



Australian Fertiliser Services Association

FERTILISER NEWS



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GOVERNANCE AND FINANCE COMMITTEE

Chair: Brian Lund

As you are likely aware, the merger of the Governance and Finance Committee was recently agreed by the Board recognising the integrated nature of these functions in a strong business or organisation. It marks a new opportunity for the organisation, and one which we intend will deliver concise and comprehensive support to the Board and Executive so that AFSA can move forward with confidence.

Already the Committee is articulating a new architecture for the organisation to embrace South Australia's recent initiative. At their State AGM SA appointed an entirely new Leadership Group with the remit to focus on membership, gatherings and initiatives of most interest to members, charging the National Board to fulfil the organisation's formal roles and responsibilities.

NSW have also decided to go down this path and are now looking to appoint a new Leadership group in the coming weeks.

The Governance and Finance Committee is well on the way to setting up a policy proposal designed specifically to ensure that under this new initiative, the SA and NSW members can be confident they continue to get good representation at the national level, that they get the right oversight of AFSA's financial management, and that they have clear avenues to access AFSA resources.

This is just one of the crucial pieces of policy development that is coming down the pipe for AFSA. There will be more in this term. Coupled with the importance of supporting our Board and Executive it's going

to make for exciting times ahead and I've no doubt that despite our likely reliance on email and zoom, the satisfaction and learning that we all gain in helping AFSA will also help us in our own businesses. I will ask the Executive to keep everyone posted on the work of the Committee so you can engage on each and any part that interests you.

Hope you or your staff can join me.

Brian Lund
BAGSci MBA

Contact Brian for further discussion:

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NATIONAL CHAIRMANS REPORT

Andrew Chivell



Hello to all AFSA members and partners.

There have been challenges so far this year - from fertiliser supply and price issues, to increased fertiliser demand across most agricultural sectors. I'm glad we are a resilient mob and always ready for a challenge! A special shout out to our farming friends who have been affected by fire in WA and communities affected by floods in NSW and Victoria. It is in these special times of need when we all stand up and help out wherever we can.

As most of you would be aware, the AFSA board, earlier this year, agreed to sell the brand "Fertcare" along with parts of Level A to Fertiliser Australia. AFSA will retain Accu-Spread along with parts of Level A relating to Workplace Health and Safety. I would like to reconfirm there will be no change to how Fertcare or Accu-Spread operates. Both associations have made a commitment that there will be no change to how businesses can use either program logos or access training and accreditation. Members of both associations maintain the benefits associated with being

a member of either association including access to discounted training and accreditation.

AFSA can now focus on developing and delivering essential training for our members and the industry including; Driver Safety for Spreader drivers; Staff and Contractor induction; Chain of Responsibility; and a comprehensive workplace health and safety course. Our industry Stewardship Committee is leading this important development work. The Stewardship committee is chaired by Amy Wyer. If you would like to contribute to the development of AFSA training please reach out to Amy with any suggestions.

The safety of staff is always at the front of mind of employers. AFSA understand each of our members have ensuring the safety their staff as an essential and non-negotiable activity each day. However, record keeping can become problematic. This is why AFSA has partnered with Kiri Align to roll out a digital, easy to use, safety management system as an option for our members.

Kiri Align is made available to members at a significant discount to AFSA members. AFSA continues

to work with Kiri Align to increase the value for our members by using Kiri Align Safety Management System. We hope to have further exciting news in the next couple of months on extra value members will receive from Kiri Align for being an AFSA member.

Disappointingly, the annual conference needed to be cancelled for a second time due to concerns with COVID-19. At the time on-going uncertainty around border closures the sensible decision was taken. The board is committed to running a conference in 2022.

With the cancellation of the national conference the board would like to offer each state assistance in running members events. These events will be focused on the specific needs of each state or region. If you have ideas on what you would like to see held at one of these events, please contact Owen McCarron with your ideas or suggestions.

It would be great to receive any feedback as to what else AFSA can look into that would be of benefit to you as a member. Please feel free to call me anytime if you would like to discuss anything.



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TASMANIAN REPORT

Tim Murfet



G'day everyone from Tassie!

Seems like these reports come around every month, time is going so fast these days, the world must be spinning faster!

