Spring 2018

Fertilizer News

The Summit 2018/19 Fertilizer Supply Offer

Each year Summit offers clients the chance to pre-order fertilizer for the coming season. Pre-ordering gives peace of mind with supply guarantee, along with many other early order benefits.

For the coming season, growers can access variable and fixed price offers.

Fixed price

This is where the ***product, price, quantity, depot and month of collection*** are fixed at the time of signing the contract. Whilst the flexibility may not be as apparent as our variable priced option, the fixed price offer lets growers lock in a price giving surety of pricing and peace of mind before collection.

In a similar way that many growers manage their grain contracts, we recommend customers consider fixing a portion of their fertilizer requirements with the fixed price offer.

Variable price

With our variable price offer, the list price that applies is the Summit List Price that is current at the time of collection, not the List Price at the time of contract. Hence, the price payable will be the List Price at the time of collection of the contracted quantity, less any price variation entitlements that were available upon acceptance of the offer, and any further discounts applied by Summit.

The variable price option provides flexibility when it comes to timing and amount of product, however the price is also variable as list prices fluctuate.

Summit Area Manager David Armstrong, discusses the 2018/19 fertilizer Summit offer with Simon and Kaden Reynolds of Merriwa Farm, Kalannie.

Early signing benefits

When customers commit to a Summit Fertilizer Supply Offer before 31 October 2018, they will also receive Summits' Productivity Package. This consists of SummitQ services to the value of $2.00/tonne of fertilizer purchased and priority access to Area Manager services, including our popular SummitQ Fuel Gauge service.

Monthly collection variation

Early collection is still the best way to achieve the greatest discounts on fertilizer purchases. For variable priced contracts, prices are automatically adjusted depending on the month of collection. These are in addition to other discounts or variations.

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For more information talk to your local Summit Area Manager

SUMMIT FERTILIZERS

Summit 2018/19 FSO *(cont. from page 1)*

For fixed priced contracts the monthly prices are fixed at the time of signing the contract.

Payment methods

Many growers choose to use our popular Easy Pay option (Direct Debit by Summit). Talk with your local Summit Area Manager or Summit Depot for full details.

Other payment methods include:

- BPAY - Pay by BPAY through your online banking option. Summit's BPAY biller code is 220145.
- Electronic Funds Transfers.
- Cheques made out to "Summit Fertilizers".
- Agent Finance. Finance is subject to Agent approval. Agent finance terms and conditions apply.
- Summit Credit. Fast Pay and Pay25.
  - Delayed terms are available.
  - Credit is subject to Summit Approval. Summit Terms and Conditions apply.
- Visa or MasterCard for an additional fee.

For more information on the Summit 2018/19 Fertilizer Supply Offer, growers should contact their local Area Manager.

SummitQ part of the FSO

When customers commit to a Summit Fertilizer Supply Offer before 31 October 2018, they also receive access to our Productivity Package. This consists of SummitQ services to the value of $2.00/tonne of fertilizer purchased and priority access to Area Manager services.

SummitQ represents the technical services offered by Summit Fertilizers and is designed to boost on-farm productivity. SummitQ services are delivered by our Area Managers using their local knowledge and experience to make practical fertilizer recommendations.

Under the SummitQ umbrella are:

- Field Research
- InSITE
- Fuel Gauges

Field research is central to the information our Area Managers use every day to help farmers keep up-to-date. Data from trials is analysed and used to improve products, keep farmers abreast of the latest in nutrition research and to continually improve our SummitQ services, so that we provide the best in-field advice.

Our field research covers all aspects of plant nutrition. Most of our trials are driven by consultation with farmers and we also work closely with grower groups and other research organisations. An expansion of the field research program has meant an increase in dedicated resources.

InSITE is Summit's soil and plant analysis service offering an inSITE of your farm's nutrient status. Delivering analysis and interpretation, Summit InSITE has fast turn around times and the backup of your local Area Manager.

Based on years of field research, InSITE is continually being developed to make sure our models and information are as current as they can be.

Data from field research trials is continually tested against the model and adjustments made to calibrations and output as needed.

