

# Fertilizer News

## Reap the rewards with an early fertilizer order

Summit's 2020-21 Fertilizer Supply Offer (FSO) is now open and offers substantial rewards to assist your farm business. You'll find our FSO provides peace of mind along with many benefits!

Customers who order early and commit to the offer by October 31 will receive \$2/tonne to go towards Summit productivity technical services.

These services include inSITE soil and plant testing and in-season nutrient Fuel Gauges, both of which are delivered on-farm by our team of experienced Area Managers.

With inSITE, customers will receive detailed test results for individual paddocks and fertilizer recommendations prepared by your local representative.

Our recommendations provide specific fertilizer advice to deliver the right nutrients you require to achieve your target yields.

Recommendations are based on results from an extensive Summit Field Research program, combined with Area Manager experience gained under local conditions.

Summit Fuel Gauges are a well proven and developed tool for in-season nutrient monitoring. They gain in popularity every year and large numbers of Summit customers are now using Fuel Gauges to assist with their in-season fertilizer decisions.

In addition to saving money on technical services, growers that take up our FSO are given priority access to depot supplies when it comes to collection time. This is of benefit in situations when there is increased demand for fertilizer resulting from good seasonal conditions.

Growers can choose a Fixed Priced contract (where the product, price, quantity, depot, and month of collection are fixed at the time of



*Eddy Pol*  
Executive Manager – Marketing & Sales.  
*epol@summitfertz.com.au*  
Mobile: 0429 902 582  
Phone: (08) 9439 8919

signing), or take up a Variable Priced Offer for increased flexibility.

For ease of doing business a wide range of payment and credit options for approved customers are available.

Summit is committed to supplying high quality fertilizers and has one of the widest product ranges in WA.

Our products include renowned Australian made compound fertilizers DAPSZC and MAPSZC, high quality NPK compound fertilizers Vigour and Gusto, as well as a range of quality pasture products.

For more information on the 2020-21 Fertilizer Supply Offer, growers should get in touch with their local Area Manager, or call Summit on 1800 198 224.

### Inside this issue!

- 2020 field trial tour - a focus on P nutrition
- Key areas of nutrition research for 2020
- MAPSZC handles conditions other fertilizers can't
- Reintroduced technology working wonders on Neville's farm
- Taking Summit Fuel Gauges to the next level
- Making use of NDVI
- People behind the Summit business
- Fertilizers and granule distribution
- New Koorda business takes on Summit Agency

# 2020 field trial tour - a focus on P nutrition



Summit Field Research team member, Saritha Marais, explains some of the finer points of phosphorus nutrition research on the spring field tour.



Summit is grateful to farmer cooperators like Nathan Lawrence of Northam for helping us with trial sites so we can continue to support WA growers with crop nutrition research. Nathan is pictured above (right) with Summit Area Manager Brayden Noble.

For Summit Area Managers to provide the most relevant nutrition advice, it's important they keep abreast of the most up-to-date farming practices and research. To ensure this happens, the team tour key trials each year and typically catch up with some forward thinking farmers and agronomists.

Travel restrictions and a lot of uncertainty with COVID-19 in early 2020 really 'threw a spanner in the works' with Summit implementing such a large trial program. Working through a challenging situation, the Summit Research Team prioritised trials on key nutrients. The aim was to continue the momentum it has generated with information flow to clients, and to provide fresh data that is used to refine the inSITE recommendation model. Key sites for the 2020 field tour were on phosphorus (P) nutrition at Northam and Tammin.

## What we know

What we know about P is that availability to the crop in the first six to eight weeks is absolutely critical because P helps set-up yield potential by maximising tiller number and head size. Available soil P is readily translocated through the plant. While P is taken up throughout the growing season, yield potential is unlikely to be recovered if there is an early deficiency.

## What we need to better understand

Phosphorus accessed by the plant comes from either soil reserves or freshly applied fertilizer. For a range of reasons, availability for root uptake is influenced by climatic conditions that impact on soil moisture and temperature. As soil moisture and temperature conditions can and do change across the sowing window, they potentially have an impact on crop P uptake and overall requirements.