"There's a bit of growth about!" This is probably the most common statement I've heard for quite some time now. With all of the rain we've had down here certainly has set up a great season of growth. We have gone from not much growth and having to reduce livestock numbers to compensate to all of a sudden so much pasture growth that we don't know what to do with...and not having enough livestock to mow it all down! With farmers chasing livestock flat out has obviously driven the price up. Hay bales laying in paddocks everywhere, there certainly isn't a shortage down here in Tassie!

Tassie however didn't really see a very hot summer; forecasters predicted a wetter than average summer and they were actually right! Maybe one or two days got over 30 degrees, so it was good in some ways that pastures haven't completely dried out

and underneath the longer grass is quite a lot of thick grass and clover. Some places down along the east coast and down southern Tassie have not seen this kind of growth for decades. Confidence is high and farmers can plan what they want to do stock wise for the future.

Earlier in the year, lime sales sky rocketed and saw spreading contractors cut back on rations, I've never experienced it happening this early into the season, apparently, it's also an issue on the mainland with short supplies. Not a good situation with famers willing to spend extra money this season.

Autumn top dressing hit off in a big way from the start of January, I'm seeing some bigger amounts put on properties which is fantastic, great to see farmers doing well, it definitely rolls around to all involved in the agriculture industry when farmers are doing well.

I'm sure everyone has had enough of covid....it has changed the place we live in dramatically, you can't even fart without someone

asking you if you've been tested for Coronavirus. Bigger me, if I'm out in public and feel the need to cough, I feel like I've got to run out of sight so no one sees or hears me because I'll be looked at like I'm an outcast!!!!

Well, I think that's all I have to report down here in Tassie, in the next report I will get others from around the state to give a bit of spill on their season.

Have a safe and prosperous rest of the season.



WESTERN AUSTRALIAN REPORT

David Holdsworth

Well, I see that even though a year and a half on we are still affected by our good friend Covid, one of those visitors you never want to see. A shame the AFSA 2021 Conference moved until 2022, but we understand the risk.

We have received good rain in the west earlier, which alleviated some water issues with dams being empty, Dave Tonkin's report on Newdegate area went from 'Just Dry' to 'Just Wet'!

Beacon also had a great start to 2021, which ramped up the chemical sales. Fertiliser was on the move early and I am sure that there is an acknowledgement that with late ordering last year, if Covid had got into the transport industry, some crops just would not have been planted on time, or maybe at all.

Last year I reported that little happened in February with farm chemicals, but this year February was busy with early orders and just as well as with early rain the knock downs have been sprayed out to control melons, caltrop and grass weeds, no doubt this was helped

by the confidence brought on by a good harvest.

Larry at Trayning has had some lime on the books for delivery and spreading. Lime started in December as harvest wound up. Last year lime was in the 'none to report' category.

Last harvest was very good despite the lack of rain during the growing season, largely a result of the early rain setting up the subsoil moisture and we had a very soft finish compared to most years.

CBH, I believe are reporting (in the media) that 2020 was the fourth largest tonnage ever at 15.1 million tonnes, the busiest day being over 528,000 tonnes (I know some drivers who delivered all that, or so they said at the bar late one night, I have met a few fertiliser spreaders who have done that after the AFSA meetings also)!

We all know that results of harvest 2020 will have flowed on through the community at large in all areas retailers and sporting clubs.

For better or worse, the season started slower with many farmers

buying their own spreaders, it's a scene we see each time there is a new family member return to the farm to keep them gainfully employed. Harvest was good in line with the rest of the state and the cool spring being a major factor.

Kevin said a few dogs had been blown from chains in January and the dust finally settled when Wagin did receive 38mm of rain early Feb relieving the water carting that had been going on also.

On the AFSA front, we have been staying home. Lock downs have been off and on and we needed a passport to enter or leave the city at times with the border being near what we know as the 'Lakes', which is the York turnoff from Great Eastern Highway for those of us east of Perth.

In closing, wishing you all the best for the remainder of 2021.

LOOK AT TRENDS FOR OPPORTUNITY

A summary paper on soil fertility trends in East Gippsland has recently been published. The work highlights that many pasture paddocks used for meat and wool production in this region are deficient in nutrients like P, Mo and B, while some are also likely to benefit from lime.

This work is an example of the opportunities the fertilizer industry has to increase the productivity and profitability of grazing operations, while at the same time creating fertilizer sales opportunities. Similar opportunities may exist in other regions.

We encourage readers to take a look at the article on pages 14 and 15 and to look for opportunities to use the Fertcare approach of using objective measures such as soil or plant testing to guide nutrient inputs and help improve productivity and profitability of grazing enterprises.

