

Fertilizer News

Getting the right nutrient balance for next year

Up until the end of October we have our Fertilizer Supply Offer (FSO) available (details below). For Summit and our customers, the FSO is an important part of the overall process of planning the logistics of purchasing and moving large tonnages of fertilizer in a timely manner. Experience over the past few years in particular has shown the fertilizer supply chain is a complex one and can be impacted, often by unforeseen circumstances.

Our 2023/24 FSO

The Summit 2023/2024 Fertilizer Supply Offer (FSO) is now open, and closing at the end of October 2023. It offers substantial rewards to assist your farm business.

By nominating your requirements within the FSO period, you will be given priority access to product available for our fixed supply contracts. In addition, you will receive a \$2/tonne rebate (all products), towards inSITE soil and plant testing on all tonnes collected by the end of July 2024.

Growers can choose a:

- Fixed fertilizer supply contract (where the product, price, quantity, depot, and month of collection are fixed at the time of signing); or a,
- Variable fertilizer supply offer for increased flexibility.

For ease of doing business a wide range of payment and credit options are available to approved customers. For more information on our Fertilizer Supply Offer speak to your local Summit Area Manager.

With the FSO we are asking growers to guide our decisions as to their requirements for next year, at a time when the season is still unfolding. Obviously, it isn't possible to cover off on the likely fertilizer requirements for every farm's circumstances, but the way the season is shaping up, I would tend to break it up into two general scenarios.

Scenario 1

The season is continuing well and final yield is likely to be a reflection of early and in-season crop growth potential. In this situation it would be reasonable to use Table 1 (below) to estimate crop nutrient removal resulting from the grain exported from the paddock. Allow some extra in the budget, because in most cases the crop demand for nutrients is higher than given in the table, because nutrient use efficiency (NUE) is rarely 100 percent.

Scenario 2

Late winter and spring rains so far have not matched early in-season rainfall and growth, which set crops up with good biomass and hence good yield potential. There are a lot of areas like this, in particular in the northern



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wheatbelt, where rainfall has been light or patchy since early August.

In this scenario the bulk of the crop has already been grown, which means available nutrients in the soil have been taken up and turned into organic material. If, because of seasonal conditions, those nutrients are not mobilised to fill grain, it adds another layer to be considered in the process of nutrient budgeting for next year.

The simple assumption may be that if a crop with a yield potential of 3 t/ha only reached 2 t/ha, then

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Table 1. Approximate crop nutrient removal

	N	P	K	S	Ca	Mg	Cu	Zn	Mn
	kg/t						g/t		
Wheat	23	3.0	4.0	1.4	0.3	0.9	5	29	40
Barley	20	2.9	4.4	1.1	0.3	1.1	3	15	11
Oats	16	3.0	4.0	1.5	0.5	1.0	3	17	40
Canola	40	6.5	9.2	9.8	4.1	4.0	4	40	40
Lupins	51	3.8	8.8	3.1	1.7	1.7	5	30	60

Getting the right nutrient balance for next year

(continued)

those nutrients would remain after harvest and allow you to cut back on your fertilizer spend for the next year.

While that could be the case, most often it isn't because there are significant processes involved in the release of nutrients from stubble that can take years. In short, those nutrients can be locked up for some time and need to be recycled to come back into a plant available form. That process will take time and rely on a combination of rainfall and suitable temperatures, microbial activity, and how the stubble is managed.

As a backdrop to all of this, many growers in the north had a number of high yielding seasons leading into this one. That resulted in years of a negative nutrient balance and an overall lowering of soil nutrient reserves. High fertilizer prices going into 2023 didn't help address that balance as growers really had to focus on getting value for money on each dollar spent this year.

So my main message for addressing 2024 fertilizer requirements is start planning and committing now. Think about what's right for your farm and circumstances and start implementing your plan. If your farm fits scenario 2, think about the most appropriate methods of stubble management and how that management will impact of nutrition going forward.

Don't underestimate the importance of soil testing, especially after this season. Aim to have your testing done before the end of the year. That way you will have the results in plenty of time for your February budget and you can put the finishing touches on seeding fertilizer requirements.