For these reasons, Summit is conducting important research into the influence of sowing time on P nutrition. At Nathan Lawrence's farm at Northam, Summit has a trial to explore wheat P requirements at three different sowing times.

Part of the spring tour was a visit to this site. Soil at the site is characterised as a loamy sand at the surface transitioning to loam and clay loam underneath.



A total of 90 plots were needed for the Summit P x sowing date trial at Northam. It's a large fully randomised replicated trial.





*The Summit team visit a well laid out phosphorus trial on Nathan Lawrence's Northam property in early August. This Summit trial seeks to address the issue of what influence sowing time may have on wheat requirement for P. It includes two wheat varieties - Scepter and Rockstar and three sowing times from late April through to mid-June.*

As the 2020 growing season unfolded, Nathan's farm had close to 50mm of rain in February followed by dry months in March and April where less than 20mm fell in total. May had about 35mm, stepping up to 45mm in June and dropping back to 35mm in July.

The Northam sowing time trial has two wheat varieties in Scepter and Rockstar sown on three different dates - April 28, a month later on May 28 and in mid-June (15<sup>th</sup>).

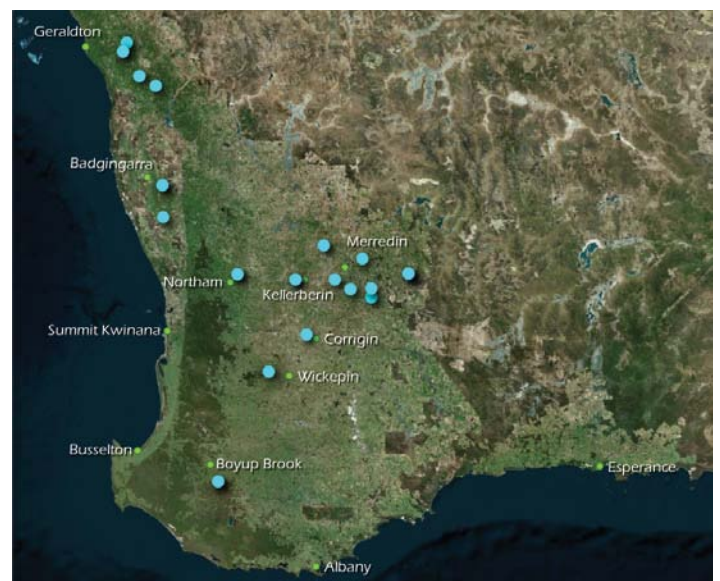
P rates of nil, 5, 10, 20 and 40 kg/ha have been applied across the trial which has 30 treatments in total, each replicated three times.

N rates applied across all treatments are a standard 95 kg/ha with a consistent rate of 15 kg/ha of K on all treatments.

When the Summit team visited the Northam site in early August, it was showing some good responses so fingers are crossed for a kind spring and some valuable yield information.

The field tour moved on to Brad Jones' Tammin property to inspect another P rate trial. In collaboration with the GRDC, Summit is examining phosphorus and potassium responses in a multi-year project called "Increasing Profits from N, P & K Fertilizer Inputs".

*Continued next page*



*Summit Fertilizers is an important contributor to WA crop nutrition research. Some growers may be surprised by the scope and depth of the trial program. Above is a map of 2020 broadacre trial sites. More information can be viewed at the Summit Website - go to the Field Research section, or talk with your local Area Manager.*





The Summit P trial on Brad Jones' Tammin property is similar in design to the Northam trial - without the time of sowing treatments. Scepter wheat was sown on May 5<sup>th</sup>. A total of 50 kg/ha of N and 15 kg/ha of K have been applied across all treatments - except for a nil treatment which had no applied fertilizer. P rates range from nil to 40 kg/ha.

Feeding into the information with Brad's trial is very useful real-time data generated every 15 minutes from 16 on-farm weather stations. These stations are strategically located across the farm and put him in a more confident position to make spray or fertilizer decisions, aided by real-time data.