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Kiri Align has partnered with Australian Fertiliser Services Association (AFSA) to provide a digital safety solution, funded through The National Heavy Vehicle Regulator (NHVR)'s 2020 Heavy Vehicle Safety Initiative, supported by the Federal Government.



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SOUTHERN TABLELANDS NEW SOUTH WALES REPORT

Amy Wyer

Hi members,

This year started off steady for us in the Southern Tablelands of NSW. In January we came back to high rainfall, wet paddocks, long grass and thistles. After the last few years of drought, we will not complain about the rain, however, it resulted in a slower than usual start to the season.

We find that there is a very fine line when deciding to go ahead in a wet season. We risk downtime with bogged trucks and damage to the equipment due to obstacles hidden in long grass. We have to weigh up the cost of getting bogged/risking damage vs the cost of not attempting to spread at all. I recently had an interesting conversation, in front of a handful of customers, with an agent about how we were handling the wet weather. It went something like this:

“Ahh, you’re the mob that do the spreading around here. Seen a few of your trucks bogged lately. You must have a few cowboys on board to get that many bogged. But don’t tell your boss I said that.”

My favourite part of this comment was obviously the last sentence.

That aside, this comment forced me to consider our situation and how others in the industry were perceiving it. For some, they are seeing us go out into wet country “like cowboys”, suggesting we don’t know the terrain and don’t have the experience to know better. But for us, it is the complete opposite. We do know the terrain, we

are experienced, and we are equipped to deal with the consequences.

In our market many farmers expect Lime and SSP to go out within a two to three month window. If we don’t attempt their jobs, they may not get done until the following year. With their help, we manage the issue of wet paddocks and high ground cover. We work closely with our customers to ensure we know the terrain to minimise downtime. We complete the job with light loads to decrease weight. We use floatation tyres. We spend time training our drivers. We have a recovery team and vehicles that are on hand to pull trucks out when they go down.

Financially however, the most important thing we do is spend time understanding our costs and relaying this to our customer. All of the above elements mean that tonnage rates are

higher as there is more time spent at the job. Our customers are seeing this and most understand.

We know the cost of being bogged in a wet season is higher than the cost of a dry season, for us, it is still less than the cost of not working at all. It allows our customers to complete their fertiliser programs and it allows us to keep staff employed while meeting our equipment repayments.

In saying that, I think it’s fair for me to conclude that if we are going to be called cowboys, it should at least be tweaked to calculated cowboys. We’d be keen to hear how others in the industry have dealt with wet weather and high ground cover. Feel free to contact us anytime.

Amy Wyer
Fertspreed - Business Manager



REQUEST FOR PHOTOS AND VIDEOS

AFSA

Do you have photos or videos of fertilizer handling, transport or use on-farm to share with the industry? AFSA and Fertilizer Australia are seeking your help to build its library of images.

Contributions to a library of fertiliser industry images is being sought from those best placed to record the action – AFSA members.

“Having a broader range of images on hand will mean we are better placed to support improved communication and engagement with the community, as well as the industry training such as CoR, workplace safety, Accu-Spread and Fertcare®,” said Owen McCarron, Executive Officer with AFSA. “As you know, a picture tells a thousand words!”

AFSA and Fertilizer Australia are seeking a broad range of images and videos of all types of liquid and solid fertilizers and all major agricultural industries.

Photos taken in landscape orientation are preferred. Please consider the following categories

or subjects if you wish to contribute:

Solid and liquid fertilizer handling

- Manufacturing processes
- Bulk or bagged fertilizer in the warehouse
- Ship or container unloading
- Packaging and blending of fertilizers
- Dispatch operations
- Examples of good housekeeping and spill management
- Packaged liquid fertilizers in storage

Fertilizer transport

- Vehicles transporting bulk or bagged fertilizers
- Weighbridge operations
- Securing loads
- Cleaning of bulk tippers
- Transport of liquid fertilizers

On-farm fertilizer operations

- Unloading trucks

- Loading application equipment
- Application to soils, crops and pastures
- Spraying liquid fertilizers
- Fertigation
- Cleaning application equipment

Plant testing and advice

- Agronomists and farmers inspecting crops and pastures
- Images showing plant part to sample
- Collecting plant tissue samples

Contributions from individuals or companies will be gratefully received. AFSA and Fertilizer Australia can acknowledge the source of the images on request.