Within our FSO, Summit offers a comprehensive package that includes analysis done by APAL, a completely independent testing laboratory. And remember, our Summit Area Managers are here to help you every step of the way.

More than just fertilizer

At Summit, we are much more than simply suppliers of quality fertilizers. We are committed to making your business as productive as it can be, and making it easy for you to do business with us.

Summit's technical team continue to develop industry-leading services and digital tools for our customers with two goals in mind:

- that they are simple to use; and,
- that they provide real value to your farming enterprise.

SummitConnect

Summit was the first fertilizer supplier in WA to offer a customer login platform with SummitConnect.

The latest SummitConnect developments provide an experience completely unique in the industry, combining:

- orders;
 - transactions;
 - collections;
 - appointments; and,
 - geo-referenced technical farm information,
- all on the one user-friendly interface.

Secure and easy sharing of data is a key feature of SummitConnect. Customers can share access to financial information with their accountant, share soil and crop analysis data with their agronomy consultant and share select information categories with farm managers and/or staff.

Summit Fertilizers App

As a desktop platform, SummitConnect has proven its value. However, growers know life and the business of farming is not confined to the office. We recognise this too and have significantly upgraded the services available through the new Summit Fertilizers App.

The App is your best way to connect on-the-go. Available on tablets and phones using both Apple and Android operating systems, all of the features and functions of SummitConnect are there at the touch of a finger or thumb.

Fertilizer calculators, unit converters, advice and data on liquid compatibility with ag chemicals are now easy to use anywhere, anytime.

More exciting developments in viewing your data in a dynamic way and making nutrient management decisions easier for increasing profits are on the way and will roll out with Summit Fertilizers App improvements.

inSITE decision support

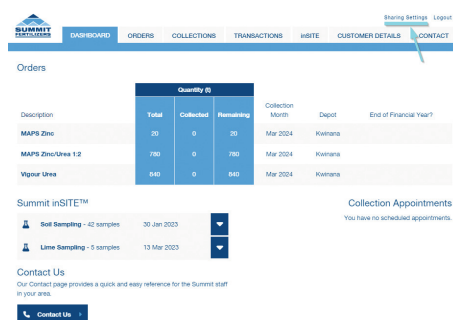
Fertcare® accredited soil and plant test interpretation reports, along with nutrient modelling and product recommendations are delivered and stored on SummitConnect for an entire history of your farming enterprise on the inSITE tab.

Your local Area Manager can help you register, connect and guide you through the best ways to view and use your SummitConnect information.

It is your information. Let's make it work for you.

Broader inSITE accessibility

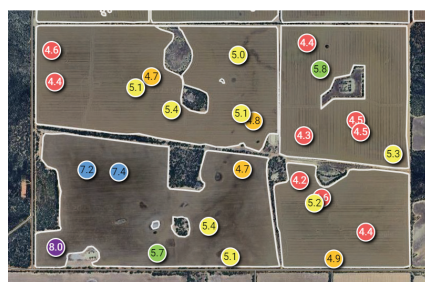
When viewing information on a screen, colours are a useful way of conveying that information without the need for words – for example green representing 'good' and red representing 'not so good'.



The SummitConnect desktop platform (top screen shot) was the first step and to add even greater convenience we have developed the new Summit Fertilizers App for both Apple and Android operating systems (above) to connect on-the-go.