*Brad Jones of Tammin is pictured above with Summit Area Manager Tracey Hobbs in a 20 kg/ha P treatment.*

*The picture below shows the trial in early August with modest seasonal rainfall.*



## Key areas of nutrition research for 2020

The 2020 Summit Fertilizers trial program should produce further data on the following key themes and questions:

- Continuation of soil K extraction methods and interpretation work.
- Short and long-term comparisons of K forms and placement for cereals and broadleaf crops.
- Expanding the investigation into Mn supply in contemporary cropping rotations.
- What is the current state of play for P requirements of new high-yielding mid and long-season wheat lines with different times of sowing?
- The opportunity for early sown winter wheat and the role of different P and N nutrition in best practice management.
- Yield Apex Nitrogen Cereal (YANC) series for realising the genetic potential of popular current wheat varieties.
- Local P soil test and rate responses, alone and in conjunction with factorial N and K rates.
- Seed barley nutrient profiles and subsequent crop performance.



# MAPSZC handles conditions other fertilizers can't

Summit MAPSZC is a premium cropping fertilizer with a reputation for exceptional handling characteristics. With more sulphur than MAP along with zinc, copper and manganese compounded into every granule, it has become the foundation starter fertilizer for Carl Fuchsbichler.

The Fuchsbichler's have a 9,000 ha cropping program north of Koorda and have been putting MAPSZC down with the seed.

Their farm's soil types vary across properties from acid sands to good duplex country, heavy clays, sodic soils and the cream is probably their sand over gravel and red loams.

Carl explained, it's on the red country where zinc is needed most. "Our red loams can be very productive, because even though we're dealing with low rainfall out here, given a bit of moisture they wet-up easily. Knowing how the loam and the good sand plain country responds to sulphur and nitrogen, MAPSZC with zinc in the compound was a good fit.

"We've used MAPSZC for the last three seasons. With zinc at 0.4%, when we go in with 50kg/ha the crop gets 0.2kg/ha, which is perfect for what we want to go down with the seed, knowing there's a zinc coating on the seed as well.

"Zinc goes on a little bit at a time; on the seed, in the fertilizer and then we go back with 200mL/ha of zinc oxide with the bromoxynil to reduce some of the herbicide bleaching that can happen.

"MAPSZC has very good levels of P. 50 kg/ha will give us about 10 units of P and 6 units of N. The crops get an extra 20 units of N from urea down the tube, so the N's banded and the P is sown with the seed. Follow up post emergent N ranges between 15 and 25 units."

Carl said potassium is also important and they spread MOP prior to sowing.

"That way we can just focus on the N later in the season," he said. "Sowing 9,000 ha, the truck can't be everywhere, so getting the MOP out first enables the spreader to do pretty much straight N after seeding."



*Carl Fuchsbichler of Koorda with local Summit Area Manager, Brenna Gray, in a very healthy crop of Berkshire triticale.*

Costs associated with fertilizer cartage, handling and storage all mount up when you farm out at Koorda. Carl said highly concentrated fertilizers like MAPSZC help reduce these costs. As a novel storage solution, he has even stored some of his MAPSZC in grain silos.

"It actually holds together really well despite being augered into the silo, augered out and then into the seeding

equipment. As a way of better filling the silo's were looking at investing in a belt elevator. MAPSZC stays together and we've found when augered it hasn't broken down too much.

"It will flow out of a silo because there is very little dust in it. That way we are getting two uses out of the silos rather than have them sit empty. MAPSZC is good because it's not too corrosive."

## Superior quality 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 (Cu 0.2%), zinc (Zn 0.4%) and manganese (Mn 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 many other products.

MAPSZC is suited to all crops, in particular wheat, barley and canola.

It contains N (11.6%), very high P (19.8%) and S (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 50 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 also suited to early collection.

## Reintroduced technology working well on Neville's farm

Mouldboard ploughing isn't for everyone. For no-till and minimum soil disturbance converts it's outdated technology that totally goes against the grain for planting and growing crops. However for farmers like Neville and Glenys Turner, it's old technology that can still have a valuable place in today's farming.

Mouldboard ploughing has worked wonders in selected pockets of their sandplain country. For that reason Neville's not prepared to give up on the plough just yet.

The Turner's farm west of Corrigin. Some of their sandplain country had a distinctive water repellent layer at the soil surface, which led to the general array of crop germination and establishment problems.

