness, cancer eye, arthritis or scotal mange, the list goes on and on, and I have certainly never had to

pick up a cast deer."

Mustered

Neither did deer become bogged in mud, stuck in snow drifts or bushed in scrub, Mr Guild said, and they could be mustered in only a fraction of the time it took to muster sheep or cattle.

Mr Guild questioned the argument put forward by some people against deer farming, that of the high cost of establishing a deer unit.

Current values for stock had never been lower and the downturn had made farmers look at new and cheaper forms of fencing and handling systems, all of which had produced yet further examples of Kiwi ingenuity.

Gone were the days of over-elaborate and expensive deer yards, Mr Guild said.

"A deer farmer with 3000SU in deer (even at today's values) would be extravagant if his yards cost 10 percent of the value of his stock.

"Surely it is better business to have 90 percent of your establishment costs in productive stock rather than 50 percent in unproductive buildings."

Income

On a net income basis, Mr Guild said 70 stags would produce as much return as 3000 sheep. More importantly, those 70 stags could be run on 20 times less land than that needed for the 3000 ewes.

Although venison would always be the main product of the deer industry, Mr Guild said velvet, kilogram for kilogram, was the most valuable animal product produced in New Zealand.

Velvet, he said, was "an exciting alternative for pastoral farmers" with an "exceptionally high residual (net) value to the producer.

But, Mr Guild warned with all those benefits, there was no room for the New Zealand deer industry to become complacent.

It was his opinion that deer farming and deer products offered the best alternative and the best prospects for profitability for the country's pastoral farmers.

Pair lifted to Franz Josef

27/5/88

(PA)

CHRISTCHURCH

A helicopter pilot and his deer shooter walked away from the wreckage of their machine when it apparently crashed while trying to lift some chamois carcasses from a creek bed near Franz Josef.

Searches were mounted when the Hughes 300 helicopter, its pilot, Mr Harvey Hutton and the shooter, Mr Philip Wright failed to return from a flight into the headwaters of the Waitangi-Taona River.

The damaged helicopter was seen lying on its side in the bed of Potters Creek early yesterday morning, and the two men were later seen by one of the four searching helicopters and lifted out to Franz Josef.

Constable Ian Price, of Whataroa, said the two men had moved away

from the crash site on Wednesday afternoon to avoid the snowline and the bitter cold.

VENISON SCHEDULE

FROM 12/9/88 UNTIL FURTHER NOTICE

ACCEPTING BOOKINGS FOR LAST KILL OF SEASON

GRADE	FAT	WEIGHT	PRICE/KG
EXPORT SCHEDULE			
AP1	-14mm	+70.0	\$5.30
AP2	-12mm	50.0/70.0	\$5.30
AP3	-10mm	-50.0	\$4.30
AF	Overfat		\$3.40
AD	1 Damaged Primal		\$2.50
AM	2 Damaged Primals		\$1.50
AS			\$3.40
DOMESTIC SCHEDULE			
TBR	TB Reactors		\$2.00

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Deer farmers urged to support GIB

24/6/88

June Deer Farmers DSP limit on stags

SEVERAL lines of deer have been turning up at Mossburn DSP this year with bad bruising, due to poor antler removal from stags which used the residual spikes to attack other animals.

So Southern Lakes Venison Packers Ltd will not be accepting other than rising 2-year old stags for slaughter.

MAFQual meat inspector Doug Gordon says that some stags with spikes well over 50 mm and in some cases over 100 mm had been left on stags sent to the DSP. In one line of 13 mixed age but mainly young deer, with some large heavy animals, 10 out of the 13 were downgraded for bruising.

Gordon advises against mixing of lines in transport and yards on the way to DSPs.

Political interference in agriculture had destroyed the viability of farmers, the president of the New Zealand Deer Farmers Association, Mr Ian Spiers told Southland deer farmers on Tuesday night.

Speaking at the annual general meeting of the Southland branch of the NZDFA, Mr Spiers said: "What we are witnessing is the political crucifixion of farming."

Mr Spiers stressed the need for deer farmers to support the marketing strategies of the Game Industry Board.

He drew deer farmers' attention to two reports which he considered held special relevance to the New Zealand deer industry.

The first was the Elworthy Report which had arisen from a remit to the association's 1977 national conference.

"The important point of that report recommended that all marketing, funded by producers, should be controlled by producers," Mr Spiers said.

The Cooper and Lybrand report on the kiwifruit industry gave similar views, he said. "The parties who bear the risks should be able to exercise control over the industry."

That report recommended the introduction of a recognized quality brand: More discipline over pricing; and stable, long-term arrangements with distributors.

Similar requirements were needed by the deer industry.

Mr Spiers considered the GIB should have "more teeth, particularly in the field of licensing (exporters)."

However, in spite of the

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AP2 65.1 kg - 85.0 kg	6.35
AP3 50.1 kg - 65.0 kg	6.55
AP4 45.1 kg - 50.0 kg	4.50
AP5 < 45.0 kg	3.80
AF1 < GR 20mm	2.90
AF2 GR 20-1mm +	2.65

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Escaping goats costing DOC dearly

(PA) HAMILTON
Goats escaping from farms on the Kaimai ranges are costing the Department of Conservation dearly.

Last year alone DOC spent \$60,000 on goat control in the ranges, Bay of Plenty district conservator Mr John Sutton says.

Seventy percent of goats destroyed could be identified as having come from goat farms but inadequate laws meant DOC was powerless to recover costs, he said.

Goat farmers often used plastic ear tags to identify their animals but a plastic ear tag was not recognized as a legal marking, Mr Sutton said.

"We can identify these goats as coming from the goat farms but can't charge the cost of destruction back to the farmer because in the context of the law the goats haven't been legally identified."

Legal markings

Under the branding section of the Animal Act, only ear clip marks or a heat brand at the base of the horn or face were considered a legal marking.

"Legislation isn't powerful enough to ensure that people who farm goats keep them under control," he said.

The law was also deficient in not setting out stricter fencing requirements for goat farmers, Mr Sutton said.

"The law states goats must be behind a goat-proof fence, but doesn't specify what a goat-proof fence is."

Mr Sutton said there were about 40 goat farms around the margin of the Kaimai ranges and while some had

adequate fencing others were causing concern.

"It's an ongoing cost to the taxpayer at the moment."

Goats were highly destructive to the natural habitat on DOC's 120,000 hectares of State forest in the Kaimais and were expensive to hunt once they got into some areas, Mr Sutton said.

The problem with escaping goats had been generated by the downturn in the goat farming business since the early 1980s, he said.

People careless

"Now prices have fallen people are being careless about how they farm goats and won't spend capital on fencing."

"The problem is mainly due to the fact that goats are of low value now."

DOC was also concerned about protecting the Kaimai water catchment because every catchment district in the Kaimais draws water from the ranges.

Places such as Tauranga, Matamata and Te Aroha would face a deteriorating water supply if goats destroyed vegetation in the Kaimais, he said.

Several conservation groups had called for the Minister of Conservation, Ms Clark, to consider tightening up laws on goat farming, Mr Sutton said.

"I'm hoping for legislation changes to ensure that people must fence to a required standard, and must brand the goats to a legal criteria."

Lack of consultation angers deerstalkers

A concern that recreational hunting has not been included in the interest groups to be consulted in the formation of a new New Zealand Conservation Authority was expressed by the national president of the New Zealand Deerstalkers' Association, Mr John Bamford, yesterday.

Addressing delegates at the conference in Gore, he said the Ministerial proposal was for one conservation authority and 19 local conservation boards.

The new authority would replace the National Parks and Reserves Authority with similar functions.

There would be 12 members, eight of them appointed by the Minister of Conservation in consultation with specific interest groups, and the remaining four would be appointed by the Minister

from public nominations.

"Recreational hunting is not included in the interest groups to be consulted, and of equal concern is the lack of certainty that our interests can be considered when the New Zealand authority will function under legislation which included the dreaded extermination clause," Mr Bamford said.

Conservation boards

The 12 national parks boards would be replaced by 19 local conservation boards which would have

12 members on each appointed by the Minister from public nominations.

"I can find little comfort for our members in this restructure," he said. Recreational hunters would lose their one statutory body and have no guarantee of consultation let alone representation on future quangos.

"We must demand that legislation be written so the New Zealand Conservation Authority and the conservation boards must recognize recreational hunting as a legitimate and desirable activity on lands they administer," he said.

Every branch of the NZDA had to be involved in a strenuous effort to ensure the association was consulted and represented.

"Strong submissions to the select committee are essential," Mr Bamford said.

Grave danger

"If we lose this we are in grave danger of being ignored, and our sport would be in jeopardy."

Another issue which was causing concern was the rewriting of the Land Act. A large section of the legislation would deal specifically with the Crown pastoral lease land

of the South Island, Bamford said.

"This high country now subject to an increasing variety of uses needs other than grazing and the wider public interest must be recognized in legislation, along with soil and water values and the rights of the lessees."

While the Government had indicated the land would remain the property of the Crown, it did not seem to recognize the importance of the fact the lessee controlled access not only to that land but also to lands beyond.

"They could deny access or make a charge to recreational hunters," Mr Bamford said.

Free access

The rewrite of the Land Act had to take account of those issues to ensure free access for the public through recognized rights of ways.

During the past few years, because of the economic downturn in both tourism and primary production, entrepreneurs were approaching landowners with attractive proposals aimed at exploiting wild animal and upland game resources.

A recent example was the proposal in the North Island to set up a syndicate to buy or lease land for the main purpose of obtaining exclusive use of the free-ranging wild animals which were the property of the Crown.

Exclusive property

"If this is allowed to be developed, it will confirm that public wildlife can become the exclusive property of private individuals and is as easy as shutting the gate," Mr Bamford said.

It was generally believed some entrepreneurs had been developing exclusive hunting on lands throughout New Zealand, particularly on the pastoral lease lands of the South Island.

It was being publicly stated that the North Island syndicate was looking at leasing lands both in the North and South Islands.

The Government must intervene and write into the Wild Animal Control Act a provision to prohibit such access rights," Mr Bamford said.

VENISON SCHEDULE

Net Values (\$/Head) Week beginning October 3, 1988

GRADE	WEIGHT	FORTEX	MAIR	PPCS/ GAME FOODS
AP	35-0	139	104	141
AP	40-0	159	119	161
AP	45-0	179	145	181
AP	50-0	236	261	201
AP	52-5	332	305	263
AP	55-0	348	342	276
AP	60-0	379	373	301
AP	65-0	411	404	326
AP	70-0	442	446	351
AP	75-0	474	478	376
AP	80-0	505	509	401
AP	90-0	569	573	452
AF1/AT	60-0	157	241	187
AF1/AT	80-0	209	345	249
AF2	70-0	166	190	218

NOTES:

1. The NET VENISON PRICES shown above in dollars per head are calculated after deducting the GIB levy. Transport to works needs to be deducted. All advised per head premiums have been included.

2. MAFQual inspection charges need also be deducted. They are (\$ per head) Seafield \$6, S. Lakes \$10, Kennington \$10, Westland \$6.

CHANGES:

MAIR AP grades 53kg up plus 5c/kg.
FORTEX AP grade to 45kg plus 55c; 45-50kg plus 50c; 50kg up plus 25c/kg.
PPCS/GAME FOODS AP grades 50-70kg up plus 30c/kg; 70kg up plus 20c/kg.

The Southland Times, Saturday, September 10, 1988 19



URGENTLY REQUIRE STAGS FOR SLAUGHTER AT OUR MOSSBURN DSP.

Owing to a short notice venison order from one of our major overseas clients, Challenge Venison requires a number of stags to complete this order over the next ten days.

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NZ GAME INDUSTRY BOARD LISTING OF VELVET BUYERS

Intending buyers of deer velvet are invited to apply for inclusion on the list of velvet buyers to be accredited by the Board for the 1988/89 season.

Further information on the industry code of practice and an application form may be obtained from:

Sue Cowley
NEW ZEALAND GAME INDUSTRY BOARD
PO Box 280
WELLINGTON
Phone (04) 734-500
Fax (04) 725-549

FORTEX GROUP VENISON

Commencing October 10, 1988

MAIN GRADES		Price/kg
AP1 85.1 kg & over	< GR 14mm	6.60
AP2 65.1 kg - 85.0 kg	< GR 14mm	6.60
AP3 50.1 kg - 65.0 kg	< GR 12mm	6.60
AP4 45.1 kg - 50.0 kg	< GR 12mm	5.00
AP5 < 45.0 kg	< GR 10mm	4.25
AF1 < GR 20mm		2.90
AF2 GR 20-1mm +		2.65

Bookings: Phone our Wakanui works (05 323) 898

Area Co-ordinators: Ian Vessey (03241) 865 Irwell, Leicester Wilson (0502) 4114 Rangiora, Greg Boleyn (0297) 47-205 Oamaru.

Both men were in condition in Southland Hospital last night.

Mr McClay condemns DOC spending

9/1/88

GORE

The Opposition spokesman for conservation and the environment, Mr Roger McClay, made a hard-headed attack on the Department of Conservation's spending yesterday at the annual conference of the New Zealand Deerstalkers' Association in Gore.

His speech followed on the heels of a similar attack made the day before by the MP for Wallace, Mr Derek Angus.

There was widespread disappointment in the department's inability to meet the objectives expected of it, he said.

Accommodation and administration costs accounted for almost 25 percent of the gross expenditure in the financial year just ended, he said.

Gross expenditure had been exceeded by more than \$3.5 million.

"No doubt the 93 new vehicles purchased by the

department in its first year of operation helped account for some of that over-expenditure," Mr McClay said.

Overstaffed

The DOC was over-staffed with bureaucrats, interfering and off track because it had a minister who was "ill-motivated, ill-informed and ill at ease with her responsibilities," he said.

Too little of the department's budget was being spent on practical conservation work.

"Too little mud is having contact with DOC's boots."

A major shake-up was overdue, Mr McClay said.

Some 150 of the department's staff were earning salaries in the \$39,000 to \$99,000 range.

Referring to the management of the country's deer herds, Mr McClay said he believed the deerstalkers' association should participate in and have a responsibility for the administration of the sport.

"User pays must be accompanied by user says," he said.

He believed a Nature Conservancy Trust would allow public participation in running the system and direct accountability to those people who used and enjoyed public lands.

"Any New Zealander or overseas visitor would be able to join the trust by paying an annual subscription which would give substantial benefits to those using the Trust's paying facilities, as well as voting rights for resident New Zealand members."

It was the Opposition's intention that the country's natural resources and lands be administered by a trust with public participation.

The lands administered under the trust would remain in Crown ownership

and access to them would be free of charge.

"I think environmental research, wild animal and pest control law enforcement and surveys are the Government's responsibility," Mr McClay said.

However, providing car parks, interpretation centres and other expensive public facilities clearly lent themselves to cost recovery.

Mr McClay cautioned delegates to be aware of a new National Roads Board policy which meant an end to maintenance and support for roads which did not meet the minimum criteria for a subsidy.

"Bridges on back roads will not be replaced but will be downgraded to class 2 on carry restrictions thereby limiting access of heavy vehicles to properties," he said.

There were many roads and bridges leading to

DOC land which would fall into the uneconomic category. Would the department have to charge users to recoup the costs? Mr McClay asked.

If it came to a situation where hunters or shooters were required to pay to use roads to get into national parks it would be as bad as paying to hunt in a national park while legislation called for the extermination of the animal being hunted.

What the roads board was proposing was where a section of road could be reasonably stopped, any work on the section would not be accepted in the programme of subsidized works.

"There will soon be no one left in these remote areas who is either willing or able to continue the upkeep of roads, especially when also paying rates," Mr McClay said.

Two emerge unscathed after 'copter crash

11/1/88

(PA)

DUNEDIN

Two people emerged unscathed from a helicopter crash on the West Coast on Wednesday.

"It's a complete write-off," Earnsclough pilot Doug Maxwell said yesterday.

Mr Maxwell and a passenger, Jane Smith, were

flying from Wanaka to Haast when the helicopter malfunctioned about 8.30 on Wednesday night.

Although the helicopter "crashed and burned,"

Mr Maxwell said they escaped unscathed.

The pair were forced to spend the night with the helicopter where it had crashed, near Copper Creek, north of Haast, before walking out yesterday morning.

The three-hour walk ended when they were spotted by passing motorists, who alerted the police.

Constable Roger Millard, of Haast, said when the helicopter failed to show, a full-scale search was started at first light yesterday.

Three helicopters were used in the search, which failed to sight the crash victims.

A pilot with 15 years' experience, Mr Maxwell said this was the first time he had crashed.

12/1/88 CONSERVATION

The Department of Conservation wishes to advise that the following areas will be closed for hunting from December 1, 1988 to January 31, 1989.

