

## Summer 2014

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# BioAg COUNTRY

## BioAg user wins 2014 Top Cotton Yield

In November this year, Scott and Cath Vincent of "Wyrriagai" Narromine harvested a wheat crop that yielded 6.8 T/Ha of H2 graded wheat with 0.8% screenings and 11.5% protein, all in a season that produced little rain.

What makes this result even better for the Vincents is that it is the same paddock that gave them the title of *Top Yield for the Macquarie Valley* in 2014 for their cotton crop.

Not only did they win the highest ginned yield for this paddock (14.2 bales), but their average cotton yield across all paddocks was 29.13% above the districts average (13.3 B/Ha compared with the districts 10.3 B/Ha).

The winning paddock used a miserly 7.8 ML of water through a hot summer to produce the winning pivot. Its recent history prior to 2013-14 was 10.6 B/Ha of cotton in 11-12 and 10.5 T/Ha of corn in 12-13. **Continued page 2**



A profitable 2014 wheat crop for the Vincents, on the same paddock that won them the Macquarie Valley Top Yield in 2014 for their cotton crop..

## What Should You Pay for your **PHOSPHORUS THIS YEAR?**

Right through November the international benchmark price for MAP (FOB Tampa Florida) has sat on US\$470/mt. Sea-freight is currently >US\$50/t. This provides a CFR cost of US\$520 to the east coast of Australia. With an exchange rate of 0.85, AU\$20 to discharge ships, and freight into port storage we have a landed cost for MAP of around AU\$632. After port storage is paid, importer and supply chain margins are met, the ex port store retail price for the coming summer/autumn season should be above \$700 p/T.

The formula for calculating the SSP price from MAP is:  $MAP/50 \times 20 + \$20$  (the \$20 covers the value of calcium and sulphur). So at \$700 MAP we get \$300 SSP. At \$730 MAP we get \$312 SSP. Assuming that international prices, sea freight and the AUD/USD exchange rates remain roughly where they are, these are the likely commodity P fertiliser prices that the market can expect this summer.

Against this background our new Algerian RPR derived BioAgPhos contains more P than the Egyptian material that it replaces. On a dry weight basis it is 13% P, so assume 12% as received. Our special December payment price is \$355 (ex GST) per tonne ex Geelong - a \$30 saving off the full RRP that you can expect to pay later in the Autumn. This represents a P cost of \$2.96 per kgP. The equivalent SSP price at \$2.96 per kgP would be \$280, allowing \$20 for the sulphur component.

So BioAgPhos and its blends represent both the opportunity to apply long lasting P and great value at the same time when compared to commodity soluble P fertilisers. In addition our usual volume discounts will apply so we urge you to get in contact with your BioAg agronomist, so he can establish your needs for the coming season and lock in a deal for you.

# BAP now with more P



One of BioAg's guiding principles has always been to source the highest quality raw materials available to us at the time.

All materials used in our products meet our own stringent standards. BioAg has strict quality control processes, which set some of the highest quality standards in the industry.

Our new shipment of reactive phosphate rock (RPR), which we use to produce our BioAgPhos range, is no exception.

This new rock has a very high phosphorus content of 13% (dry weight

basis), is beneficiated so less dust, while containing relatively low levels of heavy metal cadmium.

Apart from increased performance, the only difference you will notice is the new rock is much darker in colour, almost black. Differences in colour between different rock deposits are common and should not of concern, as long as the analysis is satisfactory. It has high citric and formic acid solubility of 37% and 66% respectively, making it an ideal product for your enterprise.

The analysis of our product range based on the new RPR is as follows

Dry weight basis						
	N	P	K	S	Ca	Mg
<b>BioAgPhos</b>	0	13	0	1	36	-
<b>BioAgPhos S10</b>	0	12	0	10	32	-
<b>MagPhos</b>	0	10	0	1	25	8
<b>PotPhos</b>	0	10	11	5	27	-
<b>Pasture Primo</b>	0	4	0	0	39	-
<b>Superb</b>	0	9	0	7	31	-

Continued from cover. Their other pivots which averaged 13.2 B/Ha are currently being harvested with between 5.7-6.2 T/Ha of wheat resulting.

