

# Vaughan Leon Jones Farming

Hamilton, New Zealand.

22 April 2016

**eBook** [www.vaughanjones.info](http://www.vaughanjones.info) **Email** [vaughan@grazinginfo.com](mailto:vaughan@grazinginfo.com)

There are four Vaughan Jones's in Hamilton, NZ, hence the addition of his second name 'Leon'.

From the age of four he pestered his mother to go to school, so his mother changed his age. At seven Vaughan wanted to be a dairy farmer. He helped his parents on their carnation and vegetable growing one hectare of land in Durban, South Africa, which grazed three cows, for retailing cream. Cows impressed him by producing milk, cream, butter, cheese and fertiliser, from grass and some concentrates so he decided to be a dairy farmer and saved and bought his first cow at age 9.

## Education

In 1944, at age 13 he wanted to go to agricultural college, but his mother, previously a teacher, very wisely required that he take a two year commercial, financial, geography and physics course first. This learning proved to be a treasure for the rest of his life for which he is grateful to her.

Mr Ricky Ellison, a Jewish (what better) finance tutor told them that to make money meant saving from young, then either borrowing to use or invest, or employing a lot of staff, which Vaughan didn't like the thought of. In New Zealand, at age 24 he borrowed to buy 40 ha for 4,500 pounds (\$450,000 in today's money), with a 90% mortgage at 6% and 10% from his parents in South Africa free of interest for a year. It was poor weedy pasture on two metre deep peat with no buildings.

Mr Ellison warned to always keep full control of your money, which meant no buying of company shares or partnerships with anyone except ones spouse.

Vaughan won a high school to sixth form, two year bursary including free board, at Weston Agricultural College, Mooi River, Natal, South Africa from 1947 to 1948, where all types of farming were taught and done practically. The 70 students did 99% of the work on the 1,000 hectare dairy (made butter manually), beef, pigs, sheep, horses, poultry and vegetable farm, where they milked the 80 cows by hand. He became a prefect and gained honours (99%) in Dairying, his favourite subject.

## Employment

1949~1954 he managed his parents' 100 hectares of land, bought for him to develop into retail milk, pigs, poultry and cropping, on the boundary of Greytown, Natal. He built five irrigation dams on it with their Ferguson tractor and scoop.

In the South African compulsory peace time army training for a month each year he became a staff sergeant.

In 1954 he could see serious problems ahead, because half the people were unemployed, and he saw what was happening in Kenya by the Mau Mau. He started planning to leave South Africa, so visited Rhodesia (now Zimbabwe). He saw problems starting there, so decided on New Zealand, where the economy was based on producing food, which the world was needing, not gold, diamonds, coal and steel produced in South Africa. The exchange rate was equal (one to one) then, but is eight to one NZ\$ now.

In 1954, when in Greytown, he met and said to Weston College friend, Frank Reynolds, that he had booked a £60 (NZ\$6,000 in today's money) six per cabin, month long boat trip - which had a three year waiting list because of so many British and South Africans moving to Australia and New Zealand. Frank said that he was leaving in a week for New Zealand. He got immediate work managing 80 cows at Katikati and wrote a glowing letter to Vaughan, which arrived a few days before the travel agent phoned him, and offered a cancellation of a single berth with all facilities for £120 (\$12,000 in today's money), which he accepted within seconds, thanks to Frank's letter. He was advised to take his £150 Ford Anglia for £40 freight plus £2 steam cleaning across the road from the Wellington port, not done as thoroughly now, or at all.

Over the years he bought more cows and with natural increases had 18 by age 23, when he moved to New Zealand. Cows gave a higher tax free income than money in a bank.

It was June (mid winter) so the cows in New Zealand were dry, allowing Frank to meet Vaughan in Wellington and drive him to Katikati.

On the boat, he met Auriel Lowen, a secretary from London. They became instant friends. She settled in Tauranga with her family, so they kept in touch most weekends.

### In New Zealand

Vaughan started work two days after arriving, with Frank's neighbour, Alan Yeoman, who had 90 cows and 500 sheep. His salary was £11 a week with free board, which was five times that in South Africa. After one week he wrote home, "This is Heaven on earth, I'm staying."

Two weeks after starting, his salary was increased to £13 per week, which is \$1,300 a week or \$67,000 a year in today's money, and free keep. This would be hard to earn in 2015, even on a large farm.