1. Blue Mountains RHA including Whisky Gully and Glenburnie Scenic Reserves.
2. Tuapeka Bush Scenic Reserve.
3. Leithen Bush Scenic Reserve.
4. Waikaia Forest

L. V. Sanson
DISTRICT CONSERVATOR
MURIHIKU DISTRICT

VENISON SCHEDULE

FROM 14/11/88 UNTIL FURTHER NOTICE

ACCEPTING BOOKINGS FOR LAST KILL OF SEASON

GRADE	FAT	12/1/88 WEIGHT	PRICE/KG
EXPORT SCHEDULE			
AP1	-14mm	+70.0	\$6.15
AP2	-12mm	50.0/70.0	\$6.05
AP3	-10mm	-50.0	\$4.75
AF	Overfat		\$3.20
AD	1 Damaged Primal		\$2.50
AM	2 Damaged Primals		\$1.50
DOMESTIC SCHEDULE			
PLG	Prime Local Grade		\$2.00



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DEER PRODUCTION SEMINAR

TOPICS:

Breeding Principles
Management
A1 and Embryo Transplants
Carcass Evaluation
Velvet — Including visit to Luggate Game Packers Velvet Factory

VENUE: Criffel Deer Farm, Wanaka

COST: \$5

DATE: Tuesday November 22, 1988

TIME: 10.30am-4.30pm (Lunch available)

Sponsored by:

NZ WAPITI SOCIETY INC

Inquiries:

Phone (021) 368-430

FORTEX GROUP VENISON

Commencing November 14

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AP2 65.1 kg - 85.0 kg	< GR 14mm	6.40
AP3 50.1 kg - 65.0 kg	< GR 12mm	6.40
AP4 45.1 kg - 50.0 kg	< GR 12mm	5.25
AP5 < 45.0 kg	< GR 10mm	4.90
AF1 < GR 20mm		3.80
AF2 GR 20-1mm +		3.05

Bookings: Phone our Wakanui works (05 323) 898

Area Co-ordinators: Ian Vessey (03241) 865 Irwell, Leicester Wilson (0502) 4114 Rangiora, Greg Boleyn (0297) 47-205 Oamaru.

NOTICE OF INTENTION

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12/1/88 DEER VELVET

Buying at Luggate Game Packers factory for 1988/89 season.

Further details available
Inquiries phone 8594 Wanaka

DEER SEMINAR: The New Zealand Wapiti Society will hold a deer production seminar at Criffel Park, Wanaka, on Tuesday, November 22.

Topics to be discussed include breeding principles, artificial insemination and embryo transfer techniques, carcass evaluation, velvet production and a visit to Luggate Game Packers velvet factory.

All deer farmers welcome.

4/1/88

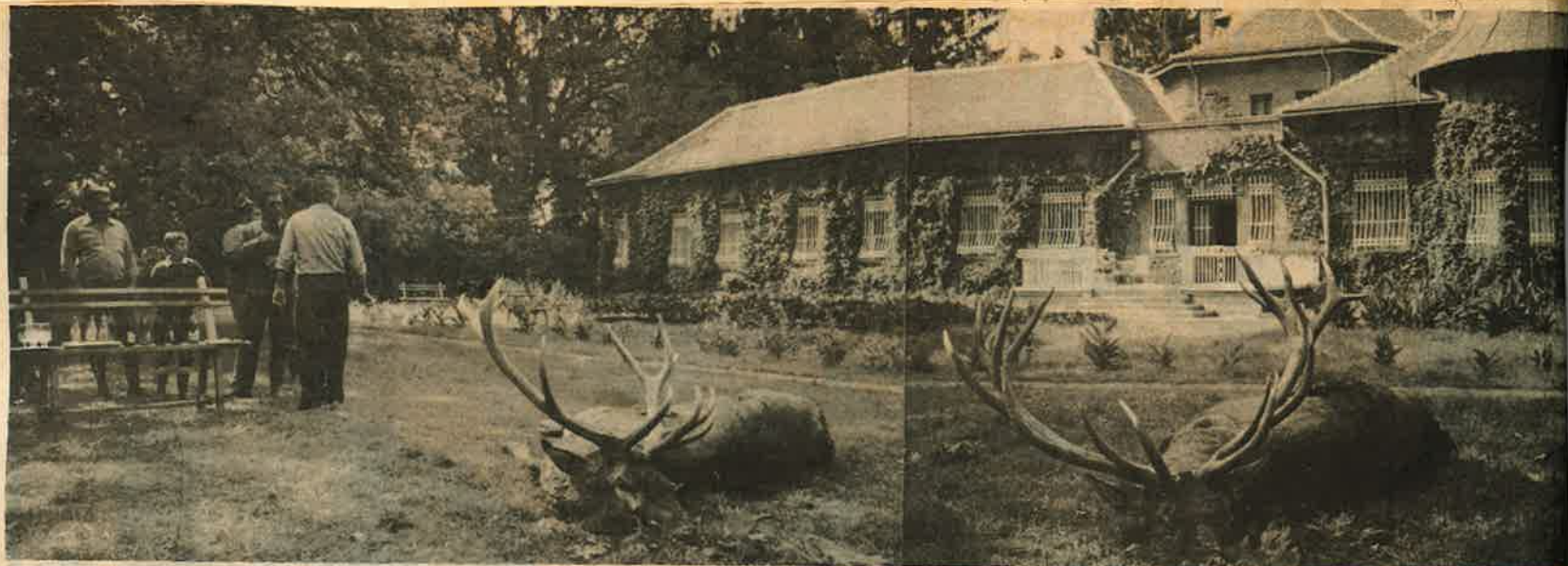
FORTEX GROUP VENISON

Commencing 7 November

MAIN GRADES		Price/kg
AP1 85.1 kg & over	< GR 14mm	6.50
AP2 65.1 kg - 85.0 kg	< GR 14mm	6.40
AP3 50.1 kg - 65.0 kg	< GR 12mm	6.40
AP4 45.1 kg - 50.0 kg	< GR 12mm	5.25
AP5 < 45.0 kg	< GR 10mm	4.90
AF1 < GR 20mm		3.80
AF2 GR 20-1mm +		3.05

Bookings: Phone our Wakanui works (05 323) 898

Area Co-ordinators: Ian Vessey (03241) 865 Irwell, Leicester Wilson (0502) 4114 Rangiora, Greg Boleyn (0297) 47-205 Oamaru.



A view of an elite hunting lodge at Rinyatamasi in the south west of Hungary at the end of a trophy shoot. The 11 year old stag on the right had a trophy antler of 12.35 kg and a carcass weight of 208 kg. The stag was estimated to have cost the hunter somewhere between \$21,500 and \$23,500.

Trophy hunting

New Zealand has a lot to learn

By JOHN CUTT, Agricultural Editor

New Zealand deer farmers who are contemplating setting up trophy hunting operations have a lot to learn about providing the service and the atmosphere necessary to attract the high-paying hunters from Europe.

After four trips to Hungary in the past two years, local deer consultant, Mr Mike Harbord is well qualified to give that advice.

He has recently returned from a two month visit back to Hungary where he is directing setting up the first deer farm in that country.

The deer farm is being established by a Hungarian state forestry organization in association with the Kaposvar University and Mavad, the Hungarian organization responsible for game marketing.

Mr Harbord said the farm would eventually provide an associated New Zealand syndicate with elite animals either through live export or embryos and semen.

Local people are also being trained to manage deer in a farmed environment.

As a spin-off from the farm venture, Mr Harbord has gained the respect of the Hungarian authorities who have engaged him as a deer consultant.

"It's developed as we've gone along and I've become very interested in the hunting," he said.

"The Hungarians have given me access to some of their hunting areas and allowed me to talk to the game keepers with a view to assisting them in the preparation of hunting promotional material for distribution outside of Hungary."

The close rapport he had built up with the Hungarian authorities was "marvellous" he said and had enabled him to gain a great in-depth appreciation of their skills in game management and how they service the game hunting industry.

Game hunting had been a way of life in Europe and in Hungary in particular for centuries, Mr Harbord said.

Although red deer make up the largest part of the country's hunting industry, other wild species such as roe deer, wild boar, moufflon

— wild sheep — and wild fowl are also highly prized.

During World War Two, the Hungarian deer population had almost been decimated.

"A very skilled effort was made by a small number of brilliant people who, through skillful game management bred the small remaining elite animals up to the great deer resource they have today."

Depending on whether you accepted the official estimates or unofficial figures, Mr Harbord said red deer numbers in Hungary were somewhere between 40,000 and 90,000 animals.

Game management areas are managed by either State or village co-operatives. These groups also manage the forestry and plant crops in cleared areas of the vast tracts of oak forest, both for sale and for supplementary feed for the deer, which have free range over each game management district.

The only fences were those erected to discourage the deer moving into and destroying areas of young oak trees.

Mr Harbord said he had developed considerable respect for the way in which the Hungarians managed their game resource.

Because of that: "I would be very careful to ensure that the development of any deer farms was not in conflict with the hunting industry."

Mr Harbord said New Zealand deer farmers who thought they could emulate the trophy hunting of overseas countries had a lot to learn from the Hungarians.

"Firstly, setting up something like this will be in the long-term rather than the short-term," he said.

Marketing and New Zealand's perceived great distance from Europe by potential customers were two of the biggest problems that would have to be overcome if New Zealand was to establish a creditable repu-

tation as a trophy hunting country, Harbord said.

"But what we have got is a beautiful country with magnificent scenery and unpolluted areas that could be used to create the atmosphere to build a trophy hunting industry on."

However, New Zealand had a long way to go in providing the type of services needed to attract northern hemisphere hunters and the type of money to make the industry profitable.

In Hungary for example, wealthy German hunters can spend anywhere between \$10,000 and \$30,000 for three nights' accommodation, meals and the privilege of bagging an average to good trophy stag carrying an antler of between 11 and 13 kg.

A world record head of 18.6 kg had been valued as costing the hunter more than \$67,000, Mr Harbord said.

The trophy hunting season runs from September to the end of October, with a cull shoot carrying on to the end of January.

"All the trophy stags I saw shot were years or older."

Mr Harbord said the cull shoot was for much the same purpose as New Zealand farmers cull old or unsuitable for breeding stock to the works, and ensured that only fit and superior animals were left to breed.

"Those cull animals are offered to sports shooters at a cheaper rate."

"If these hunters do not shoot all identified cull deer, then, as part of the game management, the game keepers shoot them."

Mr Harbord said he had been impressed by the highly professional manner in which the Hungarians managed their red deer source.

"There's a lot of class about the whole operation."



Invercargill deer consultant, Mr Mike Harbord.

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3rd EASTERN SOUTHLAND DEER FARMERS
GORE A&P SHOW COMPETITION
NOVEMBER 30, 1988

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Deer carcass damage can be avoided 21/10/88

Bruised and damaged deer can cause unnecessary financial loss to both deer farmers and processors.

While processors have and continue to take all possible precautions to reduce the incidence of hide and venison damage, simple farm management changes could significantly increase farmers' venison returns.

One of the main causes of damage is sending spiker stags, complete with hard antler, for processing.

During confined transport and while in the yards, the spikers can fight among themselves causing cuts and puncture wounds that downgrade both the pelt and often the high-priced carcass areas of saddles, hind legs and primal cuts.

The manager of Challenge Deer's Mossburn venison plant, Mr Ian Stewart, said handling spikers was also dangerous for processing staff.

Damaged animals not only caused financial losses to farmers, but caused problems for processors and exporters through lost time handling difficult animals in the yards and in trimming bruised or damaged carcasses.

At the present time, demand for venison exceeded the supply of animals, he said and damaged carcasses meant there could be problems in fulfilling export orders with quality meat.

"Another problem is where farmers send stags for slaughter immediately after velvetting," Mr Stewart said.

"Often the stags are bruised in the yards during velvetting and it is best to leave them for another 10 days to two weeks to recover.

"Farmers get top money for velvet, so why not get top money for venison?"

Older stags sent for slaughter in a line of younger animals also often caused problems through fighting Mr Stewart said.

He added that he had refused to accept older stags for processing during the roar because of the disruption they could cause to other stock in the company's yards.

"It's not fair on other farmers to let them in if they're stirring up the other stags," Mr Stewart said.

During the roar, Challenge Deer will only accept two-year-old stags for processing.

"We're trying to help farmers and ourselves," Mr Stewart said.

Mr Stewart said the incidence of damaged carcasses had been as high as 10 percent of the company's total kill, but continuing farmer education and improvements

the company had made to its own facilities had reduced that to around one percent.

However, he believed the incidence of bruised and damaged carcasses could be further improved.

During last season, Mr Stewart carried out an exercise to assess the financial loss that deer farmers could suffer by sending in both spikers with hard antler and mixed lines of stags.

In the first example — a line of 40 rising two-year-old stags with hard antler — the farmer's income had been reduced from \$11,909.63 to \$10,866.00, a loss of \$1043.63, because of carcass damage.

In the two other examples where older stags had been mixed with younger animals during the roar, fighting had resulted in the first farmer, with a line of 65 stags, losing \$1681.62 of potential income.

The second farmer, with a line of 12 stags, had incurred a staggering loss of \$1142.88 or \$95.24 per animal.

Plant manager with Game Foods, Kennington, Mr Riki Puki, said his company did not accept spikers at all because of the damage they could cause to both the yards and themselves.

Older stags were, wherever possible kept separate from younger animals for the same reason, he said.

An excellent AgLink on the prevention of bruising in deer and the avoidance

of downgrading of venison can be obtained from any MAFTech office

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High Peak Station
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Commencing: 2.00pm

For further information and catalogues contact:
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209571v1

Stag killed 23/11/88

A one-year-old deer stag was killed and some of its remains dumped on a property just out of Matura between Wednesday night and Friday afternoon last week.

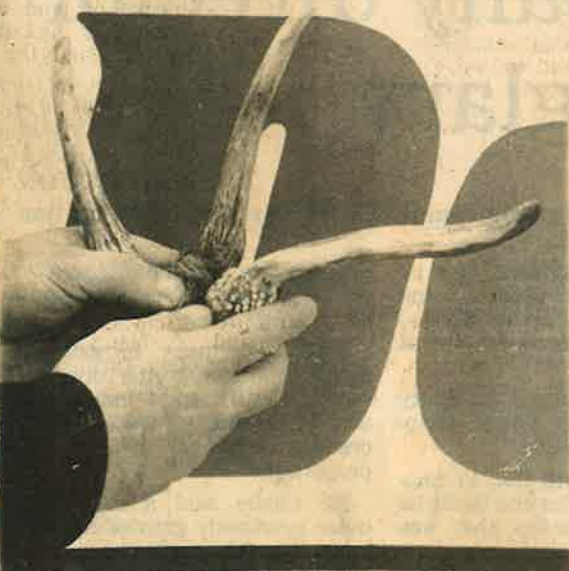
The carcass of the \$1500 stag was taken from the farm, Constable Craig Phillips, of Matura, said yesterday.

The Matuara police want to hear from anyone who may have information about the theft.

Deer farming pioneer dies 23/11/88

(PA) **HASTINGS**
The president of the Deer Farmers' Association, Takapau farmer Ian Spiers, died suddenly at his home on Monday night. He was aged 61.

Mr Spiers was a pioneer in the deer farming industry, with his involvement in breeding red deer at Maranoa Deer Farm which he began in 1979.



Hard antler such as these can cause processing and handling problems for deer slaughter premises as well as costing the farmer in reduced income from damaged pelts and meat.

3/12/88


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phone (0225 25) 808 Southland



Joint winners in the Eastern Southland deer farmers' velvet competition at yesterday's Gore A and P show, Mr Joe Wilson (left) and Mr Neville Cunningham, display their winning entries.

Velvet entries well up 1/12/88

The velvet competition, organized by Eastern Southland deer farmers attracted 21 entries, almost double those of last year.

The value of the heads were estimated to be in the order of \$30,000.

In addition to the prestigious Wrightson Trophy for the best overall velvet and the Southland Farmers Trophy for the best red deer velvet, a new trophy was awarded this year.

This was the Kevin Kelly Memorial

Trophy, awarded for the best three-year-old velvet.

The inaugural winner was Mr W. L. Stevens.

Joint winners of the Wrightson Trophy were Messrs J. and A. Wilson and Mr N. Cunningham, representing Aden Corporation.

Exporting deer harrowing experience

A recent whirlwind, incident-laden trip to Malaysia proved to be an unforgettable experience for South Hillend deer farmer, Mr Neville Cunningham.

The purpose of the trip was to deliver a consignment of fallow deer to a Malaysian Government research farm about one and a half hours by road, north of Kuala Lumpur.

The research farm is run by the Department of Veterinary Services, which Mr Cunningham likened to the Ministry of Agriculture and Fisheries.

Here, various livestock species are being evaluated for their productive potential under what Mr Cunningham considered as a "harsh environment for animals."

Included in the research are sheep cross-breeding programmes in which the native breed is being crossed with poll dorset and south suffolk sheep sourced from New Zealand, and a red deer breeding project based on deer also imported from New Zealand some seven years ago.