Soil analysis provides an inSITE into major nutrients as well as soil conditions such as pH (acidity), salt levels and organic carbon. Carried out in the drier summer months, soil analysis is the best tool for planning your fertilizer strategies for the coming season.

The benefits of continuous, in-season nutrient monitoring are evident as more farmers connect with the Summit **Fuel Gauge** program. In-paddock Fuel Gauges enable Summit Area Managers to measure nutrient responses against farmer practice. Using our NCALC software to analyse GreenSeeker data we can predict the responses of cereals and canola to nitrogen and predict the rate of nitrogen required to optimise yield.

Call your Summit Fertilizers Area Manager for more information.

Photo courtesy of Farm Weekly

Summit Fertilizers has enjoyed another excellent round of Field Days at Mingenew, Dowerin and Newdegate. Large crowds and happy faces reflected the current rural conditions. Many growers took advantage of the opportunity to seek the most up-to-date information and talk with our Area Managers.

A key feature of this year's Field Days was SummitQ. Showcasing the range of technical services on offer. SummitQ is all about increasing farm productivity and profitability.

Area Managers updated on 2018 field tour

For Summit Area Managers to provide the most relevant and up-to-date nutrition advice, it's important they keep abreast of the latest farming systems practices. To ensure this happens, each year our Area Managers tour farms across the State exposing them to a wide variety of crop and pasture production systems. Importantly, the annual field tour also takes in a wide array of Summit Field Research sites and external field trials.

Tour Highlights

In August the team toured the northern Wheatbelt with some significant highlights. In Geraldton they visited growers, discussed their farming systems and looked over a number of field trials.

Nabawa farmer, Jason Stokes, had established biserulla legume pastures to provide nitrogen for subsequent cereal crops. Biserulla is a hard seeded legume. Once established it can survive in a year-in year-out pasture/crop rotation. Biserulla pastures provide high quality winter grazing for sheep. Locked up in spring they continue to produce biomass which provides good levels of organic matter and nitrogen for the following cereal crops.

Research conducted by the Department of Primary Industries and Regional Development led Jason to not applying nitrogen to cereal crops following 2017 biserulla pasture.

Nitrogen mineralization from organic matter requires warm wet weather. This mainly occurs in spring or sometimes earlier in the season if summer rains are sufficient to keep the soil moist for an extended period.

In seasons where there is low summer rainfall and as a consequence negligible nitrogen mineralization, crop potential may be held back by limited nitrogen availability early in the growing season.

To further investigate this issue, Summit established a nitrogen trial to determine yield or grain quality benefits from applying nitrogen at seeding, or post-emergent, on wheat after biserulla.

Biomass results observed during the trial visit showed a growth response to nitrogen applied to wheat after biserulla pasture. Whether this biomass response will translate into a yield response or an improvement in grain quality will determine if a change of practise by Jason is warranted.

Brad and Raelene Burns farm east of Binnu. They have been deep ripping and applying lime to improve the general health and increase the productivity of their yellow sandplain soils.

Breaking up the hard pan has enabled better root growth and improved yields. Local research had shown that deeper ripping and incorporating lime at depth on acid sands were leading to increased yields, and Brad and Raelene had questioned if they could achieve improved results by modifying their own gear.

Brad and Raelene set up a trial to investigate whether increasing the lime rate from two to four tonnes/hectare and changing the ripped depth from 350mm to 550mm would make a difference. Summit has been involved in monitoring the site and placed N-Gauge strips across the treatments.

To see if incorporating lime at depth could be improved, inclusion plates were tested on some of the 550mm ripped areas and a spader was used to incorporate lime to a depth of 350 to 400mm.

Summit Area Managers were able to observe changes in crop growth on the different treatments, even though some of this was due to variations in crop establishment.

It will be interesting to see the results from harvest, although it is likely to require a number of years of observations to determine the best approach.