Patchy soil wetting created herbicide issues with significant weed escapes, subsequent brome grass build-up and to top it off, many of their sandplain paddocks are low in the landscape and are hence more likely to be impacted if frosts come around flowering time.

Neville said bad frosts on wheat crops that looked like they could have gone 3t/ha have resulted in yields as low as 0.3t/ha. Barley was the same.

### A change in thinking needed



Done well, mould-boarding totally inverts the soil, so for the Turners they take the soil that sits about 30cm below the surface and flip it, so it becomes the topsoil.

While Neville says it's certainly not for every soil type on his property, mouldboard ploughing has been a good way for him to deal with non-wetting soil and weed seeds, and along with incorporating lime it's also helping restore healthy soil pH.

To make it a cost effective option though, he still had to tackle the issue of frost by changing the way he did things. He couldn't keep growing crops that could be struck down before the end of the season. A decision was made to change the cropping regime in those lower lying areas and grow a lot more hay that would be less impacted by frost.

"It's like anything, you can't keep doing the same thing all the time and expect the result to be different. You've got to mix it up a bit," Neville said.

"We realised once we got the soil wet enough to get the crop established it would grow well. So, the key issues to overcome were frost and non-wetting soil.

"Crops on our low-lying sandy paddocks were getting frosted to some extent 8 out of 10 years, so we gave up trying to grow wheat on those areas.

"Mouldboard ploughing seemed to be a good fit for our non-wetting sand, and it's done a tremendous job with

about 300ha done over three years.

"In terms of nutrition, non-wetting soil at the surface was creating nutrient issues because the phosphorus we applied was in the top 10cm and if the topsoil remained dry, we weren't getting the full benefit from it. Since we've inverted the soil, buried that non-wetting topsoil and brome grass seed, we're getting much better results.

"The first year we did it the paddock went into wheat which out-yielded everything else on the property by about 1t/ha, so we knew we were onto something.

"At that stage contracted mould-boarding was \$120/ha plus diesel, but it more than paid for itself in the first year and after that it's been extra profit. We're growing oaten hay on those paddocks now and producing from 4 to 7.5t/ha of square bales for export.

"Of course, with growing hay we're putting a lot more nutrition in, but we're getting the return, whereas years ago when we were growing grain that was getting frosted, we were putting it in and making a loss in most years."

Neville said today's fertilizer inputs for hay crops are 100 kg/ha of Summit Vigour - which puts 12 units of K down the tube along with 12 units of P, 10 units of N, 5 units of S, Cu and Zn, along with 90kg/ha of MOP and 100kg/ha urea.

"Vigour has been a great product to handle with all the nutrients in the one granule,"he said.







*Experience has shown Neville Turner of Corrigin (above) that to get total soil inversion with the mould board plough, the soil needs to be properly wet up before working. At least 100mm of rain is ideal and then the cover crop needs to establish quickly to prevent any erosion risk. A little bit done well each year is the key.*

*Oaten hay crops with healthy, deep penetrating root systems is the result of plenty of lime and mould board ploughing to negate water repellency and bury brome grass seed (picture far left previous page). Good nutrition is an important part of the mix too. Neville feeds his hay crops with 100 kg/ha of Summit Vigour, 90kg/ha of MOP and 100kg/ha urea. More urea could be applied if the conditions are favourable.*

*Downsides of mould board ploughing are an erosion risk and that it can create a rough paddock, especially when driving across the working. The upsides are significant though. The picture (bottom right previous page) shows the soil has been inverted to a depth of about 30cm. Non-wetting topsoil and weed seed has been put down low while a small amount of clay has been brought to the surface as can be seen by the crusting that now forms at the surface.*



*by Steve Cooke  
Summit Area Manager*

**W**orking with Neville Turner and helping him develop his nutrition program has been a great experience. Neville really has transformed some problem paddocks and turned them into highly productive farmland. On some of his sand-plain that was once non-wetting he has grown up to four consecutive productive hay crops.

Removing hay from the paddock is of course a real drain on nutrition, in particular potassium (K). A 4 t/ha hay crop would remove close to 50 kg/ha of K and in a high yielding year, 7.5 t/ha would remove 90 kg/ha along with close to 40 g/ha of copper and 190 g/ha of zinc.