He wanted to farm in the Waikato, where dairying was stronger, and undeveloped land was available and cheaper, so he moved to Tātuanui in January 1955, and worked on a 160 cow dairy farm.

He didn't want to share-milk, he wanted his own farm. All the farms for sale that he could afford were peat. His employer and others warned him not to buy peat, "Because the first three owners go broke," but he could not afford better land.

So in late March 1955 he visited Frank van der Elst, who was in charge of Ruakura peat research on the Rukuhia swamp, and Vaughan was astounded to see foot high green growing pasture on three metre deep raw peat, when the Waikato was brown. Ample shallow drains and adequate agricultural lime (rail freight subsidised then) did it.

Vaughan asked Frank if there were good peats and bad peats, and was told that the best at that time was on Piako Road, Gordonton, 20 km NE of Hamilton in the Waikato. On 1st June 1955, he bought 40 ha of two metre deep, mostly rush and ragwort covered, peat on Piako Road, with a 90% mortgage at 6%. The only building was a pump shed. He bought this small Ministry of Works cottage for £300 (\$30,000 today) and had it moved on, built an internal race milking shed (dairy), bought a second hand milking machine for £28 (\$2,800 now), and installed it himself, which red tape would not allow today.



Dolf Jensen and George Yarrall, his previous employers near Tātuanui, kindly gave him their old farm equipment - a mower, fertiliser spreader, harrows, etc. A neighbour, Doug Matthews, allowed him and his brother, Maurice, who was an engineer, to weld and make farm machinery at night, such as a buckrake for making silage, backend loader, and 3.3 metre wide grader blade. Later, he bought a welder and invented, made and sold farm equipment, designed for peat, which covered most of the 25 km around the farm.



Piako Road was the only road across the swamp, so their 87 ha farm was 2 km from front to back and only 40 metres wide, with a later bought piece jutting out. The swamp beyond and to the right of their farm towards Morrinsville, shown at the top in 1961, was all Manuka and rushes.

After three years they bought the above three bedroom Lockwood home out of income from milking 60 cows and some contracting.

There were 1.2 m deep boundary drains that Frank van der Elst said would over-drain the peat, so within two weeks of buying the farm, Vaughan changed the deep drains from dangerous narrow ones, which needed manual cleaning (no



excavators then, only slow, expensive draglines), to one metre deep, fast flowing V drains. Once consolidated, the drains were grassed and grazed to the bottom, so seldom needed cleaning. See [www.grazinginfo.com](http://www.grazinginfo.com) Soils > Drainage, for photos and details. This was done with a tractor grader blade he made, and later with an offset spinner drain (ditch) digger he invented and made, shown here cleaning a drain.

Neighbours didn't like what he'd done at first, but a summer later, after experiencing the benefits of no over-draining and no animals stuck in the deep drains, did the same to their drains.

By 1990 the swamp was mostly dairy and beef, with a few goat and other farms shown here, taken in about 2010. Woodlands Road is at the top.



In October 1955 Vaughan married Auriel Lowen who became an equal partner in their businesses, and had a major input into everything (farming, milking, fencing, weeding, manufacturing farm equipment [she chipped the welds and painted], Fieldays, Gallagher, DeLaval, etc.) and still helps with GrazingInfo.

In the first year they milked only 28 cows, which were bought for an average of £13 per cow.

In 1956 they borrowed £100 to buy a deceased estate of 20 hectares of raw 10 metre deep peat behind theirs. Some of it was so soft that it could not be walked over, so he put eight wheels on the back of the tractor and four on the front, and used a rotary hoe, which pushed the tractor across the soft peat as it cultivated the rushes and scrub. See Soils > Drainage.



They developed it from scrub and Manuka shown at the top of this photo, into pasture shown below, milked two cows per hectare within three years of applying and chisel ploughing to 40 cm, 11 tonnes of agricultural lime and deficient elements per hectare, and then harrowed in three tonnes per hectare. That amount had never been applied before by anyone, but

Vaughan had seen the excellent pasture growing where large amounts of lime mix had been spilt when getting stuck. As a consultant and contractor, he then developed hundreds of hectares using capital rates of lime and fertilisers, which was highly profitable, on land that cost only \$20/ha up until the 1970's.

He invented or improved 32 items, including the world's first spinner drain digger, which three Waikato engineering companies would not make, because they said that it was so simple that it would have been made years before, and would not work, so Vaughan bought a welder and made one. Now three companies manufacture them in New Zealand, and many overseas. He later made an offset spinner drain digger, that allowed him cleaning the 17 km of drains in three days on their 89 hectare farm, and spread the spoil. Vogal NZ Ltd later made them under license. See photos in Soils > Drainage.