Brad and Raelene Burns (Binnu) ripping and lime treatments

Treatment	Depth (mm)	Tyne spacing (mm)	Lime (t/ha)
Control	No rip	-	2
Shallow rip	350	500	2
Tramline - normal rip	550	500 excl wheel tracks	2
Normal rip	550	500	2
Ripped with inclusion plates	550	500	2
Tramline - normal rip	550	500 excl wheel tracks	2
Spaded	350-400	-	4
Ripped with inclusion plates	550	500	4
Tramline - normal rip	550	500 excl wheel tracks	4
Normal rip	550	500	2
Control	No rip	-	2

DAPSZC®

What to consider when spending your fertilizer $

When considering next season's fertilizer requirements, it's worth taking a bit of time to reflect on the pros and cons of each fertilizer type. There are so many different ones out there now it's hard to keep up, but for simplicity they can be broken down into four broader categories. i.e. straight fertilizers, compound fertilizers, coated fertilizers and blended fertilizers.

At Summit we supply all of these fertilizer types. It's really up to the client as to what will suit the budget and the program best.

Straight fertilizers

Straight fertilizers contain one of the three major elements N, P or K and common examples include superphosphate (P), urea (N), potassium sulphate (K).

Compound fertilizers

Compound fertilizers are the result of a chemical process in manufacture. They combine two or more nutrients in an even slurry or mix before granulation, so that each granule produced contains the same nutrients in the same proportion. The most common examples would diammonium phosphate (N and P), monoammonium phosphate (N and P). More complex examples would be DAPZSC and MAPZSC (both with N and P) and Vigour (supplying N, P and K). DAPZSC, MAPZSC and Vigour all have zinc, sulphur and copper also compounded into every granule. That makes them an ideal broad-spectrum nutrient source for early crop establishment.

In WA, compounding trace elements into fertilizers is a particularly important feature as it allows even distribution of trace elements in the drill row and this ensures full availability to the plants. These popular products really offer premium handling, high concentration and effective in-furrow nutrient distribution and of course they cost a little more.

Coated fertilizers

In recent years there has been a proliferation of coated trace element products in WA. This has been driven by local fertilizer suppliers not having the volume of product with specific trace element analysis that warrants importing already manufactured product from overseas.

Some companies deal with this by spraying trace elements onto the product at dispatch and that can lead to quality issues, which is of concern.

To ensure even coating, Summit coated products are manufactured in a fertilizer drum well before dispatch. This enables the product to dry before delivery and/or storage.

History has shown that coated products don't always deliver the same outcomes as fully compounded ones. With coating, trace elements are held onto the compound with oil or a sticker, which itself may create handling issues at seeding. This problem can be exacerbated if a fungicide is also applied on to the coated fertilizer granule, because it is not absorbed into the fertilizer granule due to the oil coating. Hence the product remains wet.

Alternatively, if the oil or sticker rate is reduced to limit the impact on handling at seeding, there is a risk that applied trace elements can rub off the fertilizer. Granules can be abraded by handling during dispatch, transport or on-farm handling. This abrasion would lead to poor distribution of the trace elements for the crop and may well result in poor yields if the crop nutrient levels become deficient.

While coated fertilizers can be cheaper, they can also have their own unique handling issues.

Blended fertilizers

Blends are mixes of straight and/or compounded fertilizers that can fulfil specific nutrient requirements. They can be useful and are used by broadacre farmers and horticulturists that require a special fertilizer mix.

Moisture absorption with blends can be an issue. The relative humidity in the air at which a fertilizer blend begins to absorb moisture is almost always lower than for the individual components that make up the blend. Different fertilizers have different abilities to absorb moisture for example, MAP based fertilizers absorb less moisture than DAP based fertilizers. Summit Area Managers have lots of experience and can help with fertilizer blend recommendations.

Eddy Pol
Regional Manager - Northern WA
Summit Fertilizers

New compound MAP Cu & Zn

In the last two years Summit has replaced coated zinc and manganese fertilizers with full compound products. The new MAP & Zn and MAP & Mn compounds have been shown to be of high quality when used as standalone products or in custom formulations.

For the coming season, Summit will introduce a compound MAP Cu & Zn which will handle better than a coated product, especially if treated with a fungicide, and ensure that the distribution of copper and zinc is even in the furrow making them available to all plants during the season.

Speak to your local Summit Area Manager if you require more information on these compound trace element fertilizers.