More than just fertilizer

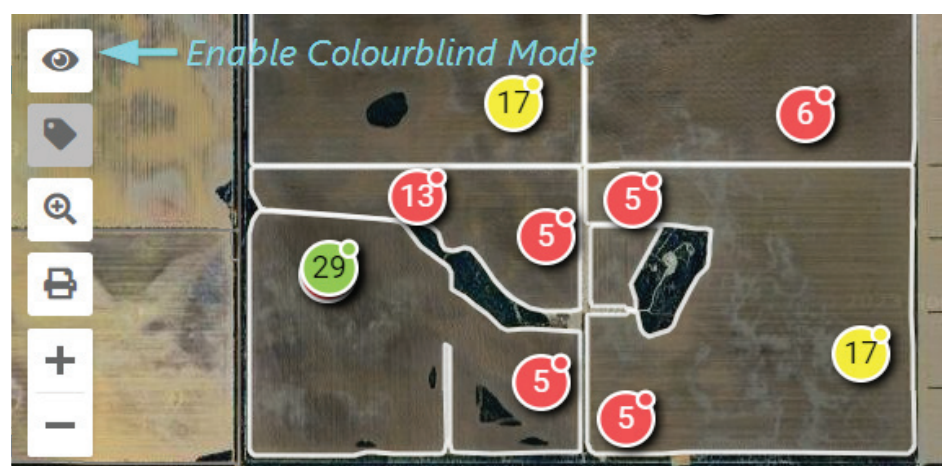
Normal mode trend map



Normal mode trend map with deuteranopia (1.5% of male population)



Colour-blind mode deuteranopia



Summit has improved inSITE accessibility to people with some forms of colour blindness with a Colour-blind mode toggle button (image left).

Soil pH in standard view mode (above left) and how standard mode appears to a person with deuteranopia (above centre).

Above right is how a person with deuteranopia will see pH with Colour-blind mode switched on. Note how the optimum – very acidic – extremely acidic status has better differentiation with Colour-blind mode on. For example, see the difference it makes to 5.7 optimal, versus 4.7 very acidic.

inSITE is largely a visual medium, hence it uses colour to display test results in a simple way from models that are complex.

For most people this works well because differentiating colours is not a problem. However if you are one of the almost 10% of men or 1% of women who are unable to distinguish between certain colours easily, it can be a real challenge. We are proud of the fact that inSITE is the first farm software we know of that seeks to improve accessibility to people with colour-blindness.

We have worked with our digital developers to add a 'Colour-blind mode' on inSITE data-intense displays such as our trend maps. It uses a slightly different colour palette to benefit people with the most common forms of colour-blindness (red-green deuteranopia and protanopia) who should now be able to better distinguish between the different soil and plant test outputs.

While we may not be able to address every situation, we are always interested in feedback to make our products better. Experience the Colour-blind mode by using the toggle button on inSITE trend maps.

Fuel Gauges

In-season nutrient decisions help drive farm production and profit. Summit's Fuel Gauges have set the standard for data-backed nitrogen advice in cropping situations. Verified by years of field trials, Greenseeker® NDVI data is processed by our in-season N calculator - developed by Summit customer David Cox, to give a nitrogen application rate for crops to deliver the

highest probability of maximum profit.

Many farms have benefited from having Fuel Gauges in their cropping paddocks. These (without nutrient limitation) test strips tell you the paddock potential. Adjacent crops with the same management and similar environmental conditions could be anticipated to respond in a similar manner.



Fuel Gauges are not confined to cropping situations (above left). Our Area Managers in mixed-farming regions are also using Fuel Gauges in pastures. They often deliver a lot of useful in-season guidance. Clear visual responses help identify where nutrition needs a boost (above right).

Blue sky vision with large N Gauges could be another step in the evolution of variable rate

Summit's traditional Fuel Gauges are nutrient rich strips, typically about 50 metres long, usually with nitrogen as UAN applied by a ute mounted boom. A measure of biomass accumulation (NDVI) is then recorded manually by an Area Manager using a GreenSeeker®. They measure crop growth both inside and alongside the strip in the adjacent crop.

For more than a decade and a half Fuel Gauges have proven their value. They are very robust and useful predictors of local nitrogen requirements and responsiveness.

They are however limited by scale and the capacity of Summit Area Managers to visit and drive through the crop each time to measure the NDVI.

Variable rate nutrient application technology is progressing all the time, along with a growing demand to address cross-paddock zones in a more precise way.

To meet this evolving need, Summit has been working on a process that if implemented, would up-scale the N-gauge system significantly. Grower boom sprays or spreaders could be used to apply a large non-limiting N strip across the entire paddock.