He developed the first quarter milker, which milking machine company McLWallace told him that farmers would not use, but they copied and made them. They are now in common use. He developed an agricultural contracting and farm machinery manufacturing business, inventing and designing the required specialised equipment for peat. See Soils > Cultivating.

A peat fire burnt across the 12 km wide Manuka swamp from Tauhei in one day, and burnt through the middle of their farm, including the peat under their summer turnip forage crop. They could have been bankrupted, but Auriel got a secretarial job and Vaughan did agricultural contracting. Auriel came home at 5 pm, lit the coal range to cook the evening meal, then milked. Vaughan would get back from developing the farm or contracting, and help wash the cow yard.

In 1960, after Vaughan developed a farmer and tractor driver's bad back, they converted to New Zealand's first straight-rail stoop-less herringbone (invented by Ron Sharp) swing-over farm dairy, with steel nib walls. He then designed one for Massey Agricultural University and for the Waikato Wintec Agricultural Tech, and later built them for farmers and sold the design to manufacturer Port Brothers.

Having read Malabar Farm by Louis Bromfield who changed three dustbowl farms to chisel ploughing and grazing in Ohio, USA, Vaughan and Auriel used similar natural biological farming. They improved their farm so that dairy cow numbers increased each year from 28 to 45, 60, 75 and 90 in 1959, on pasture and summer forage crops (no bought feed) grown on two metre deep peat in the front, to eight metre deep peat at the back.

By 1959 they were out-producing farms on a per cow and per hectare basis on some Waikato so-



called "better soils", so were chosen by the New Zealand Dairy Board and NZ Dairy Exporter as the Waikato's most improved dairy farm, winning a week in Wellington as guest of the NZ Dairy Board, to see their operation, with the winners from other provinces.

They later bought an adjoining 29 hectares, developed it, and milked 200 cows on the 89 hectares, which was more than previous bosses, Dolf and George were milking at Tatuanui on 60 ha each!



Their Piako Road front paddocks below, often caused farmers and journalists to call in and ask if it was not peat. Look at the neighbouring farms below.

In 1962, to allow more time for consulting, contracting and manufacturing farm machinery, a 29% sharemilker was engaged.

From 1962~66 Vaughan was honorary secretary, then chairman, of Gordonton Federated Farmers, and Waikato Sub-Province delegate, and a New Zealand Dairy Company committeeman.

In about 1980 their farm is in the centre running from left to right.



### Peat Equipment

They saw the need for unique equipment that was not available, so invented and made all the machinery they used, except the tractor and rotary hoe. They built a two tonne lime and fertiliser spreader on the back axle of an old Allis Chalmers tractor, that was connected to his Ferguson ground-speed power-take-off, to give a four-wheel drive effect, which could go on the soft peat where nothing else could go, so did well spreading lime and fertiliser on up to 8 m deep soft peat which previously needed very costly aerial spreading from a landing strip miles away. They then made bulk fertiliser spreaders for others, and later sold the plans to DCI Ltd. They helped develop the heavy flailed Vogal forage harvester that later became the famous Gallagher Forager that sold world-wide.

Vaughan welded while Auriel chipped and painted, and developed and made chisel ploughs, tractor mounted hay bale loaders, grader blades and backend loaders, that could be attached and removed without leaving the tractor seat, to fill bulk fertiliser spreaders that could be coupled and un-coupled without getting off the tractor, some of which were later made under licence, earning royalties for 20 years, before expiring.

### Peat Techniques

Vaughan developed many original techniques, such as chisel ploughing in capital applications of 14 tonnes of lime /ha (7 t/acre) and one tonne of fertiliser/ha, followed by 3 tonnes per hectare harrowed in, to avoid the typical frequent need to resow of rush-infested pastures that peat farmers were then suffering, because the pastures were calcium starved. The MAF recommendations using soil testing, were half Vaughan's rates, and failed. Capital applications were not recommended by the 'establishment' even 40 years later. See Calcium in Minerals in and the photo of a lime starved earthworm on Lye Farm.

They then applied 2.5 tonnes/ha (1 t/acre) on pastures every three years, which was a lot more than recommended, because MAF and AgResearch staff have wrongly said since their faulty trial in 1955, and still do, that lime would not move down into the peat, but with earthworms in live soils it did and does. Vaughan's farms remained green and growing even through dry summers. Ruakura scientists disputed it, until three checked and saw.

