



W.S. Hickey & Son Ltd

W.S. Hickey & Son Ltd

i HICKEYS FAST FACTS		
OWNER		
Brent Hickey		
COMPANY DETAILS		
	Established:	1956
SPECIALISING IN:		
Wool buying & selling Shed clean outs, pricing main clips & marketing sellable lines		



Leading web based system of
wool trading



Federation of New Zealand
Wool Merchants

W. S. Hickey & Son Ltd has been operating for over fifty years in Omapau as private wool buyers and merchants. Wool buyers purchase the wool off farmers and either sells to established markets within New Zealand or exports the wool overseas, occasionally with the assistance of an agent, to be processed and turned into a useable end product. W.S. Hickey & Son Ltd. specialises in shed clean outs, pricing main clips and marketing sellable lines; buying all wool from 14 to 40 microns. They also buy dags, cattle hides and alpaca fibre. Servicing the whole Central Otago area, W.S. Hickey & Son Ltd. have become well known and respected for their no-nonsense, fair trading. 'Honest' Bill Hickey started back in 1956 and ran the business out of an old garage. His son, 'Nearly Honest' Brent, took over the business and moved it into a larger commercial building as the business continued to expand. A more recent move has been required for further space. Today Brent's son, Hayden Hickey, also works for the company.

W.S. Hickey & Son Ltd has responded to its growing business by investing in new technology which allows the company to handle more wool and remain competitive. Two big purchases means the company is much more efficient; a forklift with a cats claws system can manoeuvre up to six bales of wool at once (a typical bale weighs anywhere from 110kgs to 205kgs); and a core sampler from South Africa which grabs, cores and weighs the wool rather than each bale being hand cored and weighed separately on scales. In the early 1960's and 1970's, Hickey says 90% of the farmers sent their main lines of wool through stock firms. Since taking over the business from his father in the 1980's, Brent Hickey has offered the farmers a competitive and efficient alternative by encouraging his clients to sell through him. W.S. Hickey & Son's Ltd dag crushing plant was closed in 1994 to allow the company to better focus on wool handling. The Hickey's now send all their dags to Invercargill where the


largest dag crusher in New Zealand is located. In moving with the times, the Hickey's sell most of their wool through Wool Connexions who have set up an online trading system. Wool is sold by online tender, auction or buy now, similar to trade me. The system provides competitive prices with very low overheads.



'Honest' Bill Hickey



Bede Ryan Contracting

i BEDE RYAN FAST FACTS		
OWNER		
Bede Ryan		
COMPANY DETAILS		
	Established:	1983
SPECIALISING IN:		
Silage		
ADDITIONAL SERVICES:		
Ploughing, discing, sowing, harrowing		

Bede Ryan started contracting in 1983, originally doing silage and cultivation. By 1987 he had given up the silage side of things in favour of round bales. This continued until 1993 when they started doing baleage instead. Bede was the first in the area to do this and reportedly read up on the process in magazines, made a few enquires and then got on with it.

In 1996 Bede started doing silage again and by 1999 had pulled the

pin on hay and baleage, effectively coming full circle back to the company's origins. Bede now runs three silage trucks with a forage harvester during the silage season, carting silage from St Bathans, through Alexandra and to the Ida Valley. The season generally runs from November through to about March, depending on the amount work.

Silage is fermented, high-moisture fodder which is stored and fed to sheep and other animals throughout winter. The process or fermenting and storing the fodder is called ensilage, ensiling or silaging. Silage can be made from many field crops and special names may be used depending on type of origin crop. Silage is made either by placing cut green vegetation in a silo, by piling it in a large heap covered with plastic sheet, or by wrapping large bales in plastic film.

Bede Ryan Contracting is always trying to move with the times and

seek out new opportunities to increase productivity. Bede tries to keep abreast of new developments in Europe like different methods of covering and storing silage, new tireless systems and a tyre needle.

Although Silage remains the backbone of the company, today Bede Ryan Contracting are proud to be able to provide a variety of services which include ploughing, discing, power harrowing, sowing seed and mulching scrub.



Bede Ryan