Mr Cunningham said the enquiry for 121 fallow deer had come through a New Zealand-Malaysia export-import firm, Lotus Kiwi Company Ltd.

Diversified

Mr Cunningham diversified into fallow deer some five or six years ago at a time when: "I felt deer prices were too high — when red weaners were selling for \$2800."

The high prices for red deer had made him nervous, he said, as he considered the prices at that time were too far removed from the animals' true productive value.

"I thought I could buy three fallow weaners for the price of one red weaner."

"The advantages of the fallow were that you can run more to the acre, and on a meat production per acre basis make an equal income to running red deer."

In the years that followed, Mr Cunningham has built up a herd of 200 breeding fallow does and 300 animals in total.

Originally Mr Cunningham was to have supplied the total Malaysian order but in the end supplied 57, with the balance coming from the North Island.

"It was my job to accompany the deer and to keep the animals alive during the trip as well as giving the Malaysian authorities a brief rundown on deer management."

Recreation

Although part of the Malaysian plans include possible breeding of the fallow for meat, the main thrust was towards using the animals, because of their appealing markings, for their aesthetic value in recreation in parkland situations, Mr Cunningham said.

Getting the deer to Malaysia proved to be a harrowing experience not only for the animals but for Mr Cunningham, an experience

that a few weeks before he would not have contemplated could ever have happened.

The first hassle came when the consignment was split between him and a North Island breeder.

Instead of the animals being exported through Christchurch, as had originally been planned, Mr Cunningham was faced with a 23 hours road journey to Cambridge.

He had high praise however for the co-operation of local MAFQual personnel in regional veterinarians, Gavin Struthers and Mike Brown and for the way in which they had handled animal health certification and offered technical support.

"We're very lucky to have in Southland people of that calibre," he said.

Traumatic trip

Mr Cunningham and his deer's traumatic trip began at 8.30am on Sunday, October 30 for a non-stop 12 hour road journey to Picton where they caught the inter-island ferry with just six minutes to spare.

Once in Cambridge, almost 23 hours after leaving Southland, the deer were off-loaded, fed and watered and again inspected by MAFQual officers.

Early on Tuesday, November 1 the 121 deer were trucked to the Auckland International airport where they were crated and received final MAFQual export certification before being loaded aboard a Singapore Airlines 747 stock carrier.

Also on board was a consignment of horses and three handlers.

So far so good, but once the aircraft landed in Sydney things began to go wrong.

Up until then Mr Cunningham had been accompanied by a principal of the Malaysian importer, Pauline Mu'tamir, who was to act as interpreter and assist with official details at the Malaysian end.

But in Sydney the aircraft crew of three was replaced by a less experienced crew of five. Because the aircraft was only licenced to carry eight people the two extra crew meant, according to flight regulations, that two of the passengers had to leave the aircraft before flight clearance could be given.

Confrontation

After a considerable delay and a confrontation that threatened to see both Mr Cunningham, his Malaysian agent and the consignment of deer evicted onto the airport tarmac by force by airport security, a compromise was reached whereby one crew member and the Malaysian agent were taken off the aircraft.

"No way was I going to leave the deer to carry on without me," Mr Cunningham said.

Once in Singapore further problems were encountered, many of them the result of his no longer having the services of the Malaysian agent as interpreter.

The trucks which arrived at the airport to transport the animals north into Malaysia were old, flatdeck vehicles which Mr Cunningham said would not have met the minimum New Zealand road safety standards.

The Malaysian workers considered the crates would not fit on the trucks and were about to break them open and load the deer standing on the truck decks, when Mr Cunningham, who had been delayed because of language difficulties in completing import formalities, arrived back just in time.

Fast talking and persuasion finally won through and the crates were loaded and the convoy set off for the Malaysian border.

Here documentation problems caused a further frustrating delay.

"This was at three in the morning and there was no way the guards were prepared to ring their superiors at that hour to sort the matter out," Mr Cunningham said.

Fast talking

The threat of a six hour delay and the risk of animals dying in the heat of the day was once again only averted by fast talking.

Twelve hours later and 36 hours since leaving Auckland, the consignment finally reached their destination, with both the deer and Mr Cunningham near the end of their physical endurance.

"Because I had been through everything the deer had been through I knew how they were feeling," he said.

The whole operation had been a "tremendous endurance feat."

Fortunately all the deer survived the ordeal, a fact Mr Cunningham attributed to their natural toughness.

The experience had demonstrated clearly to him that no matter how well such a trip was planned, problems could arise from unexpected quarters and when that happened "you have to fly by the seat of your pants."

But even though it had been a traumatic experience, Mr Cunningham can laugh about it now that he is home.

"I've been involved in some pretty wild things in my time, but I've never been involved in such a demanding exercise," he said.

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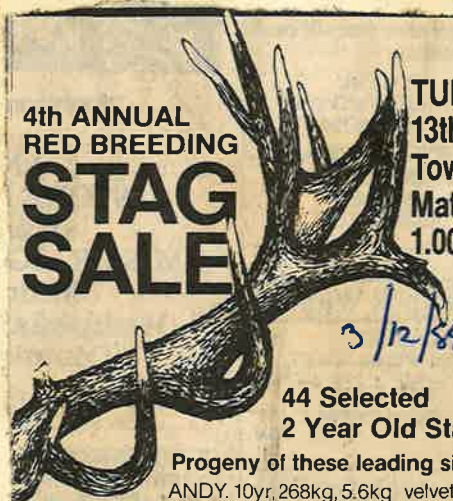
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"Winner of National Competition 1987"

CAESAR. 6yr, 293kg, 9.3kg hard antler.

MAGNUM. 8yr, 258kg, 10.6kg hard antler.

APOLLO. 5yr, 254kg, cut 6.4kg of A Grade velvet as a 5 year old.

REMUS. 6yr, 268kg, 6.5kg hard antler.

CAVALIER. 6yr, 254kg, 6.7kg velvet (A Grade).

All stags are PURE RED DEER and have been blood typed as such by (M.A.F.Tech.) Invermay.

N.B. OPEN DAY

Stags will be yarded for inspection from
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South Hillend deer farmer, Mr Neville Cunningham, left, with the director-general of the Malaysian Veterinary Services, Dato Dr Ahmad Mustapha Babjee, a principle of the Malaysian importing company, Pauline Mu'tamir and the Veterinary Services assistant director-general, Dato Dr Hadi Hashim.

dition in Southland

Challenge Venison joint venture with farmers

(PA)

New Zealand deer farmers have moved toward direct involvement in exporting and marketing following an agreement between Wrightson and the New Zealand Deer Farmers' Association.

The agreement, announced on Wednesday, provides for the restructuring of Challenge Venison as a joint venture between producer interests and Wrightson.

The Game Industry Board will have a shareholding, subject to an independent feasibility study by chartered accountants Arthur Young.

The move was described as a "giant step forward" by NZDFA's acting president Mr James Guild.

"In one move we have ensured that export competition is preserved, whilst at the same time giving producers an equity share in a major exporter," he said.

Competition would be preserved, as Challenge Venison handled about a third of New Zealand venison exports.

"Many of our members are shareholders in other exporting concerns and I would assume they will maintain those allegiances."

Mr Guild emphasized the new joint-venture company would have no unfair marketing advantages.

"The key difference is that producers, the ultimate risk-takers, can now be directly involved in the marketing of their products," he said.

The restructured company has no slaughtering facilities. It draws product from existing game packing houses.

Mr Guild said the move clearly fell within his association's policy of involving producers in every step of the industry, ensuring the best range of options. The association has always aimed towards bringing production and marketing tasks closer together.

"We have achieved this by an innovative move which, I am sure, will be welcomed by deer farmers throughout New Zealand," he said.

The liaison with Wrightson ideally suited the association as Challenge Venison was extremely

well represented in two key markets of the future, the United States and Japan.

Challenge Venison is a division of Challenge Deer, part of the Wrightson rural sector group of companies within Fletcher Challenge.

Challenge Deer general manager Mr Paul Spackman, said the move to merge the marketing activity with a producers' group was the logical extension of the company's strategy to closely involve farmers through their recently introduced venison supply contracts.

"In our opinion the future strength of the venison industry is dependent upon adequate supply of product. The most effective way to achieve this is to involve producers on an equity participation basis," he said.

Wrightson will remain in the business and will be joined on the board of the new company by representatives of the new shareholders.

VENISON SCHEDULE

FROM 5/12/88 UNTIL FURTHER NOTICE

EXPORT SCHEDULE

GRADE	FAT	WEIGHT	GROSS PRICE/KG
AP1	-14mm	+70.1kg and over	\$6.15
AP2	-12mm	50.1kg to 70kg	\$6.05
AP3	-10mm	Up to 50kg	\$4.75
AF	Overfat		\$3.20
AD	1 Damaged Primal		\$2.50
AM	2 Damaged Primals		\$1.50

DOMESTIC SCHEDULE

PLG	Prime Local Grade	\$2.00
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Reminder Velvet Open Day:

NZ Wapiti Society, 10am, Friday, November 22, 1988, Criffel Wanaka. Open day at Luggate velvet processing factory to follow in afternoon.

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New Zealand Deer Farmers' Association Inc.

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Thursday December 8, 1988

Starting 9am

VENUE: Fiordland Lobster Limited's Shed, Caswell Street, Te Anau

INQUIRIES: Kay Brown, Secretary, Phone 7648 Te Anau

30541

FORTEX GROUP VENISON

Commencing November 28

MAIN GRADES	Price/kg
AP1 85.1 kg & over	6.50
AP2 65.1 kg - 85.0 kg	6.40
AP3 50.1 kg - 65.0 kg	6.40
AP4 45.1 kg - 50.0 kg	5.25
AP5 < 45.0 kg	4.90
AF1 < GR 20mm	3.80
AF2 GR 20-1mm +	3.05

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Tb in deer 'not too bad'

Well over half of the deer farms in Southland and West Otago are now in the deer industry's voluntary Tb accreditation scheme.

Of that number, a "significant" percentage are accredited.

MAFQual's regional veterinarian, Mr Gavin Struthers, described the progress towards accreditation as "very pleasing."

At the end of October, 425 herds had joined the Tb scheme with 125 herds attaining full accreditation as Tb free.

Mr Struthers estimated there were between 700 and 750 deer farms in the Southland-West Otago districts.

Only 15 herds are under movement control because of Tb and although Mr Struthers said he preferred to see no herds in that category, the incidence was "not too bad."

Next January, a compulsory Tb scheme for deer comes into effect.

Cattle

Fifteen cattle herds in the province are also under movement control.

"There is a bit of an upsurge in the Ohai area and four or five properties are affected," Mr Struthers said.

The MAF will mount a large exercise in the area next year to reduce the possum population in an attempt to lower the risk of the disease being transmitted to cattle.

The Hokonui area continued to show a "niggle" of Tb incidence, Mr Struthers said.

He believed the disease had increased since the big possum eradication operation in the mid 1970s, "but it's not as bad as before then."

Follow-up work to a major possum poisoning programme carried out in the Fortification area earlier this year was also planned for next year.

Continued surveillance of the areas bordering the Catlins, where Tb was endemic, would continue, with every alternate cattle and deer property being tested every year on a two yearly cycle.

Farmers in the area were being encouraged to maintain the battle against Tb by keeping the possum population low, either through their own efforts or by commercial trappers.

Mr Struthers said MAFQual was pleased with the co-operation shown by all farmers towards reducing the spread of Tb.

Air Force denies deaths its fault

(PA) PALMERSTON NORTH
Ohakea air base says it will not accept any blame for an incident near Blenheim last week in which three stags died.

Wairau valley farmer Bevan Undrill has threatened to lay a complaint with the Minister of Defence, Mr Tizard, alleging three stags died after a low-flying exercise over his farm.

He says one of the stags was a valuable animal imported from Britain and since none of the deer showed signs of injuries, he believes they died of fright.

Mr Undrill said the valuable stag, Schultz, was photographed for a publicity pamphlet only a day earlier and was calm when he left for Blenheim at 9.30am.

Squadron Leader Andy Anderson, of Ohakea, said Strikemaster jets from Ohakea had been on a low-flying exercise in the area.

But he said they had done nothing wrong and the Air Force would not accept any blame for the incident.

The area had been off limits for low flying but that changed when new military low-flying procedures came into force on October 22.

The incident had been thoroughly investigated and none of the aircraft had contravened any regulations for height or speed, he said.

"If the deer got a sudden shock, it's because they're not used to seeing the planes but we didn't do anything against the regulations."

Squadron Leader Anderson said the new regulations allowed low flying in all parts of the country except over towns or "restricted areas."

Deer farmers dubious of joint venture

By Farm Editor JOHN CUTT

Southland deer farmers are uncertain that the proposal for the New Zealand Deer Farmers Association to become involved with Wrightsons through Challenge Venison in venison exporting and marketing will be in their best interests.

The move to involve producers apparently came from Challenge Deer, which considered its venison arm required a stronger supply base and put forward the idea of a joint venture company to take over the operations of Challenge Venison.

The joint venture company would take over existing brands, agency network and computer programmes, but no bricks and mortar. No goodwill was involved.

The proposal allows for the joint venture company to have a negotiated

access to Challenge Venison's Mossburn deer slaughter plant, without having to buy it.

The whole proposal is conditional to the satisfactory outcome of "a full and professional investigation" conducted by a committee of the Game Industry Board.

Southland deer farmers were given an opportunity of being brought up to date with the joint venture proposal at a meeting in Gore on Monday.

The meeting of about 60 deer farmers was addressed by the acting president of the NZDFA,

Mr James Guild, the association's chief executive, Mr David Hickman and Game Industry Board member, Mr David Malin.

Mr Stevens said one of the concerns of those present was the fact that producer levies were being used to buy into the venture.

Also, there had appeared to be an anti-Challenge-Wrightson feeling among some farmers.

Another concern farmers had expressed had been a lack of information from the NZDFA regarding the joint venture, he said.

However, the meeting received the assurance from the three invited speakers that the proposal had been thoroughly thought through and the apparent lack of information had been necessary because of the commercial sensitivity.

"They assured everyone that they were acting in the best interests of producers," Mr Stevens said.

"People still went away hoping that the top table would take on board what had been raised by farmers."

"It's a matter of trust, and we hope they know what they're doing."

In a letter to association members yesterday, Mr Guild said the Game Industry Board had met on Wednesday to consider the report on the joint venture proposal by the board's committee.

"Details of that report are commercially sensitive but it can be stated that discussions with Challenge will continue."

"However, since this issue became public, there have been indications that there may be a wider industry interest in the concept of a producer-controlled marketing company," Mr Guild said.

"Accordingly, the Game Industry Board unanimously resolved to reconstitute the investigating committee."

Mr Guild said the committee would continue looking at the Challenge option as well as holding discussions with other industry participants to ascertain their views and any additional proposals.

The committee is to report back with its findings to the next Game Industry Board meeting on February 15.

Mr Guild said the NZDFA council was happy with the result and was pleased to have been instrumental in bringing about a full review of the deer industry's marketing structures.

"The NZDFA council believes that it is now important for deer farmers to fully support the Game Industry Board while it works through this exercise."

A critic of the move by producers to involve themselves with Challenge Deer, Mr Owen Buckingham, chairman of the Fiordland branch of the NZDFA, said it was marvellous news that the Association and Game Industry Board were to look at the wider issues of the proposal and for a more suitable means to achieve producer involvement in venison marketing.

He had considered the joint venture proposal

would not have been in producers' best interests.

The General Manager of Challenge Deer, Mr Paul Spackman said yesterday that he anticipated the merger would proceed, but perhaps with a different structure than originally planned.

"Contrary to some reports Challenge Venison is being paid only for the stock and accounts owed by debtors, both of which could be quickly converted into cash by the new organization," Mr Spackman said.

"The new group will receive free of charge Challenge Venison's export marketing system, business systems and customer and client base, as well as the long established National Venison brand and other valuable but intangible assets."

Plant for sale

In another development, Mr Spackman yesterday confirmed rumours that Challenge Deer's Mossburn deer slaughter premises were up for sale.

"We have been looking for people who might be interested in buying it," he said.

Although Wrightson still intended to remain in the deer industry, returns from venison had "not been exciting," and "there was little point in owning the Mossburn plant," Mr Spackman said.

"We would like to see it owned locally if possible and we will probably end up retaining some interest in it."

"But it's too soon to tell what the outcome will be."