Summit Vigour down the tube with the seed has been a good choice for Neville, as it provides an early supply of K along with P, N, S and trace elements.

### **Summit Vigour**

- Well balanced NPK fertilizer.
- All major nutrients compounded into each granule.
- Easy to handle and suitable for any cropping situation that requires potash.
- Top up levels of trace elements compounded into every granule.
- Superior crop safety.
- Suitable for fungicide coating.



# Taking Summit Fuel Gauges to the next level



*Alan Manton started boosting potassium (K) nutrition by adding top-dressed MOP on paddocks he thought needed extra K. Wanting to make K available early to his crops, he then started having K blended in with his compound sowing fertilizer. In more recent years Alan has preferred to use a fully compounded starter fertilizer - Summit Vigour - which has NPK, sulphur and trace elements fully compounded into every granule. Alan is pictured above (centre) with his Summit Area Manager Steve Cooke and Summit Northern Regional Manager, Wayne Foot.*

Ten years ago, Alan and Kelly Manton of Yealering were budgeting for 1.6 to 1.8 t/ha wheat crops. Five years ago the plans would have been drawn up based on 2.1 or 2.2 t/ha yields, so with their current 10 year average for wheat now sitting around 2.6t/ha and 3t/ha for barley, it's clear yields are continuing to improve despite annual rainfall going down.

There is no doubt yield improvements have been largely driven by Alan's willingness to adopt new technology.

Getting things in balance has been a key driver to productivity, with adjustments to soil pH through a solid liming program and recognising crop nutrition requirements relative to rainfall and yield potential. More phosphorus (P) and also more nitrogen (N) and potassium (K) applied early to hasten crop biomass production has been key.

A focus in more recent years has been on K nutrition. The Manton's soil types are dominated by lighter country,

mostly sand over gravel or sand over loam.

Soil K levels a decade ago were typically 20 to 30ppm. Those levels have progressively built up by applying K down the tube at sowing with Summit's NPK products Vigour (12% K) or Vigour Boost (16.4% K), and topdressing MOP on a broader scale. Most paddocks now have K levels between 80 and 120ppm.

It's fair to say for those that know Alan that he's a thoughtful farmer and directed more by the science than gut feel. Knowledge is guiding the way and Summit Area Manager, Steve Cooke, has been laying down in-season Fuel Gauges on the Manton's farm for the past 5 years. He started with N enriched strips and Alan said he could easily see his crops would respond to more N, they just needed to determine how much would give the best economic response.

"Last year Steve put down N and N plus K strips and there was a very

distinctive K response above the straight N application. That indicated there was a solid interaction between the extra potash and nitrogen that was extremely beneficial to the crop," Alan said

"Steve's Fuel Gauges generally go down between four and six weeks after seeding. What's interesting is that crop growth in the enriched strips never shows up to the eye straight away. It's not until about 12 weeks after seeding that we start to get a visual response.

"The benefit of Summit putting in the Fuel Gauges is that Steve uses the GreenSeeker® technology to read the differences in biomass in the treated and untreated. That gives us an answer well before we can visually see any difference.

"So, if we're 15 or 25 units of N short of where optimal productivity would be, we can go and address the problem in-season.

"The best place to put the Fuel Gauge in is on relatively average parts



of the paddock so we can say, okay, if we can get a response there, it's likely to respond across the rest of the paddock.

"Last year's N plus K strips gave us the confidence to go out and try to replicate the result on a broader scale on different varieties of crops. This year we put in larger paddock scale strips in barley, wheat and oats to see if a decent kick of K above what we would normally apply will yield an economic response.

"Again, Summit tools have been useful to help assess the results. In a small-scale Fuel Gauge trial, the hand-held GreenSeeker works well, but on broader paddock size strip trials you can't be everywhere with the handheld device.

"That's where Summit's access to the satellite NDVI images (courtesy of DataFarming®) has been handy. Already from the maps we have started to see where we put on the MOP/urea blend as opposed to our normal practice of straight urea.