The peat pastures being new from swamps had no earthworms so they bought the vigorous Calignosa earthworms that originated in USA, from John Stemmer near Motueka, and bred and spread them. Their farm remained green and growing even through dry summers, and many of their clients' farms do.

When buying the farm in 1955, MAF was recommending (20 cm deep) mouldboard ploughing, but Vaughan found disc ploughing better because it went deeper and mixed the soil better. MAF changed to recommending disc ploughing.

In February 1958, 250 mm of rain fell in a few days, making it impossible to put a tractor wheel in

the plough furrow without getting stuck, so he made a chisel plough which allowed eight wheels on the back of his tractor to still be level on the peat surface, to cultivate more deeply, mix the soil better and faster. The pastures grew much better thanks to aerating the peat and mixing in the lime and fertilisers thoroughly and deeply.

Peat fires were frequent, so he developed the principle of repeatedly rotary hoeing the burning peat which smothered the fire within an hour even on bone dry peat. Vaughan rotary hoed out fires on many farms saving some from disaster. When he arrived with just a tractor and hoe, the scared farmers couldn't see how a rotary hoe could extinguish fires. Before this system, fires caused, some farms to burn for months. Hoeing peat fires should not be done with petrol fuelled tractors.

The demand for his agricultural consulting, designing and making agricultural equipment continued. Vaughan and Auriel made chisel ploughs to order and with no advertising, except their green weed-free paddocks, had sold 12 to farmers on Piako Road by 1966, when they engaged a 50% sharemilker, retired to Hamilton, and got companies to make and sell the equipment.

He designed a roto-weed-wiper that rolled low rates of hormone on to the higher weeds without affecting the grazed grasses and clovers at all and showed it to Ivan Watkins Dow Ltd in New Plymouth. They were not interested, but Vaughan knew it would work. Many manufacturers now make them, with thousands in use around the world.

### **NZ Farmers of the Year competition**

When with the Fieldays he was always keen on this event, which he and Auriel promoted, and wrote the brochures to publicise the most profitable farmers' systems to other farmers. After they resigned, the Fieldays dropped it, so Vaughan arranged for Gallagher to sponsor it, and ran it. After he left Gallagher, they dropped it, so he arranged for DeLaval, and later The Dairyman magazine, to sponsor it, while he ran it. After Vaughan gave it up, the national one has been replaced with others.

### **Growth**

In 1984 they swapped their first farm (now the best on Piako Road) for a bigger mostly consolidated peat farm (the worst one on Greenhill Road) near Hamilton, on which the owner growing maize, and the previous one dairying, lost money and had to sell. He and his share-farming son-in-Law, Ian Dobbs, improved it to such an extent that neighbours, MAF and Ruakura scientists and others visited, to ask why it was green and growing, even in dry weather when Ruakura and neighbouring farms were dry, brown and weedy, and why animals were so healthy, with no facial eczema, without any treatment. A neighbour had 15 cows in their back paddock suffering from bad facial eczema. Adequate LimePlus, correct fertilisers, draining, chisel ploughing, breeding and spreading earthworms, feeding correct soluble minerals he developed to go in the drinking water, and electric fencing the 106 ha into one ha paddocks, were the reasons.

In 1986 when he told some Ruakura staff and scientists that their farm was green and growing and that Ruakura needed lime badly, Cor Feyter, Mike O'Conner and another Ruakura scientist visited their farm and said, "You've had rain." "Yes," he said, "Only two km from Ruakura, and look at the boundaries. Rain fell only on our farm." They then asked, "What are you doing?"

"Applied six tonnes of lime per hectare, chisel ploughed to 40 cm, applied three tonnes more and tyne harrowed it in, bred and spread Caliginosa earthworms, sowed new pastures. Ruakura didn't learn from it, and still don't apply correct levels of lime on their Lye and Scott research farms a few km away.

### **Investments**

This information is part of farming because of wills and succession problems. Read the [grazinginfo.com](http://grazinginfo.com) chapter on Investing.

Vaughan sold their second farm to invest in town properties, which doubled their income from industrial and retail, flats (one and two bedroom apartments), increasing numbers to 45 in 5 blocks, then sold them all, to buy more profitable retail shop properties. The net profit on investments in towns was double that from farming, and profits and capital gain increases have continued, even through the downturns.