VENISON SCHEDULE

FROM 12/12/88 UNTIL FURTHER NOTICE

EXPORT SCHEDULE

GRADE	FAT	WEIGHT	GROSS PRICE/KG
AP1	-14mm	+ 70.1kg and over	\$6.10
AP2	-12mm	50.1kg to 70kg	\$6.00
AP3	-10mm	Up to 50kg	\$4.75
AF	Overfat		\$3.20
AD	1 Damaged Primal		\$2.50
AM	2 Damaged Primals		\$1.50

DOMESTIC SCHEDULE

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FORTEX GROUP

VENISON

Commencing 12 December 1988

MAIN GRADES		Price/kg
AP1 85.1 kg & over	< GR 14mm	6.05
AP2 65.1 kg - 85.0 kg	< GR 14mm	6.00
AP3 50.1 kg - 65.0 kg	< GR 12mm	6.00
AP4 45.1 kg - 50.0 kg	< GR 12mm	5.15
AP5 < 45.0 kg	< GR 10mm	4.50
AF1 < GR 20mm		3.80
AF2 GR 20-1mm +		3.05

Bookings: Phone our Wakanui works (05 323) 898

Area Co-ordinators: Ian Vessey (03241) 865 Irwell, Leicester Wilson (0502) 4114 Rangiora, Greg Boleyn (0297) 47-205 Oamaru.

Velvet prices improve 12/12/88

Velvet prices continued to improve in the second velvet pool for the season, recently concluded by Challenge Deer.

Results were: SA1 226.00, SA2 226.00, A1 221.35, A2 221.10, A3 220.40, A4 220.05, B1 215.35, B2 215.20, B3 205.90, B4 205.90, C1 194.85, C2 194.85, C3 195.50, C4 195.99, D1 152.50, D2 180.05, Damaged 120.10, Regrowth 65.10, TW1 195.99, TW2 196.20, TW3 190.20, TW4 175.99, Spiker 108.91, RBS 30.91, OG 78.05, Skull on 110.90, Shot 70.88.

SOUTHERN LAKES VENISON PACKERS LTD MOSSBURN (Ph 58)

This factory will be open between Christmas and New Year for intake of Feral Deer only between 1-4pm 23/12/88

Contact Phone, J. Guyton 6423 Mossburn

We will open again for slaughtering on January 9.

We would like to wish all our clients a Merry Christmas and a Prosperous New year.

Ian Stewart
PLANT MANAGER

13854

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9994

Producers warned of deer merger

By John Stirling

Leading Otago deer farmer, Pat Garden, is warning producers that the proposed joint-venture between the Game Industry Board and Wrightsons will do little more than finance the multi-national's exit from the industry.

Mr Garden of Avenel Station, who is a former chairman of the Otago branch of the New Zealand Deer Farmers Association and a director of Kennington Game Foods, said the proposal which allowed Challenge Venison to sell the Game Industry Board 60% of its venison marketing operation appeared to be a naive miscalculation on the part of producers' leaders.

He said the exercise could be compared to the Freesia Meats fiasco where producers' money was used to assist Goodman Fielder Watties out of Waitaki International.

Producers were told the move was necessary to ensure producers influenced meat industry

rationalisation. Watties got the money, Waitaki closed works and producers "lost their shirts" when Waitaki shares plummeted.

"The country's successful meat processors claim the need to assist Watties out of a bad investment was tragic misuse of producer funds as rationalisation would have happened anyway. The Challenge Venison appears to be another case of a multi-national getting out of an unprofitable operation — on the deer farmers' backs.

"It has to be remembered that the Game Industry Board's only source of funds is through producer levies. Use of these levies is the only way the Game Industry Board can finance any venture."

He said the high velvet (antler) returns had affected the supply of deer to be slaughtered. To get animals to fill market commitments exporters had brought out a high schedule. It was probable that this schedule would need to

be higher in the future to get stags away from the velvet trade.

These high procurement costs had resulted in low marketing profits. In the future these margins would be squeezed further unless velvet prices slump. It will take several years to identify a top velvetting animal and eventually there will be a need for heavy culling.

Mr Garden said high returns on velvet had disrupted the flow of animals to slaughter because farmers kept stags for this section of the industry. It took several years for top velvet producing stags to be identified — most of those now being kept would be rejected and this would happen quickly if velvet prices dropped.

Suddenly there will be an over-supply of venison coming on to the market and a need for a large-scale promotion campaign. The money tied up in purchasing Challenge Venison's marketing operation will not be available when critically needed, Mr

Garden says.

The graveyard of venison marketeers, he said, indicated that only those in for the long haul would succeed. Those wanting an early exit should not be paid to get out.

There was also the worrying prospect of the Game Industry Board being a player and a referee. It wanted the statutory right to licence exporters.

The DEVCO debacle in the United States was an unhappy reminder of the consequences of a well-meaning monopoly, Mr Garden said.

Acting president of the New Zealand Deer Farmers Association, Mr James Guild, said there was nothing concrete about the joint-venture proposal with Challenge Venison.

The NZDFA investigated the business of Challenge Venison, conducted some independent feasibility studies, and concluded that a joint-venture had merit. It therefore negotiated a preliminary agreement for a joint-ven-

ture with Challenge with a producer majority (60%) being funded by the New Zealand Game Industry Board.

"Before any move is made, a detailed feasibility study is being carried out by the international accountancy firm, Arthur Young and Co., which will report to an investigating panel comprising both producer and commercial expertise. Unless this study produces a positive recommendation, the joint-venture agreement will not proceed," Mr Guild said.

The chairman of the Otago branch of the NZDFA, Mr Tony Pearce, said the joint proposal had been rushed but there would be opportunity on Monday for Otago and Southland deer farmers to voice their views at a meeting to be held at the James Cumming Hall in Gore. Mr Guild and NZDFA chief executive, Mr David Hickman, would be on hand to explain the proposal and answer questions. Otago and Southland NZDFA members will also be present.

6/12/88 Venison export earnings up 31pc

(PA) WELLINGTON

Venison has increased its export revenue by 31 percent for the year ended June 30, the Game Industry Board Report says.

The three main deer product contributions were: venison 71 per cent, velvet 26 percent, and deerskins and leather 3 percent, resulting in an increase of \$45 million in exports for the year.

This compares with \$36 million in the previous year.

By far the largest market is Europe with 67 percent of export tonnage taken. West Germany took 40 percent of volume, Switzerland 10 percent, Sweden 5 percent, and Britain, Denmark and the Netherlands, 3 percent each.

West Germany increased its quantity of venison by 25 percent, taking 1625 tonnes worth \$9.9 million; a value increase of 32 percent.

This proves prices are recovering from the lows experienced after the Chernobyl nuclear accident, the report says.

All game products entering West Germany had suffered falling prices following the accident.

The sales value to NZ's second largest market, the United States, was less because of the strengthening of the NZ dollar against the US.

Exports increased there by 12 percent to 440 tonnes with prices growing 3 percent to \$6.3 million, but the US was still a high-price market.

Switzerland took 402 tonnes with a value of \$3.5 million, putting it third on the market list.

Helicopter damaged

6/12/88

TE ANAU

A Robinson R 22 helicopter used for deer recovery was moderately damaged when its tail rotor struck the ground after it was tipped backwards by a strong wind gust in the Red Hills area of South Westland yesterday morning.

Constable Tim Henderson said last night the pilot, Mr Harvey Hutton, and the shooter, Mr Phillip Wright, both of Haast, were not in the helicopter when it tipped backwards and were not injured in the accident.

Constable Henderson said the men were reported overdue yesterday morning and a search was made of the South Westland area in another helicopter piloted by Mr Richard Hayes, of Te Anau.

Also aboard the searching helicopter were Fiordland search and rescue personnel.

Locator beacon

While the search was being made, a Boeing jet travelling from Christchurch to Invercargill picked up a signal from the missing helicopter's emergency locator beacon and the Rescue Co-ordination Centre at Christchurch activated a full-scale search.

However, Mr Hayes located the two men at 2.30pm and they were flown back to Haast.

The helicopter's tail rotor, tail boom and gear box were damaged in the accident.

The damaged machine will be airlifted back to Haast.

MAFQual Invermay Animal Health Report

Disease affects velvet

23/12/88

By Dr MARJORY ORR

Parapoxvirus disease causes small scabs, usually on the velvet of deer.

It occurs occasionally in Otago and Southland, particularly in the Invercargill area and appears to be a cause for downgrading velvet quality.

MAFQual Invermay Animal Health Laboratory has made a special study of parapoxvirus disease.

Our interest in the disease stems from the fact that a couple of early cases in the north involved large numbers of animals with the loss of thousands of dollars worth of velvet and many hind deaths.

This suggested that the disease could do significant damage to the deer

industry.

Since 1986 we have worked with the Lincoln Animal Health Laboratory investigating 16 outbreaks of parapoxvirus from all parts of the South Island.

The number of affected deer in each outbreak has ranged from one to 20 or from 3 percent to 83 percent of the deer in each group.

The disease takes two forms. One, scabs appeared on antler velvet and in the other, the scabs were on the faces of hinds after weaning.

In several outbreaks in stags, there were reports of swollen faces a day or two before the scabs on

the velvet were noticed.

Most affected deer recovered spontaneously and no deaths were reported.

The laboratory test for parapoxvirus involves examining scab material through an electron microscope. Further tests can be carried out to check for ringworm and bacterial infections which can also cause scabby lesions in deer.

Deer parapoxvirus belongs to the same family as the virus which causes scabby mouth in sheep, but as far as we know, it is unlikely that deer parapoxvirus would cause obvious lesions in sheep or vice versa.

28/1/89



FORTEX GROUP

VENISON

Commencing 30 January 1989

MAIN GRADES		Price/kg
AP1 85.1 kg & over	< GR 14mm	6.05
AP2 65.1 kg - 85.0 kg	< GR 14mm	6.00
AP3 50.1 kg - 65.0 kg	< GR 12mm	6.00
AP4 45.1 kg - 50.0 kg	< GR 12mm	4.95
AP5 < 45.0 kg	< GR 10mm	4.30
AF1 < GR 20mm		3.80
AF2 GR 20-1mm +		3.05

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Deer

Landcorp hard antler: Stanfield Park and Prince Reuss (Austria, Rosegg Park) 1, Peter Fraser Deer Stud 2 and 3.

Southland elk-wapiti: D. Sutherland 1, D. McDonald 2, M. J. Brigans and W. Day 3.

Alpine Helicopter Challenge Trophy for elk-wapiti cross: Criffel Deer farm 1, D. Sutherland 2, Fiordland Wapiti Park 3.

Wrightson Southerner Trophy for Southland red deer: E. A and L. E. Burnett 1, N. P. and P. E. Terpstra 2, A. J. and N. J. Hamilton 3.

Champion New Zealand Red Deer Velvet Trophy: C. L. Cox 1, Peter Fraser Deer Stud 2, T. N. J. and Z. E. Hunter 3.

KPTA maiden New Zealand red deer: D. Maling 1, N. P. and P. E. Terpstra 2, J. H. Steven 3.

Deer and Game Services Cup for imported red deer: J. and A. Wilson 1, J. S. Scorgie 2, Graham Carr (NZ) Ltd 3.

Wrightson All Corners Trophy, open class: C. L. Cox 1, Peter Fraser Deer Stud 2, Criffel Deer Farm 3.

VENISON SCHEDULE

FROM 23/1/89 UNTIL FURTHER NOTICE

EXPORT SCHEDULE

GRADE	FAT	WEIGHT	GROSS PRICE/KG
AP1	-14mm	+ 70.1kg and over	\$5.90
AP2	-12mm	50.1kg to 70kg	\$5.85
AP3	-10mm	Up to 50kg	\$4.65
AD	1 Damaged Primal		\$3.05
AF	Overfat		\$2.35
AM	2 Damaged Primal		\$1.45

DOMESTIC SCHEDULE

PLG	Prime Local Grade	2/1/89	\$2.00
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Owen Buckingham — Te Anau/Wakatipu (0229) 7180
Tim Armstrong — Palmerston (024) 851-516
Your Local PPCS Ltd Drafter

67-3199

VENISON SCHEDULE

FROM 30/1/89 UNTIL FURTHER NOTICE

EXPORT SCHEDULE

GRADE	FAT	WEIGHT	GROSS PRICE/KG
AP1	-14mm	+ 70.1kg and over	\$5.90
AP2	-12mm	50.1kg to 70kg	\$5.85
AP3	-10mm	Up to 50kg	\$4.65
AD	1 Damaged Primal		\$3.05
AF	Overfat		\$2.35
AM	2 Damaged Primal		\$1.45

DOMESTIC SCHEDULE

PLG	Prime Local Grade	25/1/89	\$2.00
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Your Local PPCS Ltd Drafter

67-3199

Deer farmers angry about Mossburn plant

20/2/89

Southland deer farmers are angry the Mossburn deer slaughtering plant is to become part of a major producer-controlled venison processing and export company.

The plant, owned by Challenge Deer, will combine with Venison New Zealand Co-Operative Ltd, in association with the NZ Association in a major restructuring deal.

However, it is not a deal that Southland deer farmers want, the chairman of the Fiordland branch of the New Zealand Deer Farmers' Association, Mr Owen Buckingham, said.

"The plant should be owned and operated by Southland interests."

The Fiordland branch met last night and had "39 members present and 39 members upset."

The branch wanted ownership of the plant in Southland, subject to a

satisfactory marketing arm being derived and approved by shareholders, he said.

"The branch is extremely dissatisfied with the way elected members are handling the amalgamation of New Zealand Venison, Challenge Deer and New Zealand Deer Farming Association."

A steering committee had been negotiating the possible purchase of the plant with Challenge deer.

However, they had been over-ridden by the intervention of the NZDFA, Mr Buckingham said.

The Fiordland branch wanted a referendum demanded of the Game In-

dustry Board before funds were committed.

"We don't want our levy funds supporting two North Island works," Mr Buckingham said.

The acting president for the NZDFA, Mr James Guild, said last week the restructured company would ensure exporter competition for stock was preserved while at the same time establishing a nationwide processing base with 100 percent producer ownership.

Venison New Zealand runs two plants, at Hastings and Feilding.

Mr Buckingham predicted a public meeting at Mossburn tomorrow night would be a lively one.

VENISON SCHEDULE

FROM 20/02/89 UNTIL FURTHER NOTICE

EXPORT SCHEDULE

GRADE	FAT	WEIGHT	GROSS PRICE/KG
AP1	-14mm	+ 70.1kg and over	\$6.00
AP2	-12mm	50.1kg to 70kg	\$5.95
AP3	-10mm	Up to 50kg	\$4.75
AD	1 Damaged Primal		\$2.40
AF	Overfat		\$3.15
AM	2 Damaged Primal		\$1.50

DOMESTIC SCHEDULE

PLG	Prime Local Grade	18/2/89	\$1.95
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Owen Buckingham — Te Anau/Wakatipu (0229) 7180
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171

Major new role for Mossburn venison plant

The deer slaughtering plant at Mossburn is to become part of a major producer-controlled venison processing and export company, it was announced yesterday.

The plant — which is owned by Challenge Deer — will combine with Venison New Zealand Co-operative Limited, in association with the New Zealand Deer Farmers' Association, to create a "major force" in the country's venison industry.

Announcing the plans yesterday, the NZDFA acting president, Mr James Guild, said from Wellington, it was a complicated restructuring deal.

"In one move, we have ensured that exporter competition for stock is

preserved while at the same time establishing a nationwide processing base with 100 percent producer ownership," he said.

Venison New Zealand — which was established in 1981 — runs two plants, at Hastings and Feilding.

The company will incorporate Challenge's deer slaughtering plant at Mossburn.

The \$1.2 million venture would be sourced by funds accumulated from producer levels, Mr Guild said.

Ultimately, two companies would be established, involving a marketing company, Venison New Zealand, with a 60 percent investment from the Co-operative and 40 percent from Challenge, and Venison New Zealand Co-operative Ltd, a processing company with a 50 percent shareholding from the NZDFA and existing Venison New Zealand shareholders.

The plan provided for Challenge Venison to be bought out of the market-

ing company within two years.

The move clearly fell within the Association's policy of involving producers in every stop of the industry, Mr Guild said.

"We have achieved this by an innovative move which, I am sure, will be welcomed by deer farmers throughout New Zealand."

The general manager of Challenge Deer, Mr Paul Spackman, was not available for comment last night.

However, he said last week the Mossburn plant was still on the market. While he admitted there was a strong "local" interest in buying the plant, at that stage he was not prepared to say anything further.

WESTERN SOUTHLAND PEST DESTRUCTION COMMITTEE

Pursuant to the Pesticides (Vertebrate Pest Control) Regulations 1983, notice is hereby given that it is the intention of the Western Southland Pest Destruction Committee to apply a controlled pesticide to land within the boundaries administered by the Committee. Details relating to application of the pesticide are as follows:

DATE INTENDED TO APPLY PESTICIDE:
The operation is due to start on March 6, 1989 and depending on weather conditions should be completed within an 8 week period.

NAME OF CONTROLLED PESTICIDE:
Sodium Monofluoro Acetate (1080).

NATURE OF CONTROLLED PESTICIDE:
RS5 (Pellet Baits) 1080 @ 0.08%.