"So, I think we're on the right track. We have to keep everything in balance. We can't overextend, pour on more urea and not have it 100% utilised because there isn't enough K available."

Alan's paddock trials will be taken through to harvest and should yield some interesting results.

Each paddock trial had a 100m strip in the centre of 70kg/ha of urea, with MOP and urea applied either side

After harvest he'll work out the cost of spreading the extra MOP, measure the yield and calculate whether it's profitable enough to put out more K over the whole program next year.



*Summit Area Manager, Steve Cooke (below), measures NDVI in one of Alan Manton's trial paddocks with a hand-held GreenSeeker. In mid-August a MOP/urea blend appeared to be outperforming straight urea with readings of 0.88 and 0.80 (above) respectively. DataFarming NDVI biomass yield maps - accessible through SummitConnect - were showing a similar trend.*

## Making use of NDVI

Normalised Difference Vegetation Index (NDVI) is a very useful tool for showing differences in vegetative growth, and measures the greenness (reflected light) of plants over an area. Variations are not always visible to the naked eye, but can be measured by instruments such as a GreenSeeker. On their own these differences can be used to:

- Detect areas of stressed crops and areas of concern.
- Identify high to low performing areas.
- Track plant health.

Combined with other Summit tools, NDVI can be used to:

- Estimate yields.
- Predict optimum fertilizer requirement at a given point in the season (with Summit's N-gauge N-Calc system).
- Create variable prescription maps for fertilizer.
- Relate performance to historical factors (soil nutrient analysis, fertilizer use, weather, management practices etc.).
- Compare particular time frames of performance or averages with current status.





## People behind the Summit business



Rob Sewell would be recognised by many in the farming community for the excellent work he did as Chairman of the WA Grain Pool. Rob's continuing to lead a busy life. He is always on the go with many new projects underway or on the wish list for his farm east of Wongan Hills.

It may be less well known, but Rob has been on the Summit board as an industry representative for more than a decade. He was appointed to the board back in 2008 and has been working away in the background, attending board meetings and inputting farmer ideas and feedback.

"The Summit board meets four times a year and amongst other things, I'm able to provide the practical experience of someone who's using the products, how the crops are coming along and the wishes of other farmers that use Summit services and purchase the products," Rob said.

"I'm constantly asking growers what they think of the products, what they think of Summit, how it's going and how can it be improved. Every meeting I like to bring something new, a new suggestion.

"I'm convinced Summit has superior products and the desire to ensure growers are getting the service they need. And I am constantly being told by other industry representatives including truck drivers how easy it is to deal with Summit.

"Summit has adapted to and in many cases driven change. It's not just a corporate model, it's more of a user-friendly model and it's a pleasure to work with a company that's trying to work with the interests of all in mind."

## Fertilizers and granule distribution

Different phosphorus (P) based products that go down with the seed can vary significantly in their P content. A product like AllRich for example contains 8.7% P, compared to 19.8% P for a premium product like MAPSZC.

This difference has clear implications for farmers from the standpoint of logistics. Using a low P analysis product like AllRich would result in more than twice the loading, freight and storage compared with MAPSZC. Each of these logistical requirements comes with a significant cost.

If your farm is hundreds of kilometres from the nearest fertilizer depot, freight costs alone can really eat into your bottom line. With low analysis fertilizers you'll probably have to invest in more storage capacity and you'll also have to put more effort in at seeding with more frequent machinery filling compared to higher analysis products.

So with all these benefits, is there a downside to using such concentrated products? Every now and then we get queries from farmers asking, "are there enough granules there with concentrated products for efficient seedling uptake?"

It's a question that's worthy of further investigation and part of the reason why Summit has conducted a P trial with the Facey Group this year.

At Scott Young's Yornaning property, Summit has a trial where three different P rates (6, 12 and 18 kg/ha) are being tested.

To shed some light on the granule distribution story, the trial also includes 3 different sowing fertilizers i.e.

- MAPSZC (19.8% P)
- Vigour (12% P) and
- AllRich (8.7% P)

As an example, the middle P12 rate received 60 kg/ha of MAPSZC, 100 kg/ha Vigour and 140 kg/ha of AllRich.