Please make your images available to Monique Thomson (monique.thomson@fertilizer.org.au) at the original file size.



Luke Jewell

TACKLING SEDIMENT AND NUTRIENT RUN OFF

The NSW Department of Primary Industries Clean Coastal Catchments (CCC) project, which works with agricultural industries to keep sediment and nutrients on farm and out of coastal waterways, is expanding to the South Coast in 2021.

Clean Coastal Catchments is funded through the NSW Government's Marine Estate Management Strategy, and works with farmers to promote best practice production techniques, supporting profitable and sustainable agriculture. The project began in 2018 working with horticultural industries in northern NSW. In 2021, Clean Coastal Catchments is expanding into the livestock sector, with an initial focus on the NSW south coast.

Livestock and milk production account for approximately 90 per cent (\$190 million) of the value of agricultural production across the south coast shires of Shoalhaven, Eurobodalla and Bega Valley, but there is pressure on industry to reduce nutrient and sediment pollution flowing into the marine estate. With assistance from the NSW Environment, Energy and Science (EES) Estuaries & Catchments Science team, a farm scale water quality monitoring site has been established near Tilba Tilba Lake to build a better understanding of how nutrients in livestock systems are transferred off farm.

Clean Coastal Catchments will also be forming a Fertiliser Stewardship

Group (FSG) with a focus on coastal livestock in partnership with the Fertiliser Australia Fertcare Program. The livestock industries FSG will hold regular forums for people working in the fertiliser supply chain and associated industry advisory networks (including agronomists, consultants, fertiliser resellers and suppliers) to discuss soil and plant nutrient management issues relevant to dairy and livestock production.

Please contact Luke Jewell from the Clean Coastal Catchments team on 0407 945 369 to find out more about the project or to get involved in the Livestock FSG.

SCIENTIFIC REPORT SUMMARY: RECENT TRENDS IN SOIL FERTILITY ACROSS THE FARMS OF EAST GIPPSLAND

D.M Crawford, B. Mitchard and W.R Burton

Introduction and Background

Soil is a critical asset and yet its management at a landscape scale has been reliant on re-using legacy datasets that are often old, incomplete or not fit-for-purpose. In East Gippsland for example, the most recent published soil data was from 1999. It is derived from extension programs on soil testing and cannot be used for detailed mapping.

Soil is a dynamic natural resource. Farmers change soil fertility to improve and sustain farm productivity using soil tests to find reasons why their soil is poor: impoverished, too acidic, too alkaline or too salty. Using soil data from extension programs risks bias and error. Paddock selection is not random as there will be reasons why a farmer wants a specific paddock to be tested.

Good ground cover supports ecosystem services like water quality through reduced soil erosion.

Productive crops and pastures provide good ground cover. Getting soil fertility right is critical for both agriculture and natural resource management.

To address this, we conducted a new soil survey using 234 randomly selected paddocks across East Gippsland. Soil was sampled from the top 10 cm of each paddock. An additional subset of 67 plant tissue samples were also derived from those paddocks selected as being most likely to record a trace element deficiency.

An additional time study was undertaken to check for fertility changes. Here 27 paddocks that had soil tests conducted between 1975 and 1989 were re-sampled and the new and old results compared.

Main Results

Soil Acidification (pH)

- Paddocks in East Gippsland are now strongly or very strongly acidic. 202 paddocks had pH (CAC12) < 5.2, a point below which aluminium becomes soluble to the detriment of pH sensitive plants like barley,

lucerne and canola.

- Data from retested (1975 to 1989) paddocks suggest many were once less acidic (this result highlights the risk of making inferences from legacy data).

Phosphorous (P) (Olsen P)

- P (Olsen P) results show that East Gippsland soils are deficient in Available P. 107 paddocks were deficient in P for native pastures (Olsen P < 10 mg kg⁻¹) and 162 were deficient in P for improved pastures (Olsen P < 15 mg kg⁻¹).