DESCRIPTION OF LAND TO WHICH THE CONTROLLED PESTICIDE IS TO BE APPLIED:

- Mt Linton Station, RD1, Ohai Blocks VII, XII, XIII, XIV, Part Run 553, Wairaki Survey District.
- DEPARTMENT OF CONSERVATION (TAKITIMU DISTRICT), TE ANAU TERRACE, TE ANAU Block XXXII, Takitimu SF No 4, Takitimu Survey District.
- WAIRAKI STATION, RD1, OTAUTAU Section 639, Block XXV, Takitimu Survey District.
- BEAUMONT STATION, RD1, OHAI Blocks VIII & XV, Wairaki Survey District.
- WILANDA DOWNS, RD, OHAI Part Section 76, Block XIX, Wairaki Survey District.
- I. J. CHAMBERLAIN, EASTERN BUSH, RD1, OTAUTAU Sections 92 & 113, Block II, Waiau Survey District.

NAME AND ADDRESS OF PERSON OR BODY RESPONSIBLE FOR THE APPLICATION OF THE CONTROLLED PESTICIDE:

R. K. Eden, Supervisor, Western Southland Pest Destruction Committee, 8 Swale Street, Otago.

If any person has any inquiry relating to the intended use of the controlled pesticide he or she may contact Messrs R. K. Eden (Phone 8430 Otago) or C. C. Dolan (Phone 8069 Otago).

Private Bag
OTAUTAU

P. T. Cooney
SECRETARY

1108

Board allocates \$1.2m to venison joint venture

(PA) The Game Industry Board has granted \$1.2 million to the Deer Farmers Association to form a joint venture for venison processing and exporting.

The move involves a merger between Venison New Zealand Co-operative Ltd, Challenge Venison's processing and marketing operations and the Deer Farmers Association.

Venison New Zealand will become a joint venture between the association and the existing co-operative, which has processing plants at Hastings

and Feilding.

Challenge Venison's deer slaughter plant at Mossburn will become part of the joint venture.

A second joint venture between Challenge Venison and the new co-operative will market venison.

The marketing company will initially have a shareholding of 60

percent by the co-operative and Challenge Venison.

Challenge Venison will eventually be bought out by the co-operative.

Game Industry Board directors approved the grant to enable the project to go ahead on Thursday.

The deal is still subject to a final analysis and review by an independent accountant to make sure the proposal is commercially viable.

Deer Farmers acting president Mr James Guild said the complex deal would create a major new force in the venison industry. "In one move we have ensured that exporter competition for stock is preserved, while at the same time establishing a nation-wide processing base with 100 percent producer ownership," Mr Guild said.

Association executive director Mr David Hickman said there would now be three major venison exporters.

Farmers not using the new companies would benefit from competition

for stock, he said.

The other major processors are Christchurch-based companies Mair and Fortex.

The general manager of Challenge Deer, Mr Paul Spackman, yesterday expressed disappointment that the Game Industry Board did not make a final decision on the joint venture project at its meeting on Thursday.

"The new proposed structure is sound," Mr Spackman said, "and we look forward to it proceeding."

Meanwhile Challenge Deer has sold its velvet processing and exporting business in Hornby, Christchurch, to Hong Kong-based interests.

"This move will strengthen New Zealand's links into the international velvet market and create a strong buying operation for local producers," Mr Spackman said.

Wrightson will continue to operate the national velvet pools, under Wrightson control and as the procurement arm for the new owner.

Southland chairman reserves comment over deer plant sale

The chairman of the Southland branch of the New Zealand Deer Farmers Association, Mr David Stevens, said yesterday his branch would reserve comment until tonight on the sale of the Mossburn deer slaughtering plant to a producer-controlled company.

In a story in The Southland Times yesterday, the chairman of the association's Fiordland branch, Mr Owen Buckingham, was strongly critical of the restructuring that will see the Challenge Deer-owned plant become part of Venison New Zealand Co-operative Ltd. He believed the plant should be owned and operated by Southland interests.

However, Mr Stevens distanced himself from those comments, saying the Southland branch's views would be aired at a meeting in Mossburn tonight.

ATTENTION ALL DEER FARMERS

The Southland branch NZDFA is holding a meeting in the Mossburn Community Centre, Tuesday, February 21, at 8pm.

This meeting is to discuss the change of ownership of Challenge Deer Mossburn Plant.

Speakers will include James Guild (Acting NZDFA President and Producer Member GIB), David Hickman (Executive Director NZDFA), David Spackman (Challenge Deer).

THIS MEETING IS VERY IMPORTANT PLEASE ATTEND

24940

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for Glenalbany Holdings will be operating in Southland, Saturday, February 18 until Tuesday, February 21.

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8582

Rug pulled out from feet of deer farmers

Sentiments expressed at a deer farmers' meeting at Mossburn last night suggested that Southland deer farmers, who had begun moves to buy Challenge Deer's Mossburn plant, feel the rug has been pulled out from under their feet by the NZDFA.

The fact that more than 150 farmers crowded into the social room of the Mossburn Community Centre was evidence of the depth of feeling the issue has caused in the province.

One person questioned the ethics of competition from the NZDFA in using deer farmers' funds to buy the Mossburn plant against the local group which had attempted to buy it at commercial rates of interest.

Much of the meeting centred on an explanation of the management and financial structure and growth of the major player in the deal, Venison New Zealand Co-operative Limited, by the company directors and their reasons for agreeing to buy the Mossburn plant.

Venison New Zealand accounts for 36 percent of the North Island venison kill and 21 percent of the New Zealand total.

The meeting was told that Venison New Zealand was a "reluctant" partner to the deal and had been "quite happy doing its own thing in the North Island."

However, the acquisition of the Mossburn plant was seen by its directors as an exciting move and one that would give deer farmers a national processing and marketing company.

Challenge Deer's chief executive, Mr Paul Spackman, said the company had undergone a severe restructuring process, similar to that which farmers had been experiencing.

He believed the deal to sell the Mossburn plant to the NZDFA and Venison New Zealand was a "good deal for farmers and long term for the industry. We believe it should succeed."

Mr Graham Mulligan, a spokesman for the 16 Northern-Southland farmers who began negotiations in January with Challenge Deer to buy the Mossburn plant, told the meeting that they had not had a binding agreement with Challenge Deer and therefore the company had been free to negotiate with other interested parties.

Mr Russell Cull said there was no place for "pig-headed parochialism." The Mossburn plant could survive on its own he said.

Mr John Turner said Southland farmers had no other choice but to accept the proposition.

He suggested that negotiations should be held with NZDFA and Venison New Zealand to get the best deal possible for Southland farmers and workers at the plant.

"If we don't we won't have a plant in Mossburn. There is no alternative."

After three hours of discussion, the meeting agreed that a nine-man committee be set up to enter into further discussions with representatives of the NZDFA, Challenge Deer and Venison New Zealand to obtain the best deal for Southland farmers and the employees at the Mossburn plant.

Quality deer
have 15/12
good sale

A yarding of quality deer recorded a good sale at yesterday's Lorneville deer sale.

The annual selection of stags, yearling stags and yearling hinds on account of Messrs John Cowie (Midlothian), David Stevens (Netherdale) and Lachlan Stevens (Mount View) attracted a good gallery of buyers and spectators.

The majority of the offerings were sold to Southland and Otago buyers, with some yearling hinds going to North Island interests.

Prices were: Sire stags, \$2000 to \$4000. Yearling spiker stags, three-quarter German, \$1000 to \$1400, Danish-New Zealand red, first cross \$1000, Warnham Park-New Zealand red cross \$1000 and German-New Zealand red cross \$1050. Yearling hinds, New Zealand red \$575 to \$750, three-quarter German-New Zealand red \$750 to \$800, Danish-New Zealand red \$500 to \$550, Warnham-New Zealand red \$525.

Remarks draw fire from NZDAF leaders

Leaders of the New Zealand Deer Farmers Association has taken issue with remarks made by the chairman of the Fiordland branch of the NZDFA regarding plans by the association to become involved in a nation-wide venison producer-marketing operation.

The acting president of the NZDFA, Mr James Guild, and the association's executive officer, Mr David Hickman, were in Invercargill yesterday and attended a meeting of deer farmers at Mossburn last night where the issue was debated.

The main point of contention among some Southland deer farmers is that Challenge Deer's Mossburn deer slaughter plant will be sold to the new national operation as part of Challenge Deer's desire to remove itself from the venison industry.

The chairman of the Fiordland Branch of the NZDFA, Mr Owen Buckingham has said the Mossburn plant should be owned and operated by Southland interests and that producer levies should not be used to support two North Island plants owned by Venison New Zealand Co-operative Ltd, one of the partners in the new national venison marketing and processing operation.

The NZDFA, through the Game Industry Board, has spent the past few months investigating the best method by which it can influence the venison industry in the best interests of all producers. This follows the announcement by Challenge Deer, one of the country's largest deer operations, that it intended to get out of the industry.

The result has been the agreement whereby the NZDFA, through a \$1.2 million grant from the board, will take a 50 percent shareholding in Venison New Zealand Co-operative Ltd, which, in turn, will then take a 60 percent shareholding in a new marketing company, Venison New Zealand.

Challenge Deer will take the remaining 40 percent which will be bought outright at the end of two years by Venison New Zealand Co-operative.

Speaking in Invercargill yesterday, Mr Hickman said the original discussions with Challenge Deer had involved marketing of venison only, and processing was not considered.

Earlier proposals had suggested that the new joint venture would have access to the Mossburn plant without having to buy it.

However, subsequent negotiations with Challenge Deer had included the sale of the Mossburn plant, Mr Hickman said.

"We have been able to buy Mossburn at a lower cost than any other party could have."

Mr Guild considered Mr Buckingham's statement that the Mossburn plant should have been bought by local interests was unrealistic.

Any stand-alone marketing or processing operation was always commercially vulnerable, he said, but put together there was strength, as there would be in the new national organization.

"As a director of a local deer slaughter company, Mr Buckingham ought to know that stand-alones can't survive."

There was no way the deer farmers' levy on all venison sold would be used to support the group's two North Island processing plants at Hastings and Feilding, Mr Hickman said.

Venison New Zealand Co-operative Ltd's annual accounts for the August 1988 year reveal that the

company made a \$67,867 profit (\$99,894 the year before), declared shareholder rebates of \$33,273 (\$34,935), and retained earnings of \$227,736 (\$113,913).

Mr Guild and Mr Hickman both believed the deal the NZDFA had concluded with Challenge Deer was the result of real concern for producers to ensure that they had some measure of control over the marketing of their product.

"This has given us the opportunity to set up something positive," Mr Guild said.

Mr Hickman said that while there had been some degree of misgivings throughout New Zealand that the association had become involved in a processing-marketing operation, the level of opposition was strongest in the south and the Bay of Plenty regions.

In a letter to last night's meeting, Mossburn deer farmer and past president of the NZDFA, Mr Bernard Pinney, said the decision by the Game Industry Board to disperse 80 percent of its funds raised through producer levies in the processing-marketing venture as "both irresponsible and even reckless."

"It surpasses the folly of the Meat Board in their similar fiasco over Freesia Meats."

Mr Pinney considered the whole affair as being "a serious error of judgment."

"It took years of time-consuming negotiations in the 1970s to bring the whole industry together and create a teamwork of trust and action."

"This one decision effectively undoes nearly 10 years hard work," he said.



SOUTH ISLAND

VENISON SCHEDULE

WEEK COMMENCING JANUARY 30, 1989
FOR SLAUGHTER AT OUR

MOSSBURN DSP

APH1 75.1kg and over, by negotiation
APM 50.1-75kg \$5.85
APL1 45.1-50kg \$5.35
APL2 up to 45kg \$4.35
AD primal damaged \$2.50
AM manufacturing \$1.50
Tb reactor prime local grade \$2.00

AFM \$3.85
AFL1 \$3.35
AFL2 \$3.00

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FROM CERTAIN AREAS**

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to alteration without notice

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FURTHER INFORMATION
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Business (021) 81-969

11915



SOUTH ISLAND

VENISON SCHEDULE

WEEK COMMENCING FEBRUARY 27, 1989
FOR SLAUGHTER AT OUR

MOSSBURN DSP

APH1 75.1kg and over, by negotiation
APM 50.1-75kg \$6.05
APL1 45.1-50kg \$5.55
APL2 up to 45kg \$4.55
AD primal damaged \$2.50
AM manufacturing \$1.50
Tb reactor prime local grade \$2.00

AFM \$4.05
AFL1 \$3.55
AFL2 \$3.00

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FROM CERTAIN AREAS**

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SOUTH ISLAND

VENISON SCHEDULE

WEEK COMMENCING FEBRUARY 13, 1989
FOR SLAUGHTER AT OUR

MOSSBURN DSP

APH1 75.1kg and over, by negotiation
APM 50.1-75kg \$6.05
APL1 45.1-50kg \$5.55
APL2 up to 45kg \$4.55
AD primal damaged \$2.50
AM manufacturing \$1.50
Tb reactor prime local grade \$2.00

AFM \$4.05
AFL1 \$3.55
AFL2 \$3.00

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11915

Deer venture grant's legality challenged

1/3/84

NELSON

(PA) Allocation of \$1.2 million of Game Industry Board funds to a joint venture with Challenge Deer has sparked debate over whether the movement of the deer farmer funds is illegal.

Four board members say the the board has better things to do with its money.

The funds are collected from deer farmers by way of a levy on deer products.

Mr Alan Ferens, of the Auckland-based Game Meats who is one of four board members seeking legal advice, said it was an imprudent investment.

"The financial data is being put together by people who don't have a full understanding of export marketing," Mr Ferens said.

The Deer Farmers Association announced on February 16 that it had formed a joint venture with Venison New Zealand Co-operative and Challenge Deer.

The venture was partially funded by a \$1.2 million grant from the Game Industry Board. The grant had been approved at a board meeting on February 15.

But Mr Ferens said information on the joint venture was only tabled at the February 15 meeting, not three days before as was the correct procedure.

Financial information tabled was inadequate and showed only a summary, he said.

Mr Ferens and other board members have called for a referendum, so that deer farmers can decide if they want to go into a joint venture. Approval of 75 per cent of members would be needed, he said.

Agriculture Minister Colin Moyle has been asked to clarify the legality of the grant.

A spokesman for Mr Moyle said the Minister was still waiting for a formal request for clarification.

But once it was received the Minister would certainly check that the board had a quorum when it approved the contribution, as well as looking into other legal matters raised.

Mr Ferens, who walked out of

the February 15 meeting, said the board did not have a quorum when it approved the grant.

Not less than three farmer members and not less than three of the total number of industry and exporter members were needed, he said. But the approval had been granted by only five members.

Unable to judge

Mr Chris Taylor of the Dunedin exporting company, Taimex Trading, said yesterday that he was the only exporter representative to remain at the Game Industry Board meeting on February 15.

"Someone had to stay behind to see what was going to happen," he said.

He supported Mr Ferens' view that the industry representatives on the board had not had sufficient information on which to give away 75 per cent of the board's reserves.

The board's funds have been given to the joint venture company as a straight-out grant which does not have to be repaid rather than as a commercial loan.

"As Game Industry Board members we had to do what was best for the board, but on the information we were unable to judge.

"We're all very upset about it," Mr Taylor said.

"It's created a rift in what had been a very good partnership between producers and exporters."

Mr Taylor said there was only one issue and that was what was in the best interests of the board, which was to best represent the total New Zealand deer industry.

Southland deer farmers met with NZDFA and Venison New Zealand representatives in Mossburn last week where they voiced their concern and misgivings at the joint venture proposal

which will see Challenge Deer's Mossburn deer slaughter plant taken over the joint venture company.

Moves to buy the plant by a local deer farmer group had been thwarted by the rapid manner in which the deal had come together.

Local deer farmers also have misgivings that their funds have been used to finance a commercial venture.

Game Industry Board general manager, Mr Mike Pattison, said the board could easily fund the grant from reserves, as it had an annual income of \$2 million, and similar expenditure.

He confirmed that a walk-out of exporter representatives had taken place at the board's February 15 meeting.

The meeting had begun at 10am and apart from the lunch break had continued to about 4pm he said.

At the very start, the Challenge Deer member on the board had declared his interest in the debate and had withdrawn from the discussions, Mr Pattison said.

Before the issue was put to a vote, Mr Pattison said Mr Ferens had sought an assurance from the board's chairman, Mr Tom Williams, that it would not be put to a vote.

"No assurance was given, so the three exporter members walked out," Mr Pattison said.

"That left one industry representative, the Government appointee and five producer appointees."

He confirmed that the vote to allocate the grant money to the New Zealand Deer Farmers - Challenge Deer - New Zealand Venison consortium had been six to one in favour.

Mr Pattison considered the holding of a referendum among deer farmers, as suggested by

Mr Ferens, was a doubtful way of extracting their views.

When asked whether he thought undue pressure had been put on the Deer Farmers Association and the Game Industry Board to approve the joint venture, Mr Pattison said that it was not unnatural for primary producers in general to fear the might of the Fletcher Challenge group and that that had "coloured some peoples' attitude to this proposition."