As the crop grows, the larger N Gauges along with biomass in the rest of the paddock could be continuously monitored from space by satellite NDVI sensors – cloud cover dependent, of course.

Larger strips would, in many paddocks, cross different production zones. That's where the information would potentially transcend to another level.

Customers could view the digital outputs directly on SummitConnect.

By applying discreet versions of the N-calculator to the different production zones within the paddock, a variable nitrogen application rate map could be generated, based on the current status of the crop and the large N Gauge strip.

It would offer a simple, fast and very usable solution.

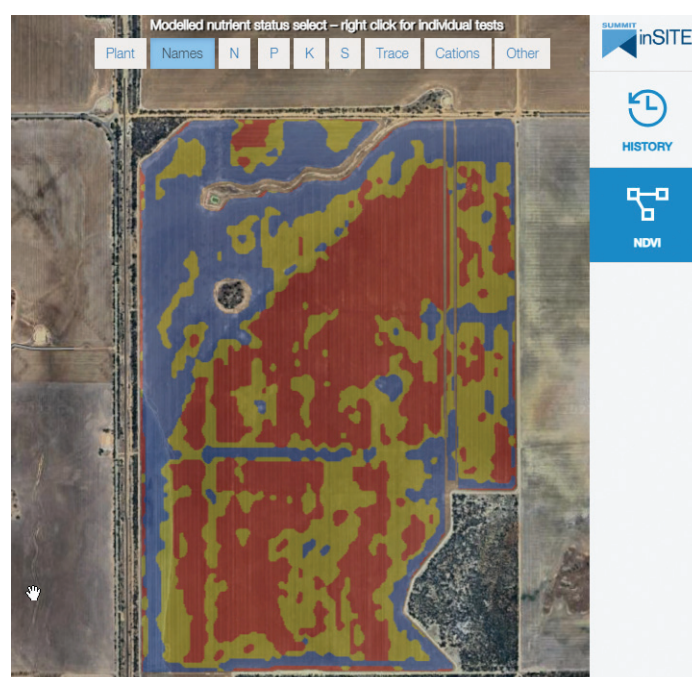
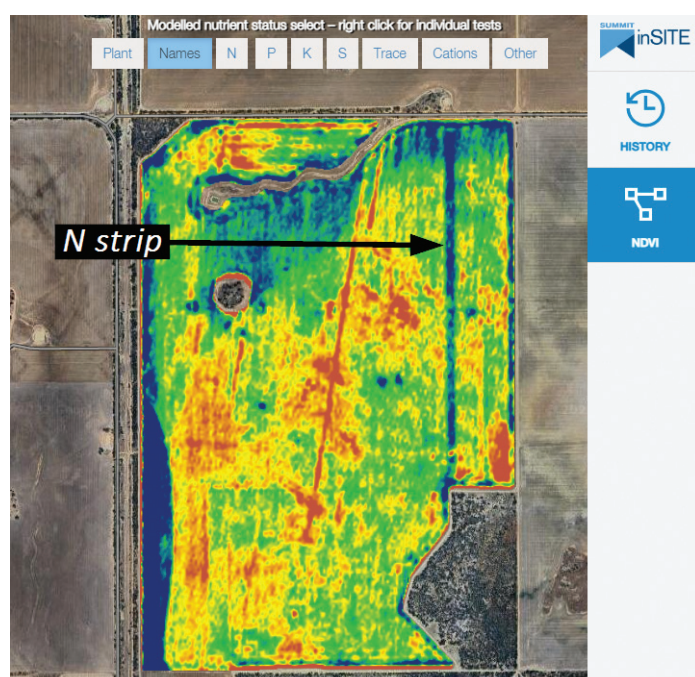
This exciting work is progressing well and perfectly complements our existing soil and plant analysis tools already available in inSITE.

These tools are designed with Summit's 'easy use, high value' philosophy to transform complex concepts and data processes into simple outputs.



Up-scaling the size of N Gauges combined with new technology and processes, has the potential to unlock a lot more in-season paddock information that would benefit Summit clients.