MAP Cu & Zn joins MAP & Zn and MAP & Mn in the Summit compound range

Product	N	P	S	Cu	Zn	Mn
MAP Cu & Zn	10.5	22.5	1.0	0.32	0.64	
MAP & Zn	11.2	22.4	1.9		0.50	
MAP & Mn	10.4	21.5	1.9			4.0

Nutrient omission Fuel Gauge trial highlights paddock amelioration opportunities

When the Mctaggart family started farming a 1,200ha block north west of Moora they believed it would be an ideal addition to their home farm just north of Mingenew. Jamie McTaggart explains they originally bought the property between Moora and Badgingarra for its lighter soil types and history of reliable rainfall.

Their home farm is dominated by heavy soil types and in the early 2000's they experienced seasons where meagre rainfall wasn't enough to produce good crops on the heavy country.

"It was about spreading the risk, but of course it brought in a whole range of different issues," Jamie said. He farms with his brother Ben and season by season they have been working through the constraints that, given the rainfall, have stopped their lighter soils from achieving anywhere near their potential.

Non-wetting soil properties have doggedly brought about poor germination on the light soils and even in good seasons the crops have struggled to catch up. In 2015 the McTaggarts brought out the heavy equipment and trialed a deep ripper in one paddock and a square plough in another. The result was instant and despite a tight finish that year, the improved crop germination in the square ploughed paddock lead to a 600kg/ha grain yield advantage at the end of the season.

Their square plough inverts the soil to a depth of about 30cm, burying a lot of the water repellent topsoil.

Local Summit Area Manager, Juliet McDonald, has taken a keen interest in what the McTaggarts are doing and how inverting the soil changes the soil properties and impacts on crop nutrition.

"Once you turn or invert the soil, organic matter gets buried and other things like clay come to the surface," Juliet said.

"At the McTaggarts farm we did soil testing to a depth of 30cm to give us an indication of what we needed to put on as a seeding compound. But then we needed to know what to put on after that. We thought the best way to assess that was to put out a range of different nutrient rich strips to measure what's required and what's happening in-season.

(Above top) Jamie McTaggart and Summit Area Manager, Juliet McDonald, with the McTaggart's square plough used to invert the soil to bury water repellent topsoil.
(Above) Square ploughing has promoted better crop germination and nutrient omission Summit Fuel Gauges are helping to unravel some of the key nutrient drivers for crop growth after amelioration.

"Omission strips is actually what we've done here. It's where we run out a range of strips and omit specific nutrients to see what we're missing out on. So, we're trying to find out what is the key driver for growth.

"For example, if we just applied nitrogen and phosphorus was lacking, then we're not going to get the nitrogen response that might otherwise be there. Growth may be limited by other nutrients or nutrient interactions and that's what we need to try and sort out.

"The strips are there to give us an idea in the first year. With the soil amelioration we have removed some constraints and increased yield potential.

"We have changed the soil properties significantly. Therefore, do we need extra nutrition and if so what nutrients? It's almost like starting from scratch again and needs to be worked through. Fuel gauges will give us a much better idea of what to do next year," Juliet said.

How we go about our business

At Summit Fertilizers we like to make dealing with us as easy as possible without cutting any corners. If you haven't done business with us before, here are some of the things you might like to know.

For new clients, our starting point is an agronomic assessment of the requirements of your planned crops and pastures. This is based on objective measures such as soil and plant analysis, Fuel Gauges and biomass imagery.

Your fertilizer requirements need to be considered in light of such on-farm practicalities as storage capacity, labour availability and handling and seeding equipment.

Summit has the widest range of quality fertilizers in WA and our experienced Area Managers will help you decide which fertilizers best suit your farming program. We aim to make decision making and ordering as easy and convenient as it can be for you.

The Summit ordering process offers real flexibility. Variable or fixed priced ordering is available through the Summit Fertilizer Supply Offer. Orders can be combinations of fixed and variable pricing or customers can take out a variable price contract and then fix the price of portions of their order over time as market conditions change.