"But there is no doubt that the transaction favours deer farmers more than it does Challenge."

With regard to the use of deer farmers' funds to finance the joint venture, Mr Pattison said basically the GIB had the ability to do as it liked with the funds, provided their use was in accordance with the Game Industry Board Regulations.

Legal advice had been received to the effect that

- the grant could be seen to promote and assist the orderly development of the game industry in New Zealand and


- that the board was free to act in combination or association with others engaged, concerned or interested in the processing, marketing or distribution of game or products derived from game in accordance with regulation 12.

"So it can be seen that the board is exercising at least two of its principal functions," Mr Pattison said.

If the deer farmers were unhappy with the proposal, they could vote out their elected members at the next election, Mr Pattison said.

Mr Taylor concluded that the issue was far from being over. He understood that moves to take legal action to test the legality of the Game Industry Board's use of deer farmer funds in a commercial joint venture had already begun.

29/2/84



FORTEX GROUP

VENISON

Commencing February 27, 1989

MAIN GRADES		Price/kg
AP1 85.1 kg & over	< GR 14mm	6.05
AP2 65.1 kg - 85.0 kg	< GR 14mm	6.05
AP3 50.1 kg - 65.0 kg	< GR 12mm	6.05
AP4 45.1 kg - 50.0 kg	< GR 12mm	4.95
AP5 < 45.0 kg	< GR 10mm	4.30
AF1 < GR 20mm		3.80
AF2 GR 20-1mm +		3.05

Bookings: Phone our Wakanui works (05 323) 898

Area Co-ordinators: Ian Vessey (03241) 865 Irwell, Leicester Wilson (0502) 4114 Rangiora, Greg Boleyn (0297) 47-205 Oamaru.

Study endorses deer venture

2/3/84

An independent study prepared by the accounting firm, Arthur Young, has confirmed the commercial viability of the proposed joint venture venison processing and marketing company, Venison New Zealand Ltd.

The joint venture is between the New Zealand Deer Farmers Association, Challenge Deer and the farmer-owned Venison New Zealand Co-operative Ltd.

The acting president of the NZDFA, Mr James Guild, said the association had received the report and now proposed to go ahead with the venture.

"The report is a detailed review and analysis of the venture and confirms the commercial viability and soundness of the scheme," Mr Guild said.

The next stage in the new company's establishment would be a meeting of shareholders of Venison New Zealand Co-operative Ltd on March 22 to approve changes in that company's articles.

"Once those mechanics are out of the way, we can

move quickly to establish both the processing and marketing companies," Mr Guild said. Deer will be killed at plants in Hastings, Feilding and Mossburn.

High velvet prices lead to venison shortage

By JOHN CUTT Agricultural Editor

The high prices currently being enjoyed by deer farmers for velvet are likely to result in an increase in weaner stag prices this season and a corresponding shortage of stags retained for venison production.

One farmer who has detected the trend away from venison and is concerned at the implications this may have for the deer industry, is Longridge North farmer, Mr Lachlan Stevens.

Mr Stevens farms a 390 ha property of which 113 ha are deer fenced.

He moved into deer 10 years ago, originally intending to stick with 50 breeding hinds and 30 velvetting stags on a 10 ha block.

However, encouraged by the market prospects for deer and impressed by the way the animals were so easy to manage, Mr Stevens quickly increased herd numbers and today runs 700 red deer.

"I like the animals and had felt they presented a challenge and I could also see them having a long-term return," he said.

It did not take Mr Stevens long to recognize that velvet production would become a highly specialised operation and that venison would ultimately become the real backbone of the industry.

During the past 10 years, velvet prices had fluctuated quite widely, he said, in his case from a low of \$98 a kilogram to a high this year of \$231.

With the current two years of high venison prices, Mr Stevens said he could not blame farmers for concentrating on velvet production.

But he is concerned that the wrong type of stag is being retained and that farmers intending to buy weaner stags this season will pay inflated prices just to get their hands on velvetting animals.

In all forms of livestock farming, there are "hows for courses."

Deer farming is no different.

There are breeders who have been placing empha-

sis on velvet and others who have been concentrating on growth rates with the venison market in mind.

Mr Stevens said farmers wishing to take advantage of the returns offered by velvet should look for animals that had been specifically bred for velvet and which were backed by production and breeding records as opposed to buying any weaner stags offered for sale.

"People buying weaners this season with the idea of velvet production may have to pay big money but will find that only a small percentage may in fact turn out any good and the majority may end up for venison."

The demand he sees for velvetting animals could lead to a serious shortage of venison stags.

Such a shortage would be to the detriment of the hard-won overseas markets he said, and if lost because of New Zealand's inability to maintain continuity of supply, would be difficult to regain.

That was especially so now that other countries were increasing their deer herd numbers.

"By hanging on to spiker stags in the expectation of high velvet prices continuing we are starving the venison industry."

"The velvet market is volatile and that is something people ought to consider."

Mr Stevens said he was not trying to talk people out of velvet production, but was simply wanting them to strike a balance between velvet and venison.

He is concerned that if excessive numbers of lower quality velvet stags are retained and which later prove to be marginally unprofitable,

there could be an influx of equally undesirable stags into the venison trade.

"We went through a similar exercise a few years ago when a lot of overfat animals were slaughtered. These caused additional processing costs to get the animals into a marketable state."

Mr Stevens said in order for deer farmers to get the top dollar for their animals they had to farm them for a specific end use — venison or velvet — rather than consider them as dual purpose animals.

To back up his concerns, Mr Stevens has completed a cost-return analysis comparing weaner stags taken through for venison production over a two-year period with the same weaners taken through for velvetting and slaughtered at two years of age.

For the purpose of the exercise, the stocking rates for both groups in year one has been assessed at 11.25 animals per hectare.

In the case of the venison stags, the same stocking rate is assumed as continuing through to the end of the two-year period, with a two percent death rate and two crops of animals slaughtered at 15-months of age.

Because the original velvetting stags are taken through to the full two years, half are assumed as either having to be slaughtered at the end of year one to relieve grazing pressure on the available pasture, or the deer area would have to be

increased to accommodate the older age group animals.

Again, because of their older age, a higher mortality rate for the velvetting stags, due to disease such as MCF, is assumed.

Included in the calculations are returns for both examples of spiker velvet, interest on borrowed capital, a velvet return of 1.3 kg per head at \$180/kg and a venison return of \$6/kg (55kg carcass weight for the 15-month-old venison stags and 70kg for the two-year-old velvetting animals).

In simple terms and taking the purchase price of both groups of weaners at \$200 each, the bottom line to the farmer works out to be \$3217.50 per hectare for the weaners retained specifically for venison and \$3085 for the stags taken through for velvetting and slaughtered at the end of two years.

If it is assumed that one-third of the velvet harvested would be damaged, the return from the velvetting mob would have to be further reduced by \$388.50 a hectare, giving an even greater advantage to the weaners retained for venison.

The result, while hypothetical, demonstrated the cost-return advantage of venison stags over velvetting stags, Mr Stevens said.

He suggested other farmers should prepare their own analysis of a similar exercise before committing themselves to high weaner stag prices.

Deer venture controversy far from over

The controversy surrounding the joint processing and marketing venture between the New Zealand Deer Farmers Association, Challenge Deer and Venison New Zealand Co-operative Ltd is still far from being settled.

Representatives of local deer farmers gave approval to the consortium's plans to buy Challenge Deer's Mossburn deer plant at a meeting in Invercargill on Monday and agreed to set up a working committee to look after the interests of all those involved in the operation of the Mossburn plant.

But that move, which is a major part of the deal struck between Challenge Deer and the other two partners, has been put on hold in the wake of an interim injunction granted in Wellington on Friday.

The injunction was sought by the four industry representatives on the Game Industry Board who had opposed the use of deer farmer levies in setting up the new processing and marketing consortium. In their application to the court, Messrs Alan Ferens, Michael Rice, Malcolm Linn and Chris Taylor submitted that the board's action in approving the transfer of \$1.2 million was unconstitutional, that full financial disclosures were not made and that the authority for the use of the levy funds held in reserve had not been clearly established under the terms of the board's regulations.

The NZDFA's executive director, Mr David Hickman, said yesterday that the matter of the injunction had been discussed at the meeting in Invercargill on Monday.

But the issuing of the interim injunction was "not a big deal," he said. "We're taking the view, as we have to, that with the legal advice given to the GIB that it acted legally and constitutionally."

All the injunction did was to freeze any further action until the court heard all the evidence.

Mr Hickman said the action of the industry members of the GIB had been entirely predictable but he could not understand why it had taken them two weeks, since the date of the GIB meeting that had approved the use of the levy funds, to get the injunction.

Fears allayed about sale of deer plant

7/3/89

Local deer farmers' fears surrounding the impending sale of the Mossburn deer processing plant appear to have been allayed.

A meeting between a committee of local feral and farm deer representatives and directors of Venison New Zealand Co-operative Ltd, along with the chief executive of the New Zealand Deer Farmers' Association, Mr David Hickman, and the association's acting president, Mr James Guild, reached agreement yesterday.

The issue of the NZDFA becoming involved in a commercial processing and marketing organization using deer farmer levies collected through the Game Industry Board, with Challenge Deer and Venison New Zealand, had come into question recently. It culminated in a meeting of deer farmers at Mossburn on February 21.

The main points at issue at that meeting had been the sale by Challenge Deer of its Mossburn plant to a national group rather than to a Southland-based group and the use of deer farmers' levies.

Following yesterday's meeting, Mr Guild said the local committee, appointed at the Mossburn meeting to further discuss the issue with the consortium, had, after full discussions, agreed to support the moves by the consortium to buy the Mossburn plant.

In addition, agreement had been reached to set up an interim working or steering committee to work towards attracting deer farmer shareholding in the plant and to look after the interests of all sections of the

industry involved in the operation of the plant — workers, feral operators and deer farmers.

The other matter on which agreement was reached yesterday was a resolution to avoid the communication breakdowns that had dogged the NZDFA decision to proceed with the joint venture with Challenge Deer and Venison New Zealand.

"Those breakdowns won't happen again," Mr Guild said.

"The fears of local deer farmers have been put to rest and we are now all heading in the same common interest."

Deerstalkers angered by pellet drop

10/3/89

BALCUTHA

Balclutha deerstalkers are angry over a Ministry of Agriculture and Fisheries and pest board decision to drop 1080-impregnated pellets in the Catlins Forest next month.

They are angry because April is the start of the roar, when hunters hope to get a trophy head, and the only time of year it is possible to see a stag.

The chairman of the Balclutha branch of the Deerstalkers' Association, Mr Barry Gillan, cannot understand the reasoning behind choosing this time — a helicopter buzzing overhead would not make it easy for hopeful hunters.

MAF veterinarian Mr John Bolger said the drop is to control tuberculosis-infected possums in the area.

These are infecting cattle herds grazed near the bush.

Compensation has to be paid by the MAF on stock that has to be slaughtered if it is TB-infected.

Mr Bolger, who was concerned about the image of New Zealand meat overseas, said it was difficult for farmers to farm in a "normal environment" culling stock using normal procedures, rather than for disease.

The cost of the operation is more than \$160,000.

Mr Gillan is also upset at the lack of communication with MAF over the whole exercise.

Attempts to get information from the MAF in Balclutha have met with no success.

Balclutha deerstalkers have often worked with the pest board and the Department of Conservation in pest control and conservation matters.

Last weekend 22 Balclutha members joined Project Conservation in the Blue Mountains removing pinus contorta seedlings — a job they were happy to get involved in as they appreciate the hunting facilities in the area.

The seedlings were spreading into the tussock and alpine scrub regions of the 22,000-hectare area.

A Department of Conservation officer, Mr Peter Willemse, said the pines were planted by the Forest Service in 1927 as a crop species and had been spreading slowly for the last 30 years.

The hunting area is managed and more than 5000 permits were issued annually, he said.

With the benefit of hind-sight

25/2/89

SOUTHLAND deer farmers could be forgiven for feeling a touch confused and angry this week at the proposed joint venture between their national association, Venison New Zealand Co-op and Challenge Deer.

A consortium of Northern Southland farmers was especially upset. They were interested in buying the Mossburn deer slaughtering plant which was known to be on the market as part of Challenge's bid to rid itself of extraneous matter.

The past president of the New Zealand Deer Farmers Association, Bernard Pinney, even described the merger as "surpassing the folly of the Meat Board in their similar fiasco over Free-sia Investments."

But the general manager of Southland Farmers Co-op, Russell Cull, whose company has a major interest in deer farming, said the Mossburn plant could not survive on its own and told a farmer meeting at Mossburn on Tuesday there was no place for "pig-headed parochialism."

Alliance Freezing Company director John Turner went further, saying farmers had no choice but to accept the proposition which would see the NZDFA take up a 50 percent shareholding in the proposed new company using \$1.2 million from deer farmers' levies.

The association's executive secretary, David Hickman, flew south for the meeting with acting president James Guild and Challenge Deer's spokesman, Paul Spackman.

The association had been able to buy the Mossburn plant at a "lower cost than any other party could have," Mr Hickman said.

Although there had been some misgivings throughout the country at the level of producer involvement in the processing-marketing operation, opposition had been strongest in the Bay of Plenty and in the south.

With the Freesia saga still fresh in farmers' minds, is it any wonder?

Control plans

Sir, — Perhaps through The Southland Times, some clarification of a mooted eradication programme to take place in areas of the Takitimu watershed by the Department of Conservation can be obtained.

I have been given to understand that it is to commence quite soon — perhaps as soon as the next five to six days, and aims to eradicate opossums, deer and pigs by poisoning.

If there is to be such an eradication programme then is the assumption the feral animals are TB infected correct? What sum is allocated to this programme and what eradication methods are to be used? If poison baits are to feature, then what poison is to be used?

Has due public notice been given for the benefit for recreational hunters and anglers, assuming that parts of the upper Wairaki may well be included in eradication areas.

There are rumours, conjecture and assumptions being made with increasing frequency, and a clear statement of intent is, to my mind, warranted for the "users" of that fine wilderness area.

W. G. Brown

Invercargill

[Asked to comment, the Takitimu district conservator of the Department of Conservation, Mr T. R. Pellett, said: "It is correct that a possum control operation will be carried out in the Ohai area commencing on March 6, 1989. The work is being carried out by the Western Southland Pest Destruction Board based at Otautau to remove possums from an area where bovine tuberculosis has been identified and in a buffer zone around that area. The Department of Conservation is not involved in any way with the work except as a land-owner. The operation will extend into

forested land controlled by this department between the Telford Burn and the Wairaki River to a depth of approximately 1.5km as part of the buffer zone. Responsibility for notification to the public of the poison operation is that of the Western Southland Pest Destruction Board who have correctly advised this department as a land-owner affected. We in turn are advising any member of the public who we become aware of intending to visit the area. I suggest that any members of the public who are concerned about the poison operation contact the Secretary of the WSPDB at the Wallace County Council office at Otautau for further information."]

VENISON SCHEDULE

FROM 13/02/89 UNTIL FURTHER NOTICE

EXPORT SCHEDULE

GRADE	FAT	WEIGHT	GROSS PRICE/KG
AP1	-14mm	+ 70.1kg and over	\$6.00
AP2	-12mm	50.1kg to 70kg	\$5.95
AP3	-10mm	Up to 50kg	\$4.75
AD	1 Damaged Prim		\$2.40
AF	Overfat		\$3.15
AM	2 Damaged Primal		\$1.50

DOMESTIC SCHEDULE

PLG	Prime Local Grade	\$1.95
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Your key to innovation and bigger returns is a telephone call to:
Game Foods New Zealand Ltd, Bus (021) 304-481

Sandra Fennell, Kennington A/H (021) 304-478
Owen Buckingham — Te Anau/Wakatipu (0229) 7180
Tim Armstrong — Palmerston (024) 851-516
Your Local PPCS Ltd Drafter

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VENISON SCHEDULE

FROM 27/02/89 UNTIL FURTHER NOTICE

EXPORT SCHEDULE

GRADE	FAT	WEIGHT	GROSS PRICE/KG
AP1	-14mm	+ 70.1kg and over	\$6.10
AP2	-12mm	50.1kg to 70kg	\$6.05
AP3	-10mm	Up to 50kg	\$4.75
AD	1 Damaged Primal		\$2.40
AF	Overfat		\$3.15
AM	2 Damaged Primal		\$1.50

DOMESTIC SCHEDULE

PLG	Prime Local Grade	\$2.00
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VENISON POOL RESULT

\$31.25 PER HEAD

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7620

Interim committee enthusiastic about deer industry prospects

Members of the interim working committee of local deer farmers, set up to look after the Southland interests of those connected with the Challenge Deer-New Zealand Deer Farmers-Venison New Zealand joint venture, are enthusiastic about the future prospects for the deer industry in the south.