## Consulting

In 1990 Vaughan was invited to, and paid by, the Boston Consulting Group, USA, to visit them and help with marketing pasture seeds from New Zealand, which was highly successful for NZ seed growers.

In 1995 he did more marketing and agricultural consulting, helping increase the profits of 14 agricultural companies, and about 250 farmers in New Zealand and overseas.

An example was desperate brothers in Canada going bankrupt, whom Vaughan got to halve cow numbers from 600 to 300, reducing loans and interest and feeding the 300 on grown pasture and forage crops, needing no bought feed, halved staff numbers, so changing from losing money to profiting.

In Japan two of his dairy farmer clients won the Emperor's "Most Profitable Dairy Farmer" awards. Mr Imai went from a loss to a profit of 3,000,000 Yen (\$50,000) in three years.

A New Zealand farmer client won the most profitable Thames Valley Dairy Farmer award.

His top client, Bill Chynoweth, owner of Pukeroro Friesian Stud, produced double the national average of milk per cow, requiring no bought feed, and grew maize yielding 33 tonnes of dry matter per hectare for silage (as did most of Vaughan's other clients), when some farmers produced only 15 tonnes.

He made farming videos for USA and Japanese agricultural markets. These showed low-cost farming and discreetly promoted New Zealand equipment. Outside of New Zealand dairy farmers wanted more profit by feeding more grain, which increases milk production, but not always profit. The extra milk causes surpluses, that are then sometimes "dumped" on our traditional markets, adversely affecting the price we get. Changing northern hemisphere farmers to grazing reduces their milk production, to New Zealand's benefit, and the northern hemisphere farmers' profit.

Joel Salatin in 1980 and 1981 attended two of Vaughan's seminars in USA, and said that he was his icon and tutor. He has visited and stayed with Vaughan in New Zealand. At one seminar in USA, he and about 20 others followed Vaughan out of the hall despite the next speaker starting. Vaughan's 50 odd seminars and field days there over 15 years, attracted up to 300 farmers at some.

Vaughan wrote 50 farming computer spreadsheet software programs, to help his consulting and his clients' profits. See <http://www.grazinginfo.com> Spreadsheets. Some are the only ones of their type in the world. A few have been copied. In 1996 he was appointed to the Waikato Peat Management Advisory Group, to improve peat and reduce pollution, and in 1997 he compiled a report for Environment Waikato on farming peat correctly, and on preserving peat reserves.

## Over the years -

He has served on the NZ Lands and Survey (now LandCorp) Peat Committee.

Researched foot and mouth disease prevention and control and made a five page management suggestions, based on South African, UK and Japan failures. The minister of agriculture ignored it.

Lectured in practical marketing, patenting and exporting at the Waikato University and Polytech.

Served on Waikato Wintec Agricultural Advisory honorary Committee.

In 1986 he met with Dr Brian Wickham and two staff of the NZ Livestock Herd Improvement (LIC), and warned them that, if the selection of high producing cows was not done on a weight (size) basis, and with more items of merit than being used at the time, cows would become bigger, out of proportion for grazing, and less efficient, as had happened in North America. The improvements became known as Breeding Worth and Production Worth.

He helped establish the Waikato Marketers Group (founder chairman) which grew to 60 members, and he served on committees of -

Hamilton City Council, Keep Hamilton Beautiful (Chair).

Neighbourhood Support (Chair).

Waikato Chamber of Commerce.

Waikato Export Institute.

Waikato Organ Society Inc. (Chair, auditor, newsletter.).

Waikato Property Investors (Committee Chair).

Hillary Park Native Bush Improvement Group (Convenor).

Several Ruakura ones including improving sheep breeding techniques.

NZ Guild of Agricultural Journalists member. Represented New Zealand at International

Vaughan has written more than 300 articles for many NZ agricultural publications, NZ Dairyman, NZ Organic Magazine, the USA Stockman Grass Farmer magazine, Acres USA, and others.

Based on a reader survey result, his dozen articles monthly took the NZ Dairyman magazine to the top dairy magazine in New Zealand. Evidence of this is in the then editor's written thanks to him.

He planned and jointly with Clive Dalton, edited the Low Cost Dairying booklet, which was sold world-wide, and wrote the Gallagher Power Fencing Manual used world-wide.