It would no doubt advance fertilizer decisions and operations regarding better nutrient management, so keep in touch with your local Summit Area Manager for future developments.



In the image above left, a large N Gauge runs vertically through the paddock (between the blue triangles). This in-season SummitConnect NDVI image has been used to generate a variable nitrogen application rate zone map (above right) with three zones. Note, the zone map was created from multi-year stacking of NDVI data and the N calculator used the in-season image to attribute variable N rates across the zones.

Summit UAN storage reaches another milestone



The Kwinana depot upgrade will expand Summit's ability to store and supply liquid UAN (urea ammonium nitrate) by adding a further 50,000 tonnes of storage capacity.

Construction on the new Kwinana depot UAN liquid fertilizer storage facility reached another key milestone in late winter.

Summit Fertilizers Executive Manager Engineering and Maintenance, Phil Hargreaves, advised staff on August 31 that pumping of UAN across to the new storage facility had commenced.

"Hydrostatic testing and a range of other system checks meant we were

able to start transferring liquid UAN over from our existing tank facility. This is another key milestone for us.

Completion of pipe work to connect the two facilities to full capacity, which allows UAN stored in the ponds to be used for dispatching, is next," he said.

"The facility has heavy duty primary and secondary HDPE linings, UV stable top covers and a state-of-the-art leak detection system to safeguard UAN management.



Pipe work is progressing to fully interconnect the new storage facility with existing depot tanks and truck despatch. Milestone Services Managing Director/Project Manager Lee Benger (right) and Summit Fertilizers Executive Manager of Engineering, Phil Hargreaves, inspect the progress.

"Electrical work, pumps and instrumentations are now all in place which means we are well positioned for this UAN storage to be fully operational for next season," Phil said.

New Summit Agents for Yelbeni and York

Alongside the Summit Area Managers, we have a number of Agents in a range of locations across Western Australia servicing growers with their fertilizer needs.

Summit has recently welcomed two new agents to the team in the Wheatbelt. Avon Valley Ag with stores in York and Beverley, and Yelbeni Rural located on the Nungarin-Wyalkatchem Road. Summit Area Manager David Hull says, "Having Agents with access to our offerings gives growers more options to access their farm requirements".

Avon Valley Ag and Yelbeni Rural are both family-owned with experienced people there to help.

They are both well-known within the industry and have experience with growers in their respective areas. We are looking forward to having them as part of Summit's network".

Visit www.summitfertz.com.au/about/agents for contact details.



Brett Cassidy, Avon Valley Ag and David Hull, Summit Area Manager, Narrogin.



Phil Hutchison, Yelbeni Rural and Tracey Hobbs, Summit Area Manager, Kellerberrin.

Summit staff moving forward

Wayne Foot stepped up in mid-August to take on the role of Summit Executive Manager - Marketing and Sales. His appointment followed the retirement of Eddy Pol from the position.

Wayne joined Summit in 2020 as Regional Sales Manager - North. Since then, he has worked with the company's northern wheatbelt Area Managers, and helped guide them through some outstanding and yet complex and challenging seasons. So while the new role will undoubtedly be demanding as well as exciting, he enters it well prepared.

Originally from Wongan Hills, Wayne has an abundance of agricultural industry experience. He owned and managed a farm retail agency in Dumbleyung, worked for Elders as Regional Fertilizer Manager and in the period prior to joining Summit, kicked-off another business which supported a range of small agricultural companies



*Wayne Foot
Summit Executive Manager - Marketing & Sales*

with their sales/demand planning and logistics services here in WA.

Wayne brings a blend of valuable experience in both the northern and southern regions and says he is already enjoying the new role.



*Eddy Pol
Retired from Summit in August*

Eddy Pol

To everyone that had the pleasure to work with Eddy Pol, it is clear that the fertilizer industry has benefited greatly from his honesty, integrity and love of science.

He retired from the leading Summit Sales and Marketing role after a long career path that led him through senior roles in many companies.