Fast efficient despatch is a hallmark of Summit depot operations. Well designed truck movement and flexibility in loading hours means trouble-free and efficient fertilizer collection for customers.

Order summaries, despatch summaries, tax invoices and statements are all available via the SummitConnect service on Summit's website. These are also emailed to customers monthly. Paper copies are available on request.

We offer peace of mind too! Summit has been operating in the WA fertilizer market for close to 30 years and is backed by a substantial and financially strong shareholder with a long term view of the WA fertilizer market.

So, if you haven't done business with us before and would like too,

Gary Lewis
Southern Regional Manager
Summit Fertilizers

simply contact your local Summit Area Manager or Summit Agent. Their contact details are on the back of this newsletter and on our website.

http://www.summitfertz.com.au/

They can help you organise your Fertilizer Supply Offer order before 31 October 2018 and gain security of supply along with Summit's Productivity Package benefits.

New Albany CSO

Natalie Thompson has joined the Summit team and taken on the role of Customer Service Officer in the Albany Depot.

Welcome aboard Natalie!

For orders or despatch, or anything to do with the Albany Depot, growers can contact Natalie on: 6819 6300.

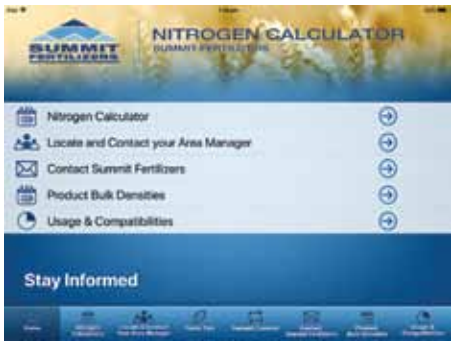
Summit App updates

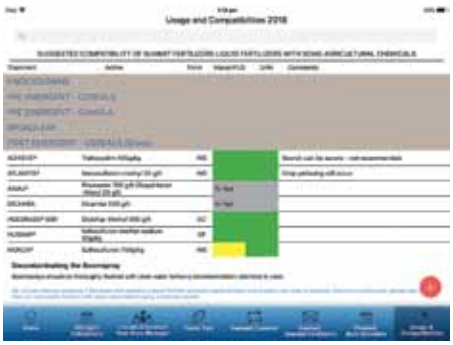
With the help of grower feedback, the Summit App is continually evolving and we're adding useful information all the time. In recent times we added Product Bulk Densities to the App because it's a question we are asked frequently when farmers are setting up seeding machines for different fertilizer products.

Most recently we added the popular "Liquid Fertilizers Chemical Compatibility" booklet to the information farmers can access online. Summit has tested a wide range of agricultural chemicals for their suitability to mix with Summit UAN and MAXamFLO. This booklet is easy to navigate and understand and gives farmers another option to make farming easier.

It's just not possible to test all formulations out in the marketplace, and simple factors such as water temperature or pH can have an effect on the mixability of the products.

When planning to use agricultural chemicals with liquid fertilizers, growers should make sure they understand all the recommendations. It's always best to do a jar test to check physical compatibility before filling the sprayer.





Season shaping up well at Kalannie

As with many grain growers across the State, the Reynolds family of Kalannie has enjoyed a great season to-date. Opening rains held off in their area until May 25, by which time Simon and Jenni and their son Kaden had most of their crop in the ground.

Their wheat, barley, oat, canola and lupin crops have taken advantage of the rains that have fallen since and are looking an absolute picture. Hopefully this will be a season to remember.

Simon sowed his crops with a MAPSZC/MOP (75:25) blend and liquid UAN at rates from 40 to 60L/ha.