His "Dairy cow numbers for max profit" spreadsheet shows dairy farmers how many to graze per hectare for more profit, changing one from a \$244,000 loss per annum to a \$300,000 profit per annum in four years, and many by \$100,000 a year.

### **Helped animal health**

Vaughan solved the animal health problems of low selenium, facial eczema prevention without zinc, animal warts, internal parasites and others **naturally by using simple basic preventatives through the soil, without treatments**, by applying correct amounts of minerals based on the Ryegrass Minerals Analyses optimum levels that he researched and recorded.

He reduced mastitis in herds by feeding the world's first combination of deficient **soluble** minerals in a nine mineral mix that he developed.

### **Improved milk quality and quality**

There are toxic elements in some milk, mainly from feeding bad foods such as Palm Kernel Extract (PKE) or bad minerals like Magnesium Chloride prills, or spreading the latter on pastures for animals to eat, or grazing Roundup sprayed pasture or crops.

Lactose in milk makes some people allergic to milk, but there are more toxins in milk from farms using the wrong non-organic fertilisers and the wrong supplements, such as oxides and manganese.

If affected in any way by any food, Vaughan suggests muscle testing it, and getting Chris Rhodes to check it for toxic elements and read the Vaughan Jones Human Health chapters.

Farming is so poorly rewarded now that more farmers are asking for his help. He has many clients in many countries, whom he has changed from losses to profits.

Most of his clients increase production and profit at faster rates than others in their areas. All appreciate their vastly improved soil, pasture, animal and milk health, from his recommendations of LimePlus and natural reactive phosphate, rather than the excesses of the more expensive acid making and toxic superphosphates and potash, that fertiliser companies promote.

Vaughan and Auriel are adding and updating chapters to their GrazingInfo eBook in <http://www.vaughanjones.info> which has information for more than just farmers, i.e., lifestylers, gardeners, growing toxic-free vegetables, investing in other properties, inventing, patenting, trade marking, copyrights, what successful people do, human health, etc. There are 20 health chapters in <http://www.humanhealth.co.nz> and details of five Health Specialists who have helped them.

Sheep and beef farmer Phil Taylor on 260 ha at Ngaroma, central North Island, wrote on Graze-L, a world-wide Internet forum of 800 grazing farmers, when discussing soil versus herbage analyses. "After being totally confused about fertilising, at a chance meeting in 1992 with Vaughan Jones, I explained my problems. Vaughan visited our farm, saw the thatch, Yorkshire fog, small and few clovers and animal health problems, took pasture samples and recommended lime and deficient trace elements, and turned our farm around. The annual mixes he recommended cost a lot less than previous fertilisers recommended by fertiliser companies. Vaughan Jones is a very well respected consultant. I know a number of farmers who have made large amounts of money from using his advice."

A client near Hamilton in the 2014 drought year, reduced his mortgage by \$140,000. Read Milk Profit & Quality. He is Farmer A in it.

Vaughan is now succeeding in showing how to improve milk quality substantially by improving soil and animal health, both with correct minerals. About 30% of people are allergic to, and or are avoiding milk. Some dairy farmers return to drinking their own milk after Vaughan improves their cow health and milk quality from about 30 compatibility to about 80 (1 is poisonous and 100 is perfect) and decreases the milk's toxins, as described in Milk Profit & Quality.

## **Auriel Jones**

Auriel Lowen was born in England, has a degree in history and was a secretary, and has many other skills, including milking, farm permanent electric fence construction and account keeping.

Her hobbies are gardening, needlework, knitting (a hundred items for premature babies) and reading. She has also assisted Vaughan in whatever he may be doing, including racing pigeons, which she did while Vaughan was overseas promoting Gallagher for six weeks several times a year.

She milked, fenced, dug drains and weeded the farms they owned, was secretary of the Fieldays when Vaughan was manager, typed and proofed the hundreds of articles he wrote, and still does the accounts and GST of their three companies. They have three happily married daughters, three wonderful and successful son-in-laws and eight successful grand-children, all in New Zealand. Three are self employed.

## **Currently**

Vaughan is still helping exporting companies earn more overseas exchange to help pay back to New Zealand a little of the rewarding lives it has given him and his family.

He is also adding and updating chapters in his farming eBook which has information for more than just farmers. It is also for lifestylers with land, gardeners, growing toxic-free vegetables, investing in other than farm properties, inventing, patenting, trade marking, copyrighting, what successful people do, human health, etc. There are 26 Health chapters and five Human Health Specialists listed.