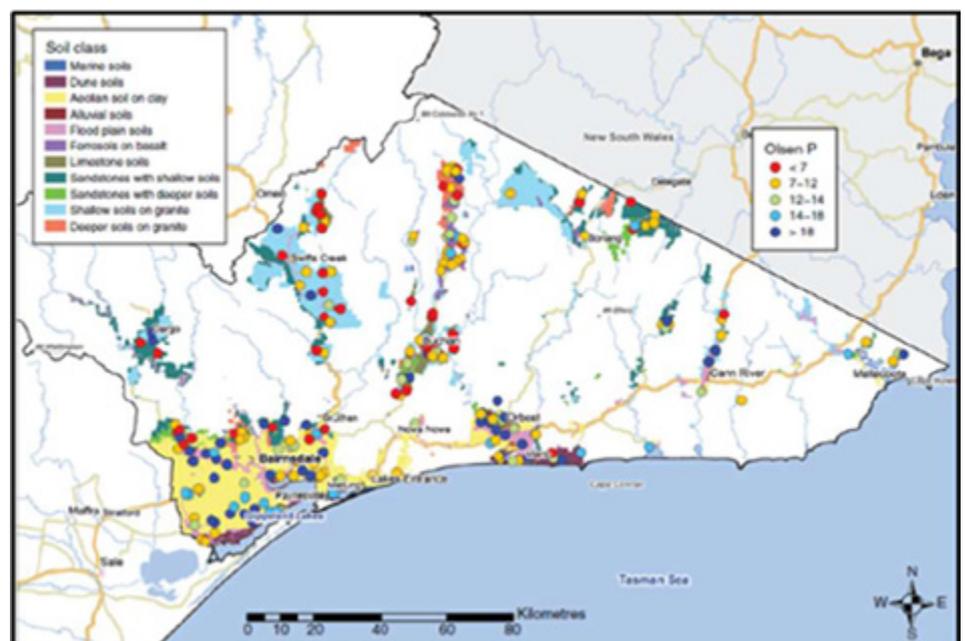


Figure One: Available P (mg kg⁻¹), as Olsen P, of surveyed paddocks in East Gippsland. Available P is deficient at Olsen P <14 mg kg⁻¹

SCIENTIFIC REPORT SUMMARY: RECENT TRENDS IN SOIL FERTILITY ACROSS THE FARMS OF EAST GIPPSLAND

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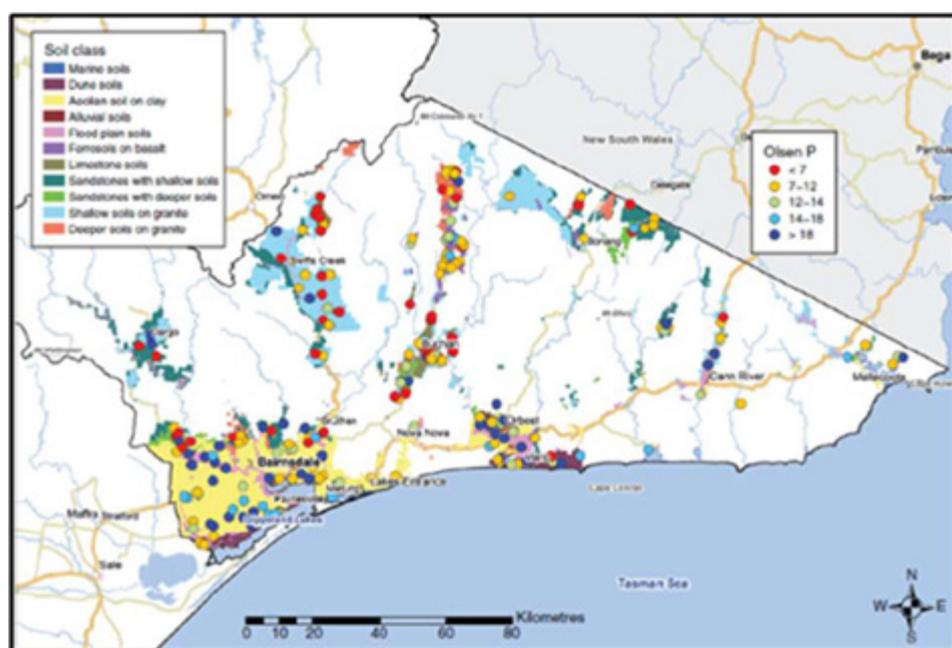


Figure Two: Molybdenum in plant tissue samples (recently matured leaflet and petiole) from pasture legumes taken before flowering, i.e. <25% flowering. Molybdenum is deficient at <0.4 mg kg⁻¹

- There were differences between districts in P fertility. See Figure One below, Available P as Olsen P.
- P deficiency predominantly applies to those paddocks used for meat and wool production. Paddocks used for dairying, cropping and horticulture are deemed likely to have enough P.
- Mo deficiencies appear to be more common in the west of the shire than the east.