## The secret to their success?

The Vincents have been keen to improve their soils and in an effort to do this, started using BioAg programs in 2010, working closely with Andrew and Rhonda Watt of BioAg Central West, BioAg's distributors for that area.

Andrew and Rhonda have been long time consultants and distributors of BioAg products and along with the Vincent's consulting agronomist, Matt Ward of Narromine, gained a lot of enjoyment in seeing the Vincents produce such successful crops. Scott takes a keen interest in his soil and his commitment to BioAg products, and is subsequently seeing these noticeable improvements in paddock health and the production of his soils.

Differences such as improved water holding capacity and infiltration in undulating country, plant health, nutrient uptake, recycling of crop residues, and nitrogen efficiencies have all been witnessed.

The Vincents say the cotton trash has digested extremely well with only the large stem remaining, however even these are soft and are breaking up well due to the tremendous biological activity recycling the nutrients.



Andrew & Rhonda Watt of BioAg Central West.

## Results at a glance

Crop	Season	Result	Program (per Ha)
Cotton	2013-14	<ul style="list-style-type: none"> <li>Cotton Top Yield Grower of the Year 2014 (Macquarie Valley)</li> <li>14.3 bales of cotton on 7.8 Megs of water (winning pivot)</li> <li>13.2 bales overall average versus a district average of 10.3</li> <li>No discounts were given &amp; a premium of \$0.75c was paid</li> </ul>	247 kg N 53 kg P 400 kg lime 4 L Soil & Seed at planting 3 L Soil & Seed through pivot 6.9 L Balance & Grow 4.85 L Fruit & Balance
Wheat	2014-15	<ul style="list-style-type: none"> <li>6.8 T/Ha following up from cotton season</li> <li>11.5 % protein</li> <li>0.8 % screenings</li> <li>Pivot watering 60 mL</li> </ul>	1.5 L Soil & Seed 1.3 L Fruit & Balance 70 kg MAP 220 kg urea
Canola	2014-15	<ul style="list-style-type: none"> <li>Averaged 2.2 T/Ha</li> <li>45.5% oil</li> <li>V3002 breed grown (pays an extra \$100/T premium as it usually yields 15% less)</li> <li>Grossed \$1,250/Ha</li> </ul>	150 kg sulphate of ammonia 90 kg BioAgPhos 1.5 L Soil & Seed 1 L Balance & Grow 1.5 L Fruit & Balance 30 kg MAP 200 kg urea Lime was applied in the previous year

Congratulations to Scott and Cath and their leading hand Brett Shearwood on their win, and also to Rhonda and Andrew Watt and Matt Ward for the major roles they played in helping to bring about these results.

# ADDITIONS TO THE FAMILY



If you have recently rung our head office or visited our plant at Narrandera you may have noticed a couple of new additions to the team. Chris and Mel Billingham have recently joined us. Chris as Assistant

Factory Manager and Mel as Office Manager. Mel and Chris are actually Anton and Trudi's daughter and son in law and moved from Wagga Wagga to Narrandera to take up the roles in the family's business. The pair

aren't just content to work full-time in the business, both have their own side businesses as well! Chris is a trade qualified sign writer while Mel's millinery is in high demand. Welcome guys.

# A Tale of Two Paddocks

Wayne, Narelle and Colleen Brabrook have been BioAg users for 14 years and are yet another example of a BioAg success story and one of the many good news stories coming out of BioAg Central West.

Having been users of BioAg programs for so long, we often find the news coming off these paddocks is good, and this year is no exception.

The Brabrooks, of "West Harnham" near Trangie trade in prime lambs and cattle, as well as some cropping which is used mainly for feed.

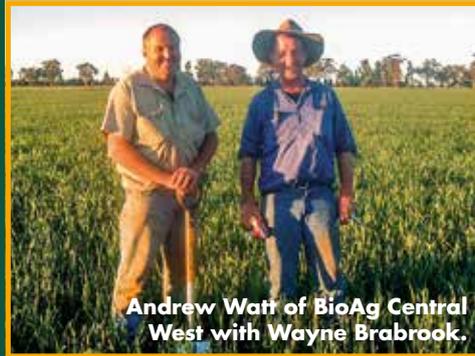
An example of the success the Brabrooks have enjoyed this year can be seen by taking a closer look at a couple of individual paddocks over the 6-month period of March 2014 to September 2014.