Googling for [vaughanjones.info](http://vaughanjones.info) brings his website up many times in Google's first two pages because it has so many hits.

## **Testimonials**

Before gaining the ONZM Queen's honour in June 2013, Vaughan received more than a hundred unsolicited congratulations and testimonials from farmers and companies.

The Queen's honour recorded what many felt about Vaughan and Auriel Jones's input into helping the farming industry. They were the only farmers in 2013 to get a Queen's honour for the farming industry.

Some have questioned Vaughan about helping dairy farmers in other countries, but he points out that changing northern hemisphere dairy farmers from confinement to grazing reduces their costs and total milk production, which is good for New Zealand, and increases their profits which is good for them and their countries. Thousands of USA dairy farmers have changed to it. When he started in the late 1970s, there were only about a dozen in North America grazing efficiently.

In the 1980s Cornell University in New York State, said that controlled grazing of pastures would not work in USA, then in 2009 after Vaughan had helped thousands to change and profit from it, while confinement dairy farms were closing, Cornell said that, "If USA farmers changed to New Zealand style controlled grazing they would make a lot more profit."

They could have added that pasture-fed milk is healthier for consumers than grain-fed. Books and magazines have been written about it. There is a USA Grass-fed Association at [www.americangrassfed.org](http://www.americangrassfed.org) It claims that a disadvantage for grassfed meat producers is that animals raised entirely on grass mature more slowly, lengthening the production time of grassfed products.

This is obviously the case in USA on long fescue type grasses and no clovers, but not the case in New Zealand on clover based ryegrass pastures.

A disadvantage for the consumer is that true grassfed products are not available in all the retail outlets, making it necessary for the consumer to find and purchase directly from a producer. Among the goals of the American Grassfed Association is to help consumers find grassfed products. They should encourage reading [www.GrazingInfo](http://www.GrazingInfo)

Google for 'Grass-fed' and 10,000,000 items will come up, Grass-fed beef brings up 6,000,000 and Grass-fed milk 4,000,000.

## **Future**

Vaughan believes that New Zealand's farming future lies in practising and promoting good pasture-fed healthy animal products, which is what the world is wanting, not grain-fed ones which China and USA will produce more cheaply, because of their vast cheap land areas and government subsidies - 50% in USA and still increasing in 2014, which increased the dairy surplus. He claims that Fonterra

should learn and promote the benefits of our clover-based pasture fed healthy dairy products. For evidence, read [Dairying > Milk Profit & Quality in www.grazinginfo.com](http://www.grazinginfo.com)

### **Brief summary -**

Vaughan was a dairy farmer from 1950 to 1984 when he sold their dairy farm because his prediction that , NZ Dairy Board ‘Waikato’s most improved dairy farmer’ in 1959, NZ Dairy Co-op Gordonton factory committeeman, International Agricultural Consultant from 1960 to 500 farmers now world wide, agricultural journalist representing New Zealand in USA in 1992, and in Austria in 1994, at the International Agricultural Journalists conferences. Then an author, founding NZ Agricultural Fielddays member and the first manager, with his wife Auriel as secretary for 8 years, founding the Clydesdale Agricultural and NZ Dairy Museums, Building and Transport Fielddays. As Gallagher Marketing Manager he increased Gallagher sales from \$3 m to \$23 million in five years, then increased DeLaval NZ sales by 50%, then \$2 m a year even during the farming downturn in 1984, when sales by other agricultural companies (including Gallagher) were decreasing. Vaughan managed Western Australia because he flew over it two or three times a year so would spend a day there each time. He increased sales from \$200,000 to \$2 million in five years to 1984, by each one day visit running field days and showing slide shows promoting controlled grazing at a rural school north of Perth. Children are much easier to influence than mature farmers. 26 years later in 2010, sales were still only selling \$2 million.

Author and International Agricultural Consultant & Journalist.

ONZM Queen’s Honour in 2013, for services to farming.

99% at Dairy University in 1948. NZ Dairy Board 1959 Most Improved Dairy Farm in Waikato.

Represented New Zealand at Agricultural Journalist Congresses in USA in 1992 & Austria in 1994.

Author and MD of the free [www.grazinginfo.com](http://www.grazinginfo.com) eBook since 1970, to 520 members, with free farming spreadsheets and 260 chapters of practical, profitable farming to them and lifestylers.

There are 70 chapters on Human Health to help the third of farmers who are stressed and unwell.

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