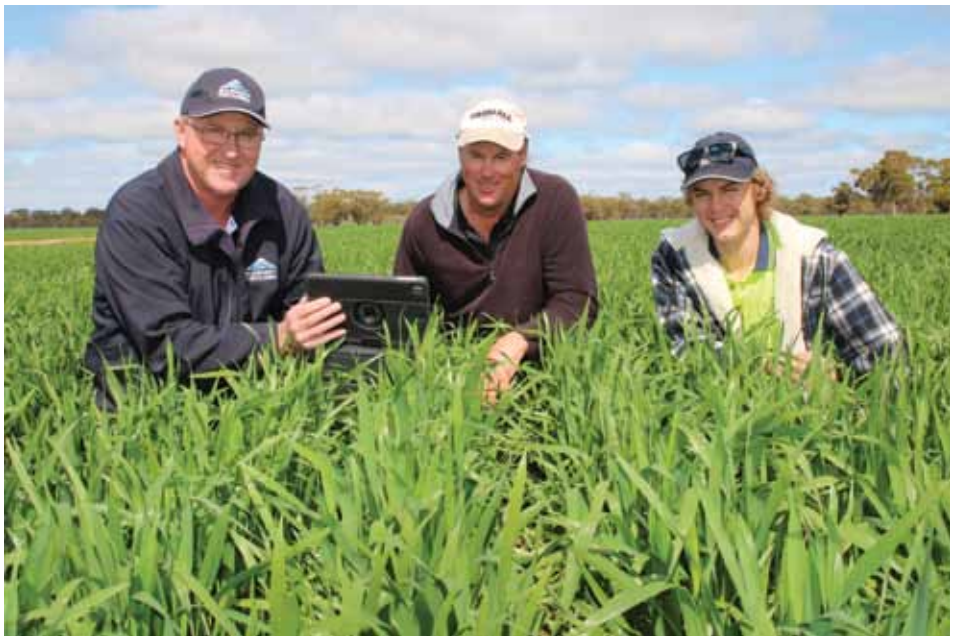
They do variable rate fertilizer application and vary rates according to soil tests and what crops have been in the rotation the year before. Solid fertilizer rates at seeding ranged from 50 to 70 kg/ha of total product

"Handling ability at seeding is one of the reasons we've gone for MAPSZC," Simon said.

"It was recommended to us by our adviser and has been a proven performer, so we've stuck with it.

"We normally get the MAPSZC blend in February or March. Treated properly and tarped off it stores very well out here. It just has superior handling and being a concentrated source of P there is less product to transport and store and there are advantages in seeding logistics as well compared to other products.

"At seeding we deep band the N underneath and the MAPSZC/MOP blend is drilled with the seed, so the plant has access to it straight away. With the blend at the maximum rate we have about 15kg of MOP and we have seen no seedling toxicity issues."



The Reynolds family of Kalannie has been accumulating harvest data and biomass images, and along with soil testing and local knowledge from their adviser now have three soil zones for fertilizer application at seeding. In an average year they would typically target cereal yields from 1.5 to 2.2 t/ha, but in a season like this, having a good background of phosphorus nutrition is a definite opportunity. Pictured above are Simon and Kaden Reynolds and Summit Fertilizers Area Manager, David Armstrong.

Congratulations to Clint Dolan from Nyabing, winner of the 2018 Summit Footy Tipping competition, pictured, receiving his prize from Lake Grace Area Manager Mark Stephens.

Clint's prize includes tickets to the WAFL Grand Final, accommodation and a gift voucher.

Superior handling MAPSZC

MAPSZC® was developed by Summit and continues to be one of WA's most reliable and popular cropping fertilizers, especially where seeding conditions can be difficult due to moisture.

With even sized granules and very good levels of copper (0.2%), zinc (0.4%) and manganese (0.1%) compounded into every granule, MAPSZC handles conditions other fertilizers can't.

The combining of S, Cu, Zn and Mn during manufacture gives far superior distribution in the soil compared to other formulations and is the most agronomically effective method of providing trace elements via solid fertilizers.

MAPSZC is suited to all crops, in particular wheat, barley and canola. It contains nitrogen (11.6%), very high phosphorus (19.8%) and sulphur (8.0%).

High P levels mean seeding rates can be kept to easily manageable quantities, whilst the MAPSZC nitrogen level ensures crop safety.

Rates of 70 to 80 kg/ha are commonplace with this concentrated product, which also helps reduce storage and freight costs and minimise refilling at seeding. MAPSZC also stores very well, so it's suited to early collection to take full advantage of Summit's early collection discounts.

Your local Summit Fertilizers Area Manager

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