Trace Elements – Molybdenum (Mo) and Boron (B)

- Amongst the 67 paddocks tested for trace elements, Boron (B) (n = 21) and Molybdenum

(Mo) (n=38) were the most common deficiencies. See Figure Two below, Mo in plant tissue samples.

Wider Implications

Landscape deficiencies in nutrients, P (for meat and wool industries), Mo and B, on predominantly acidic soils show that many farmers are not applying enough fertilizers or lime. This will result in reduced pasture production, restricting productivity growth, and therefore less ground cover.

The variation in soil tests across the region, across time and across industries shows the importance of having a current soil test dataset based on randomly selected samples when making land management decisions.

Creating a baseline dataset like this one, will allow land managers to monitor changes to soil fertility over time as the study is repeatable. This type of information is essential when making decisions about soils and natural resource management generally.

Acknowledgements

This project is supported by the East Gippsland Catchment Management Authority through funding from the Australian Government's National Landcare program and Agriculture Victoria's Land Health Program.

For further information please contact East Gippsland Shire Council

Wayne Burton: Sustainability Project

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FUNGICIDE TREATED FERTILIZER CAN CROSS CONTAMINATE GRAIN

Jeff Kraak

Bulk trucks, handling equipment and storage vessels are sometimes used for both food (e.g. grain) and fertilizer. Fertilizer is sometimes treated with other chemicals such as fungicides, inhibitor or biostimulant which can be a potential source of unacceptable residue in farm produce.

Cross contamination is a major risk to market access for grain growers if unacceptable residues are detected. Businesses involved are encouraged to review how these risks are more effectively managed to ensure chemical residues on products such as grain do not exceed regulatory requirements (i.e., maximum residue limits). This

includes advice to supply chain partners and customers of the impacts of improper practices.

Grain Trade Australia (GTA) undertook an experiment looking at the flutriafol residues on grain carried in trucks where prior cargoes were fungicide treated fertilizer. This and other work has established:

- Residue of the fungicide flutriafol will remain within a vehicle post the carriage of fertilizer that is treated with this fungicide.
- Sweeping out the vehicle post carriage of fertilizer will not adequately reduce the level of

fungicide residue and will risk the contamination of grain when carried as the next cargo.

- A thorough washing of the vehicle will more effectively reduce the levels of residue fungicide and, therefore minimise the risk of cross contamination of grain.

Grain Trade Australia have produced a helpful Fact Sheet on this topic.

Everyone in the supply chain has a duty of care to remind transport contractors and farmers about this risk and encourage them to wash equipment after the carriage of treated fertilizer.



FILMING

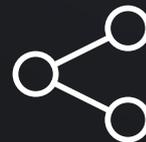
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RURAL COMMODITIES WRAP

JUNE 2021

KEY POINTS

With half the year gone, 2021 is shaping up as another very strong year for Australian agriculture. The combination of good commodity prices and strong seasonal conditions continues across many parts of the country, following an excellent 2020. Cattle prices remain close to record highs and domestic grain prices have now increased in response to a global rally. Australian grain remains competitively priced into South-East Asia, and with plenty of old season crop remaining, opportunities abound.

ABARES' latest estimates for the 2021-22 winter cropping season point to well above average crop, driven partly by planting area (the area planted to wheat is forecast to be the highest in a decade) but most importantly by improved yields driven by good subsoil moisture. ABARES sees a very strong 27.8mmt of wheat this season. Last month, we flagged dryness concerns in south-east Australia. We are now substantially less concerned about the Riverina, but western Victoria and south-east SA remains a little dry. Much of Queensland cattle country is likewise dry. The Bureau of Meteorology's three month outlook points to wetter than average conditions across the country over winter and into spring.

Dairy opening prices have been released (and in the case of Saputo and Fonterra, revised) and represent a strong result for producers. For more detail, see our in focus section on page three.

Overall, the NAB Rural Commodities Index was up 2.5% month-on-month in May. The index is now 6.2% above the same time in 2020.

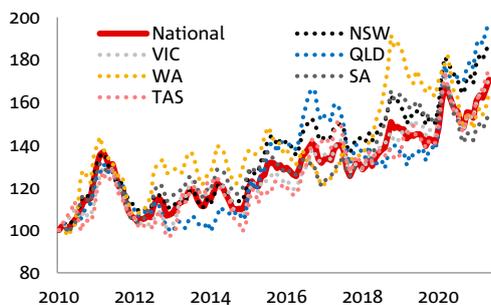
Australia and the UK have confirmed the broad terms for a free trade agreement. The agreement is yet to be ratified, but includes substantially improved market access for Australian agricultural products.