Eddy has left a strong industry legacy through his various technical and business management roles, along with his foundation work with Fertcare. He held a place in the Fertcare working group that established a leading fertilizer industry training program. Fertcare is the fertilizer industry program that trains and prepares people all along the fertilizer supply chain to promote:

- productivity,
- environmental stewardship, and
- food safety.

Fertcare has significantly improved systems for managing fertilizer use in sensitive areas such as South-west WA.

Reflecting on his 40 years in the industry, Eddy notes how much recognition has increased on the importance of relevant research that helps guide growers' decisions about better fertilizer use. Improved soil and plant testing techniques and using variable rates on differing soil types have been equally rewarding.

He said the impact on the industry has been an increased demand for



Summit Fertilizers acknowledges the great work and achievements of our Credit Manager, Cheri Bowater, who has recently been awarded the Australian Institute of Credit Management WA, Credit Professional of the Year Award for 2023.

In her work as Credit Manager, Cheri uses her fantastic interpersonal skills to achieve a solution that works for both Summit and our customers. Cheri is pictured above accepting the Award from Angus Nicholls of Illion, sponsors of the award. Well done Cheri. We look forward to you representing WA at the National Conference in Adelaide.



Brett Beard
Regional Sales Manager - North

fertilizer, particularly nitrogen and potassium, as growers recognise the benefits on increased yield and quality.

As Eddy moves into a new, more relaxed life phase, he and his wife look forward to hitching up the caravan and exploring more of WA.

He also plans to have longer stints travelling abroad. All the staff at Summit wish Eddy all the best for the next chapter.

As Eddy and Wayne both move forward, so do Brett Beard and David Armstrong.

Brett Beard

Brett moves out of the role of Area Manager - Moora, to take on the position of Regional Sales Manager - North.

He came to Summit in 2008 after eight years as an agronomist in a rural merchandise company.

Brett grew up on the family farm at Cunderdin, before heading off to Guildford Grammar and then on to the University of Western Australia to complete a Bachelor of Agricultural Science (Hons).

In his role as Area Manager, Brett developed great working relationships with Summit customers.

He is keen on research and science, and has helped with the installation of many Summit trials over the years as well as conducting on-farm Fuel Gauges to test growing season potential for clients in his area. Brett is a fully qualified Fercare Accredited Advisor.



David Armstrong
Area Manager - Northam
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David Armstrong

After the past four and a half years in a full time business analysis and sales role in the Kwinana office, David Armstrong is back in the field. He says he is enjoying the diversity of combining the Area Manager - Northam with his head office analysis role.

David is a Fercare Accredited Advisor and his 35 years of experience in the agricultural industry will no doubt assist growers to improve their productivity with sound nutritional advice.

David covers the shires of Northam, Goomalling, Dowerin and Toodyay.



Alana Alexander
Area Manager - Moora
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Alana Alexander

Joining the Summit team is Alana Alexander who has lived in Moora for the last seven years and worked for two large growers, and with Afgri as an Account Manager. To start the next chapter, Alana has joined Summit, replacing Brett Beard.

Nearing completion of her Degree in Agriculture through The University of New England, Alana's interest in the Moora region along with a love of agriculture is evident in her voluntary appointment to the board of The West Midlands Group. We look forward to you meeting Alana over the coming months. She covers the shires of Moora, Gingin, Victoria Plains, Chittering and Dandaragan.

Summit welcomes Amy Corsini and farewells Brayden Noble

With David Armstrong back in an Area Manager role, Summit has appointed Amy Corsini to the role of Sales Analyst & Support based in Kwinana.

Originally from a farming background in Westonia, Amy demonstrates an extremely high level of understanding of the agricultural industry.

After studying a bachelor of Agricultural Business Management at Muresk, Amy taught at the WA

College of Agriculture Narrogin.

We look forward to her being a valued member of Summit.

On behalf of the Summit team and customers, we would like to thank Brayden Noble for his years of hard work and the technical expertise he added to the company.

Brayden has given up his role as Northam based Area Manager to return to his family farm at Watheroo.

Your Local Summit Fertilizers Area Manager



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