

MEMO TO CLIENTS - IAN'S RECOUPERATION

7 March 2014

Dear Client

Welcome to 2014, a year predicted by Ian to be a tumultuous one for the sheep and beef industry. It was unscripted that Ian would lead the turmoil by experiencing serious health issues.

After having routine, successful laparoscopic surgery to remove a niggling gall bladder Ian found himself in Waikato Hospital with a suspected heart attack. Ensuing test results confirmed the suspicions and last Monday, 24 February 2014, he underwent open heart surgery to perform a quadruple coronary artery bypass.

The surgery went without a hitch and Ian returned home just five days after surgery, and is now convalescing in the peaceful surroundings of his home at Perenhaven in Piopio. Having had recent open heart surgery myself I can confirm that it evokes one's thoughts about life and what the future may hold. The prognosis for Ian is excellent. "Your heart is undamaged and in very good shape and with the reconfiguring of the blood supply you can expect twenty to twenty-five years life out front" (quote from surgeon)

Ian remains passionate about the sheep and beef sector and has continued to plan and strategise the next phase that is developing within the industry, to ensure continued focus and momentum for his many loyal clients.

I arrived at Falkirk from an environment that was somewhat sheltered from the farming sector and was unaware of the shortcomings in New Zealand's agricultural industry. I have since become highly enlightened, through much detailed research for Falkirk, as to the intricacies of the sheep and beef industry.

I have been amazed by the discovery of the tricks the establishment has adopted to convince farmers that more and more funding is what will "save" the industry. However, there appears to be very little progress towards an industry solution, even after Government funding of \$8.2 billion, between the years 2000 to 2011, has been fed into the national grid. A further \$109 million has recently been allocated to sustain an agricultural system that has effectively failed the industry.

With an increased awareness of how the media operates and how the greed of individuals in influential positions seems to overshadow the ethics and moral convictions required to business manage the industry. It is now not surprising to me that New Zealand agriculture, in particular the sheep and beef industry, is in dire need of repair.

Since I met Ian some eighteen months ago his drive to compel the establishment to adopt the proven Falkirk System solution to an ailing industry has been unrelenting. Ian's steadfastness to "hold the line", together with the much appreciated support he receives from his loyal clients, will ensure the longevity of the Falkirk Business Model to deliver a positive result for the industry.

During my research I uncovered many articles that revealed vital aspects necessary to understand the dynamics and complexities of the New Zealand economy. In my opinion, the three readings listed below make compelling reading and I would urge you to take the time to be captivated by their contents.

1. **"Stand by for the train wreck"** by Robert Sinclair: The NZ Farmers Weekly, March 3, 2014
2. **"The Opal File"** Author Unknown: A Secret History of Australia and New Zealand
[The Opal File - a secret history of Australia and New Zealand | infonews.co.nz New Zealand's local news community](http://infonews.co.nz/NewZealand%20and%20s%20local%20news%20community)
3. **"Sheep and Beef Industry Due Diligence"** by Ian Walsh
[Falkirk Sheep and Beef Industry Due Diligence – EMBARGO LIFTED](#)

Ian wishes to extend his heartfelt thanks to all of you. You are welcome to make contact with Ian as there is also a need to reschedule some on-farm selection dates.

Sincerely

Janine Stewart

Personal Assistant to

Ian Walsh

Principal Director

Falkirk

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