The committee was originally appointed at a meeting in Mossburn last month, when deer farmers and others connected with the Mossburn deer processing plant voiced concern at the use of deer farmer levies to fund the joint venture and the sale of the Mossburn plant.

A spokesman for the interim working committee, Mr Phil Rossell, said now that the committee had met with those involved in the joint venture and had had the full details explained, members were enthusiastic about both the aims and objectives of the joint venture and the future operation of the Mossburn deer plant.

Differences had been resolved and an agreement reached on co-operative action,

Mr Rossell said.

Since meeting representatives of the joint venture, the interim committee has met and elected a "new team to give effect to the policy of the new company for the benefit of all stakeholders and really, to make the place hum," Mr Rossell said.

"We are hoping that all deer farmers will join the company as shareholders and help us make this already efficient plant more successful.

"It is now up to us to achieve the best possible return to the individual farm and feral producer.

"Venison New Zealand's policy is to pursue an open door policy service with a high degree of local involvement, management

autonomy and worker participation," Mr Rossell said.

"The outlook is exciting."

And a far cry from the earlier anxiety and confusion surrounding the sale of Challenge Deer's Mossburn plant, he added.

The members of the local co-ordinating committee are: Messrs Chris Cannon, a farmer and business man, of Te Anau; John Cowie, farmer, East Limehills; Nelson Thompson and Dick Deaker, representing the feral industry; John Turner, farmer and company director, Mossburn; and Phil Rossell, consultant, Mossburn.

he committee will seek a representative from the Gore area.

Sightings made of deer transporter

Lumsden police have been notified of sightings of a truck and trailer deer transporter which was possibly used to remove 50 red weaner hinds from the Northern Southland Selling Centre at Castlerock on Sunday night.

Constable Jim Bottcher said last night the transporter was believed to be in the Te Anau area and he wants to hear from anyone who may have seen it.

He would also like to hear from anyone who saw a blue Holden Commodore at the selling centre during the Easter break or anyone who passed by the selling centre on Sunday night and noticed activity.

"Those who were in the area should contact the Lumsden police to eliminate themselves," Constable Bottcher said.

Anyone who hears of deer being offered for sale are asked to contact the Lumsden police or the Invercargill CIB.

Deer industry in good heart — but!

The deer industry is in good heart and the future looks bright, the chairman of the Fiordland branch of the New Zealand Deer Farmers Association, Mr Owen Buckingham, told members at their annual meeting on Wednesday.

Velvet returns had been above expectations and good returns were anticipated again next season he said.

"The high velvet prices have held back many stags from slaughter and all exporters complain of insufficient product and under-utilised processing facilities.

"These circumstances have kept competition high for the available product, which is being reflected in a \$6 plus schedule during the traditional low point in trading."

Mr Buckingham said the current situation merely highlighted the fact that a healthy supply and demand equation was more important in setting schedule prices than "all the trendy marketing techniques put together."

Investment in deer looked an attractive proposition he told branch members.

While he was satisfied that the industry was healthy, he had real concerns about the direction the national deer farmers' organization was taking he said.

"The architects of our industry were careful to provide an appropriate structure for all sectors and in the main they achieved this through the Game Industry Board, which provided a forum for total industry discussion and co-operation — something hailed as a first in a rural based industry.

"The NZDFA's role was and still should be the political wing of producers that is freely able to debate issues and then lobby government and other organizations without the taint of commercial involvement or vested interest.

"By its recent move into processing and exporting, the NZDFA has not a slight taint, but a rotten smell of commercial involvement."

Mr Buckingham believed the confusion surrounding the recent controversy had split the GIB rendering it worthless and hopelessly compromised its own credibility.

From his own branch's point of view the NZDFA treatment of farmer opinions had been "abysmal."

"We deserve better treatment than this and have every right to express our concerns and be given a fair hearing."

The Fiordland branch still considered that the Mossburn deer slaughter plant should be Southland owned and operated rather than by a national consortium.

Mr Buckingham said his branch must question its continued support of the NZDFA because of the handling of the joint venture between the association, Challenge Deer and Venison New Zealand Co-operative Ltd.

Support for Mossburn venture strengthens

Most New Zealand deer farmers support the new venture between the New Zealand Deer Farmers' Association, Challenge Deer and Venison New Zealand Co-operative Ltd, a member of the national council for the NZDFA, Mr Peter Ryan said yesterday.

Mr Ryan was replying to comments from the chairman of the Fiordland branch of the NZDFA, Mr Owen Buckingham, who said the branch still considered that the Mossburn deer slaughter plant should be Southland-owned and operated rather than by a national consortium.

"The informed Southland commercial opinion is that the Mossburn plant could not survive as a stand-alone operation," Mr Ryan said.

Mr Buckingham's comments that re-

cent moves have given the NZDFA "the rotten smell of commercial involvement" were nonsense, Mr Ryan said.

"In many other primary industries there is commercial involvement by the political arm," he said quoting the meat, mohair and pipfruit industries as prime examples.

Mr Ryan said that he had been a member of the national council of the NZDFA since May 1983 and during that time all decisions had been made in the interests of the industry.

Weaner hinds stolen

Fifty female red weaner hinds, valued at about \$20,000, were stolen from deer pens at the Northern Southland Selling Centre at Castlerock overnight on Sunday.

Constable Jim Bottcher, of Lumsden, would like to hear from anyone who

saw a vehicle with a deer trailer in the area on Sunday night.

"Those who were in the area should contact the Lumsden police to clear themselves," he said.

Anyone who hears of deer being offered for sale are asked to contact the Lumsden police or the Invercargill CIB.

NZDFA conference in city next month

A visit to Mt Linton Station near Ohai, will be one of the high points for delegates attending next month's New Zealand Deer Farmers Association annual conference.

The conference begins on Friday May 12 at the Ascot Park Hotel and ends on Sunday, May 14 at Mt Linton.

The Friday morning programme will revolve around Game Industry Board matters and venison marketing, with the afternoon devoted to velvet.

The sessions on velvet will include the use of velvet in medicine, and velvet production and marketing.

The guest speaker during the velvet in medicine will be Dr Peter Yoon, who is being brought out especially for the conference from South Korea.

Dr Yoon is a fifth generation medical practitioner who has been Western-trained and practices both Western and Oriental medicine.

In the evening, an Oxford-style debate on the topic, "That the traditional meat industry will be the salvation of

the deer industry" will both inform and entertain delegates.

The evening programme will also include the presentation of two deer industry awards — the New Zealand Deer Farmer magazine award for the person or organization who has contributed the most to the industry in the past year, and the Game Foods Ltd award to the person who has contributed the most to the deer industry in Southland.

Saturday's programme will be devoted mainly to the NZDFA annual general meeting and a session on animal health.

A convoy of four-wheel drive vehicles will transport delegates over much of the Mt Linton Station on the Sunday.

During the station visit, a series of workshops will bring delegates up-to-date with the latest information on artificial insemination, embryo transfer, progeny testing and sire referencing, and DSIR Grasslands new pasture species.

Registrations are already coming in for the conference and local organizers are hopeful that 500 people will attend.

Elk bull sells for \$45,000



Winton deer farmer, Mr Winston Day has sold a pure elk bull for \$45,000, one of the top sales negotiated this season. The three year old bull is a son of the imported Canadian sire, Trudeau which is believed to be the heaviest elk bull in New Zealand, tipping the scales as a six year old at 530kg. The buyer was Waikato deer farmer, Mr Harry Van Hoppe. The sale was negotiated by the Southland Farmers Co-operative Association Ltd.

Nominations called for

Nominations are being sought from deer farmers for the Kevin Kelly Memorial Trophy.

The trophy will be awarded for the first time at next month's conference of the New Zealand Deer Farmers Association which is being held in Invercargill.

Mr Kelly contributed much to the deer industry right from the start of his early involvement and was a great enthusiast for all areas of the industry including research and marketing.

He was also a prime mover in assisting in the setting up of Game Foods Ltd, which is sponsoring the trophy award.

The award is open to all groups or individuals in Southland and Fiordland who are members of the NZDFA and who in the eyes of the judges have made a significant contribution to the deer industry in the province.

6/5/89



FORTEX GROUP VENISON

Commencing 8 May 1989

MAIN GRADES

AP1 85.1 kg & over	< GR 14mm	Price/kg
AP2 65.1 kg - 85.0 kg	< GR 14mm	6.60
AP3 50.1 kg - 65.0 kg	< GR 12mm	6.60
AP4 45.1 kg - 50.0 kg	< GR 12mm	6.50
AP5 < 45.0 kg	< GR 10mm	5.65
AF1 < GR 20mm		4.00
AF2 GR 20.1mm +		3.80
		3.05

Normal transport subsidies apply.

Bookings: Phone our Wakanui works (05 323) 898
Area Co-ordinators: Ian Vessey (03241) 865 Irwell, Leicester Wilson (0502) 4114 Rangiora, Greg Boleyn (0297) 47-205 Oamaru.

Hunter gets a warm bed as rescuers overnight in bush

A hunter who went for a walk in the bush on Monday and got lost sparked off a full search and rescue operation in Fiordland yesterday.

But while the hunter, Mr Glen Eric Swanson, ended up spending last night in comfort at Milford Sound, his would-be rescuers spent the night in miserable weather out in the bush.

The alarm was raised after one of his companions failed to find him after two days searching.

Senior Constable Lloyd Matheson, of Te Anau, said last night four Australian hunters were dropped by helicopter into the Steina Burn, between George and Bligh Sounds, on Sunday.

The helicopter on Monday returned to take them to a better position, but Mr Swanson had gone for a walk.

One of the party waited for him while the others moved camp.

However, Mr Swanson did not return and his companion raised the alarm by radio after two days of searching failed to find any trace of him.

A police constable and two Department of Conservation search advisers went into the area about midday yesterday but also failed to find Mr Swanson, triggering the full search.

A search team, including the other hunters, was quickly flown into the search area before bad weather closed in.

However, as the helicopter was returning to Milford, the pilot, Mr Richard Hayes, spotted torch signals and Mr Swan-

son was picked up and taken out of the bush.

He spent last night at Milford, while the search team and his hunting companions spent the night in the bush.

Low clouds, rain, high winds and darkness prevented the helicopter returning to pick up the search team.

Mr Matheson said the hunting party did not have a permit to hunt in the area, which is restricted.

"These people moved into the area without permits and therefore we didn't know where they were at this time of year, with the wapiti hunting season about to start.

"If we don't know where they are it makes it more difficult," he said.

Deer farmers resolve conflict with executive

22/4/89

TE ANAU

Executive members of the New Zealand Deer Farmers' Association met Fiordland branch members in Te Anau yesterday to iron out differences resulting from the NZDFA having recently become financially involved with the Mossburn venison processing plant.

The plant was formerly owned by Challenge Venison Ltd, but has now been bought by a co-operative in which the NZDFA has a 50 percent shareholding, Venison New Zealand Co-operative Ltd.

The NZDFA's financial involvement with the processing plant has attracted strong criticism from the Fiordland branch.

In his report to the annual meeting at the end of March, the Fiordland branch chairman, Mr Owen Buckingham, said the NZDFA's role was to act as a political wing for producers which was freely able to debate issues and lobby Government and other organizations "without the taint of commercial involvement or vested interest."

Mr Buckingham's report also claimed the NZDFA executive had ignored the Fiordland branch viewpoint about the co-operative venture and the branch "must question our continued support of the national organization and the funding of the executive director's salary through our individual subscriptions."

The branch unanimously endorsed Mr Buckingham's report.

Although Mr Buckingham did not seek re-election at the annual meeting, he agreed to chair the branch for a second term to "work for change within the organization."

However, the contents of some of Mr Buckingham's report and its release to the

media were objected to by the NZDFA's acting president, Mr James Guild, and by its executive director, Mr David Hickman.

In a letter, Mr Guild asked Mr Buckingham to publicly retract his advice to Fiordland members to question the continued support and funding of the national organization and its executive director's salary, or "reconsider your position as chairman of the Fiordland branch."

The Fiordland branch objected to the ultimatum given to Mr Buckingham, and sought a meeting with Messrs Hickman and Guild and Southland councillor, Mr Peter Ryan, to sort out their differences.

Subsequently, Mr Buckingham has resigned as the Fiordland branch chairman as he saw a conflict of interest between his directorship of Game Foods New Zealand Ltd and his chairmanship of the Fiordland branch, when the NZDFA involvement with the Mossburn plant was given the go ahead.

As a result of his personal opposition to the NZDFA initiative, Mr Buckingham said he had become involved in considerable conflict from within the organization, and that it was "time to clear the slate" so that the branch credibility was not in question.

The Fiordland branch accepted his resignation with regret and has appointed Mr Chris Hughes as his successor.

After yesterday's meeting, Mr Hickman said misunderstandings had been clarified on both sides.

"Both the branch and the association accept there has been a level of misunderstanding and the lines of communication will be improved so that we work together for the good of all deer farmers," he said.

Mr Hughes said many of the questions that had been evaded in the past had been answered at yesterday's meeting. Although some branch members were not fully satisfied with the new ownership structure of the Mossburn deer slaughtering premises, "they now feel that the venture has got to be made to work for the best interests of the area."

He also considered the discussions had gone a long way towards improving the image problems the branch seemed to be developing with the association.

Among other issues tackled at yesterday's meeting, Mr Hickman said real concern was expressed at the review of the Meat Act, which proposes allowing freezing companies the right to slaughter and process deer.

Many of the people involved in the deer industry were or still are involved in sheep and cattle farming, and were "totally opposed" to this proposal, Mr Hickman said.

The NZDFA's annual conference is to be held in Invercargill from May 12 to 14.



GOAT FARMERS

Farmers with goats on land adjoining Department of Conservation areas of the Takitimu Mountains and the Oreti River areas upstream of the bridge on SH94 are advised that inspections of these areas are to be made to determine the presence of goats.

Goats found to be on these areas of land and neither banded nor ear marked may be deemed to be wild animals under the Wild Animal Control Act 1977, and as such may be destroyed by official control measures to be carried out before mid-June 1989.

T. R. Pellett
DISTRICT CONSERVATOR

31103



5/5/89

New Zealand Deer Farmers' Association Inc.

CONFERENCE 12, 13, 14 MAY

Venue: ASCOT PARK HOTEL, INVERCARGILL

Programme:

FRIDAY, 12 MAY

9.00-11.30: NZDFA Council and Game Industry Board Reports
11.30- 5.30: Market Reports and Technical Sessions on Venison & Velvet Production, featuring at 2pm. Velvet Antler Pharmacology & Oriental Medicine by Peter Yoon, Seoul, Korea.

SATURDAY, 13 MAY

9.10- 4.30: NZDFA Annual General Meeting

SUNDAY, 14 MAY

9.00- 5.00: Deer Industry Field Day at Mt Linton Station. Featuring Trade Displays, Seminar on Embryo Transplants & Artificial Insemination, Feature Guests and Entertainment

The General Public and Deer Farmers who are not members of the NZDFA are welcome to attend the Friday, 12 May Technical Sessions and on Sunday, 14 May, the Mt Linton Field Day. Inquiries for tickets should be made to the Receptionist, ERNST & WHINNEY, phone (021) 86-179 or call at their offices, corner Kelvin & Spey Streets, Invercargill.

TICKET CHARGES ARE:

FRIDAY, 12 MAY Technical sessions, \$50 per person (Lunch included)

SUNDAY, 14 MAY Mt Linton Field Day, \$100 per person (Shuttle buses to Mt Linton depart Ascot Hotel from 9am).

FOR FURTHER DETAILS SEE TABLOID, SOUTHLAND TIMES, WEDNESDAY, MAY 10TH.

9179

SOUTHERN DEER INDUSTRY AWARDS
1988/89



To be awarded in recognition for contribution to the Southland/Fiordland Deer Industry

Nominations are now being called for the individual or group of individuals which has made an outstanding contribution to the Southern deer industry in the year to March 31, 1989.

The terms are:

1. That the nominee must be a member of the New Zealand Deer Farmers Association.
2. It is open to a person, persons, or organization in the Southland or Fiordland regions.
3. The nomination must be in writing giving a brief outline of the contribution to the industry.
4. All nominations must be seconded.

This is the inaugural year of the trophy and will be presented at The Deer Farmers Conference 1989, thereafter it will be presented at the AGM of the Southland Deer Farmers Association.

Closing date for nominations is May 1, 1989 and should be addressed to:

The Secretary
Southland Deer Farmers Association
PO Box 84, INVERCARGILL

Dunrobin Station sets NZ record price for live deer

5/6/89

A New Zealand record price for a live deer has been set by Dunrobin Station.

Station owners, Bernard and Jenny Pinney have recently concluded the sale of a six-year-old imported Hungarian red stag, Kapos, to Mr Keith Hood of Mount Hutt Station, for \$100,000.

The price does not include the semen and live breeding rights to Kapos which are retained by Mr and Mrs Pinney.