There are a number of different soil types and textures at this site, ranging from gravel to sandy loam. For this reason the individual plots in this trial are larger than normal (100m x 4.5m) to take into account soil variation across the site. Each treatment is replicated 3 times and there are 30 plots in total. The trial is sown with Magenta wheat.

Growers with an interest in the trial should contact Summit Area Manager: Brett Coxon. Mobile: 0427 766 506, or Email: [bcoxon@summitfertz.com.au](mailto:bcoxon@summitfertz.com.au)



Summit Field Research Team member, Jack Pages-Oliver, banding the Yornaning P trial with different fertilizers back at the start of the season. This trial will investigate 3 x P rates and granule distribution through the application of high and low analysis products.



# New Koorda business takes on Summit Agency

For rural towns to survive and thrive well into the future they need new business start-ups that will support and revitalise the local community. So, it is with a great deal of satisfaction that Summit was able to offer Derek Henning and his partner Jessica a Summit agency agreement.

After a lot of hard work cleaning up and renovating a long unoccupied building in Koorda, they opened their business called Agri-Stock. For Derek it really was a homecoming after many years away from the family.

“After moving back to Koorda the shop came up for sale and we decided to give it a go and invest in the area. From November last year I started looking at agreements and setting up accounts with different businesses and in January we opened the doors. It’s been a full-time business since then,” said Derek.

“We’ve taken on an agency with Summit Fertilizers, Westcoast Wool, and 4Farmers as a distributor with a vision to build up agricultural merchandise further in the future.

“It’s been good to start with a kind season so far. Farms in this area were fortunate enough to receive good summer rainfall and it was reasonably consistent through the winter. The crops are quite clean and advanced for this time of year.

“I wanted to be with Summit because it’s a company with a solid reputation and an innovative product range that has a good fit for my business, so I approached Eddy Pol (Summit Fertilizers Executive Manager - Marketing & Sales). He came out, had a look at what we were doing with the shop and we reached a mutual agreement, which I was appreciative of as when you first start out you need some support.

“The products have been excellent and it’s easy to deal with Summit. Farmers report the whole process from ordering through to receiving product is streamlined and efficient.

“Communication’s been good, and I found with the advent of Covid this year and potential issues with supply of different fertilizer, Summit has been prepared to be flexible. They have made sure clients had what they needed. For example, if there was a shortage of UAN, Summit was happy to supply MaxamFLO as an alternative nitrogen source with the added benefit of sulphur,” Derek said.



*The long unoccupied Koorda store before renovations.*



*After plenty of hard work, AgriStock is clearly open for business and doing well.*



*Local Summit Area Manager Brenna Gray (left) with new Agri-Stock business owners Derek and Jessica.*



# Your Local Summit Fertilizers Area Manager



**GERALDTON**  
Shane Turner  
0429 947 919



**COOROW**  
Juliet McDonald  
0429 945 332



**WONGAN HILLS**  
Brenna Gray  
0408 711 954



**MOORA**  
Brett Beard  
0429 900 607



**NORTHAM**  
Brayden Noble  
0417 490 047



**KELLERBERRIN**  
Tracey Hobbs  
0429 470 007



**MERREDIN**  
Kobus Marais  
0427 766 508



**NARROGIN**  
Brett Coxon  
0427 766 506



**CORRIGIN**  
Steve Cooke  
0429 934 243



**BUNBURY**  
Ralph Papalia  
0427 766 535



**WILLIAMS**  
Jarrad Martin  
0427 788 521



**KOJONUP**  
Chloe Turner  
0447 469 245



**LAKE GRACE**  
Mark Stephens  
0427 766 517



**ESPERANCE (WEST)**  
Tim Donkin  
0408 092 355



**ESPERANCE (EAST)**  
Nick Donkin  
0428 715 045



**ALBANY (WEST)**  
Mark Ladny  
0498 223 421



**ALBANY (EAST)**  
Andrew Wallace  
0427 083 820



[www.summitfertz.com.au](http://www.summitfertz.com.au)

**Summit Fertilizers - 29 Ocean St, Kwinana Beach, WA 6167**  
ABN 49 058 794 737