MONTHLY COMMODITY PRICE CHANGES

	March	April	May
Wheat	▼ 3.3%	▲ 1.9%	▲ 5.1%
Beef	▼ 0.5%	▲ 1.9%	▼ 0.2%
Dairy	▲ 6.7%	▲ 1.8%	▼ 2.7%
Lamb	▼ 2.4%	▲ 0.9%	▼ 0.3%
Wool	▲ 0.2%	▲ 0.7%	▲ 0.8%
Sugar	▼ 6.2%	▲ 2.2%	▲ 5.6%
Cotton	▼ 0.8%	▼ 1.0%	▼ 0.3%

NAB RURAL COMMODITIES INDEX

National and by state



Source: NAB Group Economics, ABARES, Meat and Livestock Australia, Australian Pork, Ausmarket Consultants, Australian Bureau of Statistics, Bloomberg and Profarmer.

SEASONAL CONDITIONS

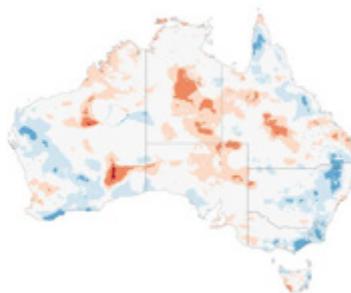
Seasonal conditions are generally very good in most of New South Wales, but a little more mixed elsewhere. Victoria is wetter than average in Gippsland, about average in central Victoria and the north-east, but still a little dry in western Victoria and into south-east South Australia. The west is a little drier than average in some areas, but wetter in others and sentiment there is very strong for the season ahead.

A good deal of Queensland cattle country remains drier than average, particularly in central and western areas. This will be a particular challenge in parts of Queensland that missed the best of the wet season and now may have to wait until spring to see the prospect of big rains.

The latest ENSO outlook from the Bureau of Meteorology shows neutral conditions currently, but with the model outputs tending back closer to La Nina later this year. The three-month outlook points to generally wetter than average conditions through winter and into early spring, although more average rainfall is likely in parts of Tasmania and Western Australia.

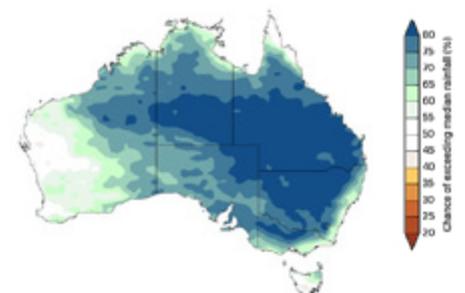
ROOT ZONE SOIL MOISTURE

17 June 2021



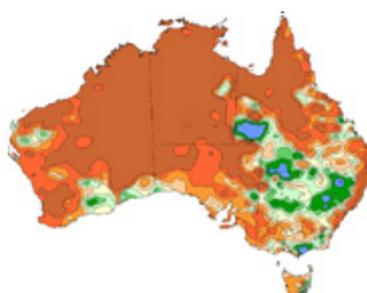
BOM RAINFALL OUTLOOK

July - September 2021



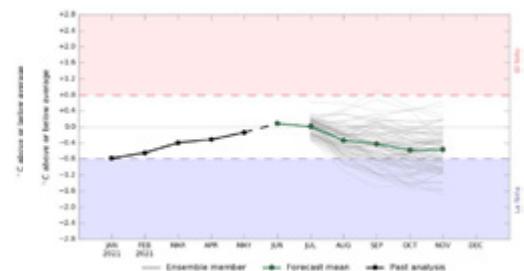
RAINFALL DECILES

April 2021 month to date



BOM ENSO TRACKER

Monthly SST anomaly 8 June update



Source: Bureau of Meteorology

RURAL COMMODITIES WRAP

JUNE 2021

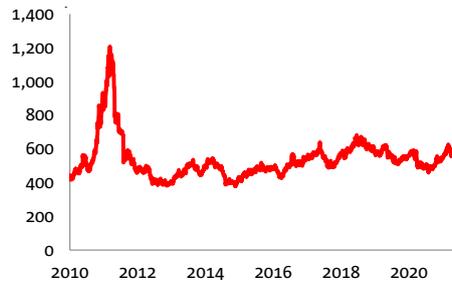
SUMMER CROPS, SUGAR AND HORTICULTURE

Cotton prices have eased a little recently, but the major consideration for growers remains water allocations. While this season is on track to be much larger than last year (ABARES estimates 562kt of lint harvested, compared to just 134kt in 2019-20), eyes are now focussed on how irrigation allocations are shaping up for the coming season. The good news is that water in storage across much of the Murray-Darling basin has benefitted from good rainfall. The northern basin is now almost half full, while the southern basin has fallen (after summer irrigating) to 55%. These levels should be enough to see an even bigger crop in the 2021-22 season.