The price may also be a world record for the sale of a live deer.

The stag was born in the Somogy region of

southern Hungary in 1983, an area noted for the size of its deer and many world record trophies.

Kapos was captured in the wild by professional game managers who took him into quarantine facilities at Vizvar.

After quarantine he was transferred to England where he joined other Hungarian deer in the New Zealand owned Hungarian Partnership herd at Denham in Suffolk.

After serving as a reserve master stag Kapos was exported to New Zealand in early 1988, first to the Tasman Forestry Wainui herd and then to Dunrobin Station.

Since arriving at Dunrobin at the end of last winter, Kapos has re-

ceived favourable reaction from all who have seen him.

When his first crop of New Zealand-grown velvet was cut on December 8, Kapos recorded 8.35kg.

At the time of cutting he had developed 14 perfectly even points.

The time of cutting was slightly past the "A" grade stage. However, several velvet buyers assessed he would have cut around 7.5kg had he been cut at the "A" grade stage.

On December 7 last year Kapos weighed 230kg.

Because of his conformation and antler quality, Kapos was sent to the Ambreed AI centre at Kaiapoi shortly before Christmas for a further isolation period to qualify him for semen production and export.

Dunrobin Station owner, Mr Bernard Pinney, said he was pleased with the sale which, he said was good for the deer industry, especially the deer industry in Southland.

VENISON SCHEDULE

FROM 1/05/89 UNTIL FURTHER NOTICE

29/4/89

EXPORT SCHEDULE

GRADE	FAT	WEIGHT	GROSS PRICE/KG
AP1	-14mm	+70.1kg and over	\$6.30
AP2	-12mm	50.1kg to 70kg	\$6.25
AP3	-10mm	Up to 50kg	\$4.90
AD	1 Damaged Primal		\$2.40
AF	Overfat		\$3.15
AF1	Overfat	Over 14mm	\$3.80
AF2	Overfat	Over 20mm	\$3.15
PLG	Prime Local Grade		\$2.00
AM	2 Damaged Primal		\$1.50

DOMESTIC SCHEDULE

PLG	Prime Local Grade	\$2.00
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1988 VENISON POOL RESULT \$31.25 per head

Your key to innovation and bigger returns is a telephone call to:
Game Foods New Zealand Ltd, Bus (021) 304-481

Sandra Fennell, Kennington A/H (021) 304-478
Owen Buckingham — Te Anau/Wakatipu (0229) 7180
Tim Armstrong — Palmerston (024) 851-516
Your Local PPCS Ltd Drafter

1713

VENISON SCHEDULE

FROM 8/05/89 UNTIL FURTHER NOTICE

6/5/89

EXPORT SCHEDULE

GRADE	FAT	WEIGHT	GROSS PRICE/KG
AP1	-14mm	+70.1kg and over	\$6.40
AP2	-12mm	50.1kg to 70kg	\$6.35
AP3	-10mm	Up to 50kg	\$4.95
AD	1 Damaged Primal		\$2.40
AF	Overfat		\$3.15
AF1	Overfat	Over 14mm	\$3.80
AF2	Overfat	Over 20mm	\$3.15
PLG	Prime Local Grade		\$2.00
AM	2 Damaged Primal		\$1.50

DOMESTIC SCHEDULE

PLG	Prime Local Grade	\$2.00
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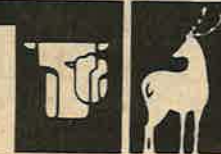


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FORTEX GROUP

wish to announce
we have appointed
a Venison
Procurement Agent
to cover the
Southland region.

For schedule and space enquiries
please contact Procurement Agent:

Geoff Gill
Otahuti, RD 4, Invercargill.
Telephone (021) 392-620

or your local Stock and Station Agent.

(Transport to Fortex Seafield Ashburton.
Farmers pay only to nearest venison slaughter works.)

Massey extends deer research unit

New research into lactation nutrition of hinds, and fawn weaning weights will begin later this year at Massey University, following an expansion of the university's deer unit.

The \$45,000, 10ha expansion has been totally funded through sponsorship by commercial companies.

Animal scientist, Professor Tom Barry, who chairs the Deer Unit Users' Group, said deer production was likely to make a major impact in New Zealand agriculture in the 1990s.

"It's predicted that by 1995 there will be two million female breeding deer in New Zealand. That's the same number as there are dairy cows today," he said.

New Zealand is the only significant deer farming country in the world and current research into producing deer suitable for slaughter in time for the northern hemisphere winter demand shows good prospects for further expansion.

Professor Barry said the planned trials would

investigate the nutritive value to lactating hinds of red clover and chicory as opposed to the commonly used ryegrass-white clover pasture.

Research into the weaning weight of fawns would add a further dimension to Massey research into producing bigger deer by 12 months of age, he said.

That work, now two years into a three year project by a PhD student, was showing good results.

Twenty-five percent of stags which failed to reach the target weight of 50kg by the end of November will be used in trials to investigate vaccines against melatonin in attempts to boost their growth rates through the rut and winter.

If the effect of melatonin could be reduced through vaccination, the deer would eat more in winter and put on

more weight.

Professor Barry said members of the Deer Unit Users' Group together with staff from the university's physiology and anatomy department were carrying out a number of smaller trials into early pregnancy diagnosis, induction of earlier calving, diet selection and the deaths of young deer shortly after birth.

The planned expansion of the deer unit to 24ha, was necessary in order to accommodate all the planned trial work.

The expansion would not have been possible without the assistance of sponsorships which had contributed materials and money or the New Zealand Deer Farmers Association whose members would attend a working bee this month to erect fences free of charge, Professor Barry said.

Venison venture finally under way

After an "inevitable and irritating delay" the operation of Venison New Zealand Co-operative Ltd and Venison New Zealand Marketing Ltd got under way on Tuesday.

The president of the New Zealand Deer Farmers Association, Mr James Guild, said the formal dismissal of the High Court injunction last Friday, had cleared the way for the new venture to begin full operation.

The NZDFA will have a 50 percent shareholding in Venison New Zealand

Co-operative Ltd, the processing company, which in turn will hold a 60 percent shareholding in Venison New Zealand Marketing, the balance being held by Challenge Venison.


The delays in establishing the two companies had seriously jeopardised their commercial vi-

ability, Mr Guild said, but with the problems now sorted out there was "real confidence for our first season of operation."

Calls for a referendum of deer farmers to approve the use of farmer levies sourced through the Game Industry Board to fund the venture were "a nonsense," he said.

Mr Guild said 27 of the NZDFA's 32 branches, had been polled. Twenty-six branches had recorded strong support with nine of them giving unanimous support for the proposal.

The only branch to vote against the project was Fiordland with just 20 financial members, Mr Guild said.



FORTEX GROUP

VENISON

Commencing April 10, 1989

MAIN GRADES		Price/kg
AP1 85.1 kg & over	< GR 14mm	6.35
AP2 65.1 kg - 85.0 kg	< GR 14mm	6.35
AP3 50.1 kg - 65.0 kg	< GR 12mm	6.25
AP4 45.1 kg - 50.0 kg	< GR 12mm	5.40
AP5 < 45.0 kg	< GR 10mm	4.00
AF1 < GR 20mm		3.80
AF2 GR 20-1mm +		3.05

Normal transport subsidies apply.

Bookings: Phone our Wakanui works (05 323) 898

Area Co-ordinators: Ian Vessey (03241) 865 Irwell, Leicester Wilson (0502) 4114 Rangiora, Greg Boleyn (0297) 47-205 Oamaru.

Venison

Net Values (\$/Head) week beginning May 15, 1989

15/5/89

	WEIGHT	FORTEX	MAIR	VENISON NZ	PPCS/ GAME FOODS
		\$	\$	\$	\$
AP	37-0	138	106	162	173
AP	42-0	156	156	183	196
AP	47-0	252	241	257	219
AP	52-0	323	323	323	322
AP	55-0	342	342	342	340
AP	60-0	373	376	373	371
AP	65-0	404	407	404	402
AP	70-0	442	442	435	433
AP	75-0	474	478	466	468
AP	80-0	505	509	497	499
AP	90-0	569	573	560	561
AF1/AT	60-0	211	235	232	211
AF1/AT	80-0	281	337	309	281
AF2	70-0	194	211	190	201

NOTES:

1. The net venison prices shown above in dollars per head are calculated after deducting the G.I.B. levy. Transport to works needs to be deducted. All advised per head premiums have been included.
2. MAFQual inspection charges need also be deducted. They are (\$ per head) Seaford \$6, S. Lakes \$10, Kennington \$10, Westland \$6.

CHANGES:

MAIR:

AP grades (50-70kg) + 15c/kg, over 70kg + 20c/kg.

VENISON NZ:

AP grades 50kg up + 15c/kg.

PPCS/GAME FOODS:

AP grades 50kg up + 12c/kg.

Information supplied by Agri-Fax

Venison

Net Values (\$/Head) week beginning April 24, 1989

8/5/89

	WEIGHT	FORTEX	MAIR	VENISON NZ	PPCS/ GAME FOODS
		\$	\$	\$	\$
AP	37-0	138	106	162	173
AP	42-0	156	156	183	196
AP	47-0	252	241	257	219
AP	52-0	323	316	316	316
AP	55-0	342	334	334	334
AP	60-0	373	367	364	364
AP	65-0	404	398	394	394
AP	70-0	442	432	425	425
AP	75-0	474	463	455	459
AP	80-0	505	493	485	489
AP	90-0	569	555	546	551
AF1/AT	60-0	211	235	232	211
AF1/AT	80-0	281	337	309	281
AF2	70-0	194	211	190	201

NOTES:

- The net venison prices shown above in dollars per head are calculated after deducting the G.I.B. levy. Transport to works needs to be deducted. All advised per head premiums have been included.
- MAFQual inspection charges need also be deducted. They are (\$ per head) Seaford \$6, S. Lakes \$10, Kennington \$10, Westland \$6.

CHANGES:

FORTEX/SUMMIT: AP grades above 45kg + 15c/kg.

VENISON NZ: Schedule advised for South Island.

PPCS/GAME FOODS: AP grades under 50kg + 5c/kg; over 50kg + 10c/kg.

Information supplied by Agri-Fax

VENISON SCHEDULE

FROM 10/04/89 UNTIL FURTHER NOTICE

EXPORT SCHEDULE			
GRADE	FAT	WEIGHT	GROSS PRICE/KG
AP1	-14mm	+70.1kg and over	\$6.20
AP2	-12mm	50.1kg to 70kg	\$6.15
AP3	-10mm	Up to 50kg	\$4.80
AD	1 Damaged Primal		\$2.40
AF	Overfat		\$3.15
AF1	Overfat	Over 14mm	\$3.80
AF2	Overfat	Over 20mm	\$3.15
PLG	Prime Local Grade		\$2.00
AM	2 Damaged Primal		\$1.50
DOMESTIC SCHEDULE			
PLG	Prime Local Grade		\$2.00



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VENISON SCHEDULE

FROM 15/05/89 UNTIL FURTHER NOTICE

EXPORT SCHEDULE			
GRADE	FAT	WEIGHT	GROSS PRICE/KG
AP1	-14mm	+70.1kg and over	\$6.52
AP2	-12mm	50.1kg to 70kg	\$6.47
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PLG	Prime Local Grade		\$2.00



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NZDFA CONFERENCE 1989

ASCOT PARK INVERCARGILL 11-14 MAY

It will be of interest to Otago and Southland deer farmers that the national body of the New Zealand Deer Farmers' Assn is holding its annual conference in Invercargill at the Ascot Hotel.

Not only will deer farmers watch what comes out of conference by the way of animal health, animal breeding updates, etc, but also what the future holds in relation to market signals, stability and long-term profitability of the industry.

These latter signs will be of interest also to those thinking of investing in or diversifying into deer farming.

When one looks at the programme and the remits that are to be discussed one can, to some degree, gauge what direction the industry has. But then there are other pointers to some areas of concern.

For example, the meat industry's overtures to have the Meat Act changed, thus allowing for killing of venison at lamb and beef slaughter plants.

Whilst not wanting to pre-judge or comment at this stage it is bound to be an issue, judging by past reactions to the subject, that will quite correctly invoke some strong debate as to the perceived intrusion.

There is another remit on how the industry should be funded — eg for production research. These are just some examples that delegates should be able to get their teeth into.

One of the highlights will be the address of Dr Peter Yoon from South Korea. Dr Yoon is fully qualified in both Western and Eastern Medicine. His subject, "The use of Velvet Antler in Medicine," will find wide interest not only among deer farmers but also with potential users of velvet-based medicines.

The use of velvet antler has always had the connotation of an aphrodisiac and the more common Eastern use as a health tonic has been overlooked.

It is the conference organisers' hope that, not only will the hosting of such an event in Southland give added enchantment to the local farming scene, but also help to draw attention to the Southern area of New Zealand as a sound place to farm in.

Also it has wide attractions such as one of the world's finest national parks (Fiordland), good fishing, tramping and many more things of wide appeal to a large audience.

Deer farming has, in the past, suffered from two major downturns, interestingly enough, both brought about by political interference. With this now behind us and with market prices for live animals well below any risk-taking level, one would expect an upsurge in deer as a viable and long-term investment.

The hosting of the conference in Southland will highlight this.

Programme

FRIDAY 12 MAY 1989

9.00- 9.30	Welcome and Official Opening	
9.30-10.15	NZDFA Council Reports	
10.15-10.30	NZDFA Council Nominees	
10.30-11.30	Game Industry Board Reports	
	Chairman	Tom Williams
	General Manager	Mike Pattison
	Board Members	
11.30-12.30	Venison	
	Chairman	Tom Williams
	Quality Assurance	Board Member
	Industry Mark	Board Member
	Market Projection	Board Member
	Market Review	Board Member
	Questions from the Floor	
12.30- 2.00	Lunch	
2.00- 3.00	Velvet Pharmacology	
	Chairman	Tom Williams
	Guest Speaker	Dr Peter Yoon
	Panel	Dr Peter Fennessy
		Dr Whitley Otway
		Dr Nick Terpstra
3.00-	Velvet Production	
	Chairman	Russell Cull
3.00- 3.20	Velvet, Growing, Genetics	Peter Fennessy
3.20- 3.30	Velvet, Management	Keith Hood
3.30- 3.40	Velvet, Processing & Marketing	Tom Wallis
3.40- 4.00	Questions from the Floor	
	Panel	Noel Beatson
		John Spiers
		Tony Pearce
4.00-4.30	Afternoon Tea	
4.30- 4.50	Venison versus Velvet — Prospects and Pitfalls	
	Chairman	Walter Somerville
	Velvet	Brett Waterfield
	Venison	Graeme Thompson
4.50- 5.15	Panel	Mike Harbord
		John Cowie
		Dr Whitley Otway
		Mike Pattison
5.15	Summary	
7.00- 8.30	Buffet Meal	
8.30- 8.50	Industry Awards	
8.50	The Great Debate — "That the Traditional Meat Industry will be the Salvation of the Deer Industry."	
	Chairman	John Kerr
	Affirmative	Mike Pattison
		Trevor Walton
		Mike Harbord
		Jeff Grant
	Negative	Jock Allison
		Sandy Murdoch

SATURDAY 13 MAY 1989

8.30- 9.10	Animal Health	
	Chairman	Jock Allison
	Panel	Mike Bringans
		Dave Lawrence
		Frank Griffin
9.10- 4.30	AGM	
7.30- 1.00	Mardi Gras Meal	

SUNDAY 14 MAY 1989

9.00	Mt Linton Station Field Day	
	Workshops — A1 in Deer	
	Embryo Transfer	
	Grasslands Display	
	Trade Displays	
	Entertainment	

FARM VISITS

One Day Bus Trip	Thursday May 11	
R. Jennings	J. & A. Wilson	
J. Pullar	J. Cowie	
H. Whyte	S. Farmers Coop Farm	
W. Day	C. McNicol	
Two Day Bus Trip	Wednesday May 10	
H. White	J. Cowie	
B. Smith	B. Pinney	
Landcorp	E. Meredith	
	Thursday May 11	
D. Stevens	B. Edwards	
Wapiti Handcrafts	Creamota	
W. Somerville	H. Robinson	

FORTEX GROUP

13/5/89

VENISON

Commencing 15 May 1989

MAIN GRADES

AP1 85.1 kg & over	<	GR 14mm	6.60
AP2 65.1 kg - 85.0 kg	<	GR 14mm	6.60
AP3 50.1 kg - 65.0 kg	<	GR 12mm	6.50
AP4 45.1 kg - 50.0 kg	<	GR 12mm	5.65
AP5 < 45.0 kg	<	GR 10mm	4.00
AF1 < GR 20mm			3.80
AF2 GR 20-1mm +			3.05

Normal transport subsidies apply.

Bookings: Geoff Gill
Telephone (021) 392-620 Invercargill
or your local Stock and Station Agent.