## Paddock #1 – 25 Ha

Crop	Program (per Ha)
Coolibah oats	80 kg BioAgPhos 80 kg sulphate of ammonia (SOA) 300 kg lime 40 kg seed 40 kg MAP 2 L Soil & Seed at sowing 1.5 L Balance & Grow 5 kg calcium nitrate 15 kg urea 1.5 L Fruit & Balance
Total program cost	\$135.70

This paddock ran 150 Angus steers for 8 weeks and is currently still feeding lambs.

The Brabrooks also stripped 50T of seed off this 25 Ha paddock with a selling price of \$250 p/T.



Andrew Watt of BioAg Central West with Wayne Brabrook.

## Paddock #2 – 32 Ha

Crop	Program (per Ha)
Self-sown oats	80 kg BioAgPhos 80 kg sulphate of ammonia (SOA) 300 kg lime 1.5 kg Balance & Grow 5 kg calcium nitrate (x2 applications, after each grazing)
Total program cost	\$83.80

This paddock has had 3 grazings and is still currently feeding another mob of lambs.

With self sown oats and \$83/Ha of inputs, Wayne carried 150 steers between both these paddocks with a very profitable outcome.

He sold 85 of these steers for \$860 each, stripped 50T of oats at \$250/T, and made \$3,424 p/Ha.

The Brabrooks doubled their money in 6-months!

## MORE YIELD increases with BioAg

Another BioAg employee has just received first hand experience of how BioAg improves yields.

Avril, wife of Michael Douglass, Administration Manager at BioAg head office has just given birth to twin girls Amelie and Camille.

The girls and mum are doing very well. Dad still hasn't had time to have a celebratory beer. Get used to it. Congrats!

## BioAg website

BioAg is pleased to announce the completion of their new website which will go live (hopefully) by the time this newsletter has reached you.

Anton Barton, Managing Director of BioAg said "our previous website had been in use for a few years and we found it wasn't keeping pace with the rest of the company".

"We strive for professionalism and superior quality in all areas of BioAg business, from sourcing raw materials, to manufacturing and product performance. We wanted our website to reflect that dedication and professionalism" said Anton.

The new website was a project undertaken by Michael Douglass, Administration Manager at BioAg in conjunction with local graphic designer Duncan Rorrison from *Dr Design* and Andrew Walters from *The Man in the Mill*.

We invite you to take a look, let us know if there is anything we could add that would be useful to you, and share the site with your peers.

## HOW LONG TERM SUCCESSFUL BIOAG FARMERS USE

It is well understood that soil P availability is a key requirement for optimum productivity and conversion of moisture into plant matter.

Successful users of BioAgPhos (BAP) in their cropping and grazing systems recognise the value of having slower releasing and longer available P as is the case with BioAgPhos, in addition to the water soluble P products, SSP and ammonium phosphates. They value the P supply and demand curves being better met than with an entirely soluble fertiliser approach.

Let me explain how best practice in the use of BioAgPhos eliminates any spreading cost argument.

In grazing systems we tend to prescribe BioAgPhos, its sulphur fortified version

BioAgPhos S10, or the BAP and gypsum blend Superb, at a 2-year rate.

All these materials are compatible with lime and/or other materials that are generally supplied in powdered or non-granular form. Therefore a typical pasture blend for application on a 2-year basis might look like 500 kg/ha lime blended with 300 kg/ha of Superb or 250 kg/ha of BioAgPhos S10.

In cropping systems where the soils are being disturbed, and spread product is more readily incorporated, greater amounts of product can be applied on a less frequent basis. A typical broadacre-spreading blend at the start of the rotation and every 3 to 4 years after might be: 1 T/ha of lime, blended with 200–250 kg/ha of BioAgPhos. Generally sulphur will come from gypsum or SOA that might be

prescribed as well depending on soil levels and crop needs.

