

Southern Soils FERTILISER

A BALANCED APPROACH



SPRING 2022 NEWSLETTER

Uncertain times calls for steady hands

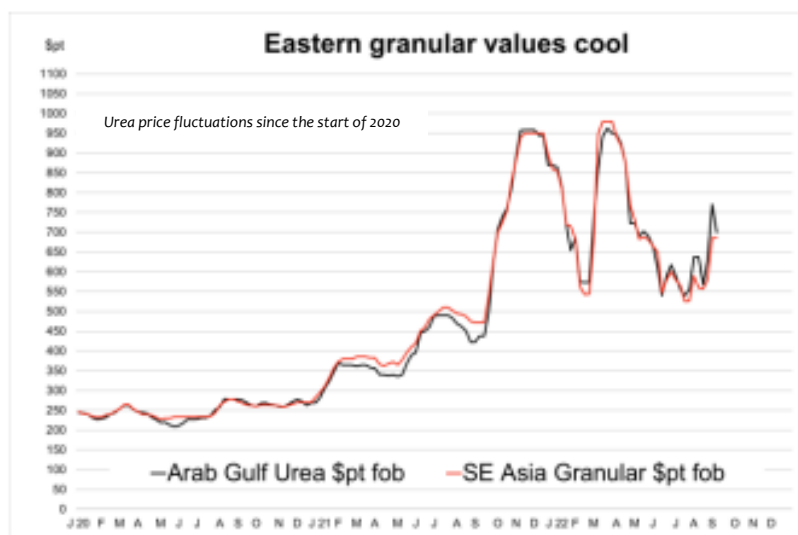
Welcome to the 2022 spring newsletter.

Autumn 2022 saw an unusually late start to the ever-reliable western District region of Victoria, however much of the rest of the state saw a fantastic start and has continued to get regular rain. Thankfully the Western District did eventually get good rain and has seen a relatively dry winter which has been very much appreciated, with a positive outlook for spring to come.

As we are all aware there are a number of factors currently at play affecting our markets and terms of trade including high fertiliser prices and fertiliser shortages, volatile livestock and grain markets, biosecurity threats, the weather and labor and freight shortages.

We currently sit at a very volatile time worldwide, which is certainly cause for concern. However as always there are things we can control, things we have absolutely no control over and some things which we can plan for based on the best information we have at hand.

The past 12 months has seen sharp rises in almost all fertiliser inputs on the back of countries reducing their export tonnages, high gas prices increasing production costs, soaring shipping costs and sanctions on some country's exports.



Southern Soils FERTILISER

A BALANCED APPROACH



While we have seen some settling in the market, (albeit at a very high price), we are not expecting to see any major relief on this front in the near future.

I have been asked the question numerous times this year, 'what has everyone else done with their fertiliser inputs?'. I'd break it into the following categories -

- 'We need the nutrient; prices are good and I want to maintain production; I will stick with my usual program and deal with the extra cost'
- We'll address soil acidity issues with Lime and Dolomite where needed as a priority
- What alternatives are there?
- I'm not paying these prices; I'll wait until it comes down in price.

As you can see there have been a few different strategies, but for the most part farmers have withstood the price increases and certainly forward planning and accurate budgeting has been rewarded. Thankfully most farming businesses have had several good years and have been able to build some resilience into their systems to push through.

I am always encouraged when listening to livestock presenters talk about tough times and the common theme which always comes through is that we must maintain our grass production to drive our livestock business.

Everyone will be looking hard at their inputs and how to reduce their cost of production, so it's more important than ever to make sure you do the basics well.

Soil test, address the most limiting factors, make sure you match inputs with outputs, utilise what resources you have on farm first, i.e., first make sure you're consuming what you are producing.

I'm often asked if I'm going to skimp on fertiliser inputs, which paddocks do I drop off first? In my opinion that's an easy answer ... the lowest performing ones. If you think about it logically, the best performing paddocks, produce the most product and in turn have the most nutrient pulled from them. They are also the paddocks which have the furthest to slip and if a high performing paddock drops it can be very expensive to get it back to full production.

On the flip side a low performing paddock doesn't have far to fall and often gives us our least return on fertiliser investment.

On a positive note, there appears to be an ever increasing and genuine demand for what we produce and if we can navigate these volatile times the outlook is promising for the farming sector. I would encourage everyone to stick the course and be aware of what's happening around us but not alarmed or too reactive, as markets will continue to be volatile, but it doesn't pay to lose focus on your own goals.

Southern Soils FERTILISER

A BALANCED APPROACH



Perennial Pasture Systems Annual Conference

As Perennial Pasture Systems members and event sponsors, Southern Soils Fertiliser were represented by Peter and Allan at the PPS 13th Annual Conference in Ararat on Tuesday 23rd August.

They joined around 100 Perennial Pasture Systems members along with some 20 industry representatives who gathered together to listen to a great line up of speakers presenting on a range of topics of interest to farmers and agribusiness.

The quality of presenters and topics was well received and included discussions on:

- Managing sheep nutritional requirements with declining feed quality
- Current research projects underway at UNE through the SMART farm's initiative
- Managing acidic soils
- Potential improved legume options and perennial grain crops
- New grading systems and abattoir improvements for sheep meat
- Market outlooks for red meat, grains, wool and major farm inputs
- Putting together a team for a successful, sustainable farming business

As agronomists, the discussions around applying Lime and the benefits it provides to our soil and farm business were of particular interest. As well as the talk on commodity price outlooks for the next 12 months, and expected seasonal conditions.

International Meat Market Analyst Simon Quilty was the guest speaker at the dinner and talked about marketing meat into China and India and the challenges that Australia faces.

If you have not attended any PPS events before, they are a great farmer driven group with a focus on perennial grass and livestock systems. They run a lot of projects driven by what their members want and give fantastic farmer-oriented info back to the group and wider industry.



Southern Soils FERTILISER

A BALANCED APPROACH



Staff profile - Jane Tosetti



I joined Southern Soils earlier this year on a casual basis to help with all things Agronomy. So far, I've mainly been helping with soil and tissue testing and various deliveries.

Having grown up on a farm in the Bulart area and currently residing in Hamilton, I know the area very well. I completed a Bachelor of Applied Science (Agriculture) at Charles Sturt in 2004 and previously worked as an agronomist with Vickery Bros. I worked in both cropping and pastures through the south-west and in south east SA.

I have been away from Agronomy for a while, with a young family taking priority with endless trips to and from school, sport and other activities. With all the kids getting older I am now looking forward to getting more involved in Agronomy with Southern Soils and taking on more clients.

Please feel free to call me during school hours, or message me anytime on ph. 0419 040 405

Product Profile - BioAgphos

BioAgphos - A Fully Natural Phosphate source

At Southern Soils we use and recommend BioAgphos in a lot of our blends, here is a list of reasons why

- High Phosphorus and Calcium Levels (12.7% Phosphorus and 35% Calcium)
- Reduced nutrient losses due to common issues such as leaching and lock up
- Much greater P availability than conventional rock phosphates, minimum 35% Citrate Soluble and 65% Formic acid Soluble, meaning around one third is immediately plant available and the balance is slowly digested over 1-2 years.
- Suited to Bi-annual applications
- Cost effective source of Phosphorus
- Treated with specific phosphate digesting microbes
- Improves soil microbial activity
- Suited to blending with lime, Gypsum, compost and trace elements for an even distribution when spreading
- Certified Organic allowable input
- Perfect for those that want to reduce their reliance on synthetic fertilizer inputs, but still drive farm production.



Southern Soils FERTILISER

A BALANCED APPROACH



SPRING SOIL TEST OFFER 25% OFF*

**A MINIMUM OF 3 SOIL TESTS
TAKEN FROM THE
3RD OCTOBER - 9TH DECEMBER 2022
EARNS YOU A 25% DISCOUNT.**

***APAL COMPLETE SOIL TESTS ONLY**

Southern Soils FERTILISER

A BALANCED APPROACH



No doubt there has been a record land sale in your area of recent times. Therefore, we should all be well aware of the value of the farming assets we manage and the need to get a healthy return from it.

Regular Soil and tissue testing is one of the keys in understanding and managing the nutritional requirements of your pasture and grain crops.

Soil and tissue tests are relatively cheap in comparison to the inputs it takes to run a productive and profitable farm.

Applying too much or too little of the required nutrients can have big ramifications on production and also animal and plant health.

Normally a whole range of nutrients are required to drive production and maintain soil, plant and animal health. Starting with a sound testing program is the best way to achieve this and get value for your fertiliser dollar.

To receive 25% off your Spring soil tests, you must have a minimum of 3 soil tests taken between the 3rd October and the 9th December 2022.

Contact our agronomy team to arrange a visit –

Peter - 0429 448 653

Allan – 0409 858 346

SOUTHERN SOILS FERTILISER

Peter Ham 0429 448 653
peterham@southernsoils.com.au

Jane Tosetti 0419 040 405
jane.tosetti@southernsoils.com.au

Allan Reid 0409 858 346
allan.reid@southernsoils.com.au

Tanya Lambert (Administration)
tanya.lambert@southernsoils.com.au

1300 11 81 81

251 South Boundary Road (Po Box 565), Hamilton, Vic, 3300
admin@southernsoils.com.au | www.southernsoils.com.au

 Southern Soils Fertiliser Pty Ltd  @SouthernSoils

Southern Soils FERTILISER

A BALANCED APPROACH



Southern Soils FERTILISER

A BALANCED APPROACH



WINTER WEDGE

**UAN, CN & FA
(34-0-0-0)**

This season's rainfall has in general been excellent, certainly in the tractional grazing parts of Central & Western Districts of Victoria.

With soil temperatures low, we need to get the most out of the nutrition being supplied to fill the void of "winter growth".

Southern Soils have developed a Liquid fertiliser product "Winter Wedge" to help our customers achieve their goal of getting the most out of a cold/wet winter.

Call Peter 0429 448 653 or Allan 0409 858 346
to discuss rates/application.

1300 11 81 81

251 South Boundary Road, Hamilton, 3300