With an application frequency of 2–4 years the additional spreading costs over spreading granular fertilisers annually are fully mitigated. At the same time, and given the compatibility of the BioAg solids range with lime and other soil amendments, these materials can be inexpensively blended together on farm for single application.

In short we've had farmer customers working with BioAg since we started producing BioAgPhos in 2000 and they happily implement the BioAg programs, knowing that the improvements in soil health, fertility and productivity far outweigh product and application costs.

# BIOAGPHOS

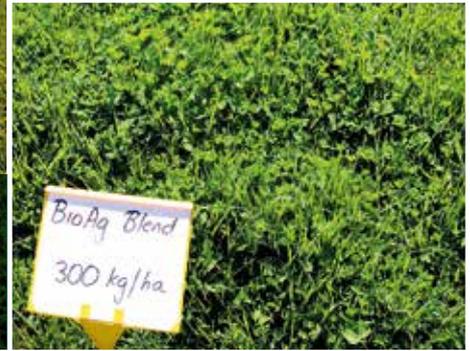
# The grass is greener in Murrabit

BioAg Area Manager Dan Hill with John Archard on John's dairy farm in Victoria.



*'Anyone can grow grass in autumn and spring just by throwing nitrogen down. Where this system stands out is its ability to grow quality pasture from March to December. High protein and high ME feed is what keeps your milk volume and components up'.*

Two photos from a recent trial show BioAg Superb's performance, especially given it was applied every two years versus annually.



John Archard has been using BioAg programs on his Murrabit, Victoria irrigated dairy since 2010 and is achieving winter pasture production that he was never able to achieve with conventional approaches.

John finds his cows are now happy to graze the same area for up to 4 days, whereas in the past they would have been knocking down the electric fence within a few hours to get back to the feed pad.

## John's BioAg program:

Season	Inputs (per Ha)
Autumn (applied just prior to the first irrigation in early March)	500 kg lime 200 kg BioAgPhos 100 kg sulphate of ammonia (SOA) 2 kg soluble boron (past 2 years)
Winter	2 L Balance & Grow 3 L Sulsa (equivalent to 8 units of N and 1.8 units of S)

The first foliar mix is applied in May/June and John normally follows the cows around with the boom spray. Occasionally the paddocks may receive 2 foliar during the winter months, but that depends on the season, grazing pressure etc.

As a consequence of the drought, John has moved away from summer pasture and now concentrates on maximising fodder conservation (silage) in the spring, which he then feeds out in the summer months. This minimises heat stress within the herd and helps prevent the drop in milk production you would normally see during heat waves.

After each silage cut, the paddock is irrigated and then sprayed with the foliar mix mentioned above to maximise both yield and forage quality. With this approach John has been able to achieve 3 to 4 cuts of silage from each paddock in the spring, whilst maintaining pasture production for the herd to graze.

## The key points for John thus far;

- I'm achieving winter pasture production that I was never able to achieve with conventional approaches.
- The cows are happy to graze the same area for up to four days, whereas with the conventional approach, they would be knocking the electric fence down within a few hours, trying to get back to the feed pad. In fact you have to be careful not to over graze paddocks.
- Greater palatability of the pasture means greater pasture utilisation.
- The root system is now extending down to 40 cm. Previously they wouldn't push beyond 5-10 cm.
- The cost per hectare is certainly no more than my old approach, if anything it is less.
- Whilst I have had to purchase a spray cart for the foliar, the advantages far out way the costs, particularly during that winter growth period.

## christmas closedown

BioAg wishes all its customers and distributors the very best of Christmas cheer. BioAg will take a break over Christmas from midday Wednesday 24 December and returning Monday 5 January.

However you will still be able to contact us for orders and enquiries during this time.

### For orders call:

Anton Barton 0418 367 326, or  
John Hill 0427 247 844

### For pickups at the Narrandera plant call:

Barry Knight 0407 593 888

To all of our customers and distributors, we thank you for your support and we wish you an enjoyable festive season and a prosperous 2015.



Better soils. Better crops. Better stock.™

**For more information,  
phone 02 6958 9911 or visit [www.bioag.com.au](http://www.bioag.com.au)**