Wholesale fruit and vegetable prices both gained in April – up 7.6% and 9.5% respectively. As has been the case since the pandemic began, labour availability will remain a challenge until normal travel returns.

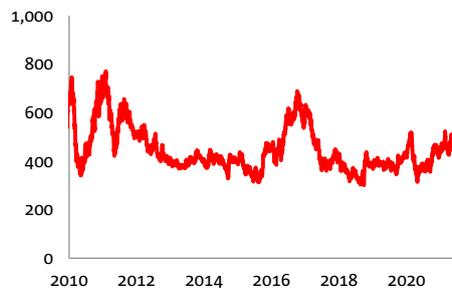
COTTON

AUD/bale



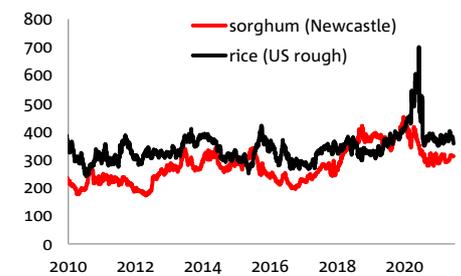
SUGAR

AUD/t



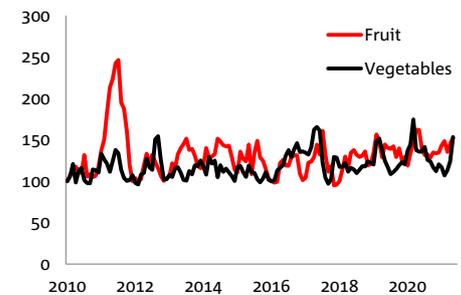
SORGHUM AND RICE

AUD/t



FRUIT AND VEGETABLES

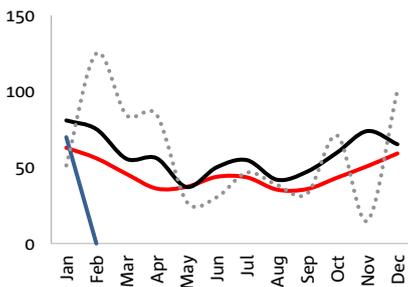
Index



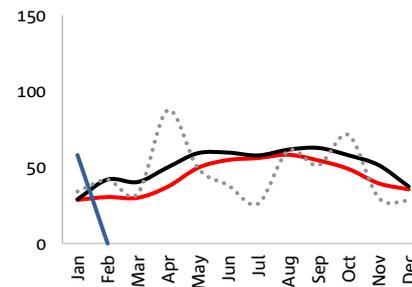
Source: NAB Group Economics, ABARES, Meat and Livestock Australia, Australian Pork, Ausmarket Consultants, Australian Bureau of Statistics, Bloomberg and Profarmer.

MONTHLY AVERAGE RAINFALL IN WINTER CROPPING REGIONS (MM)

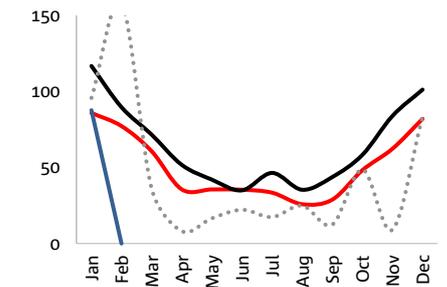
NEW SOUTH WALES



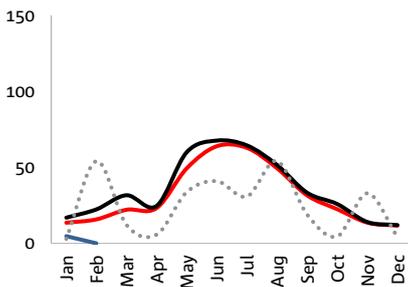
VICTORIA



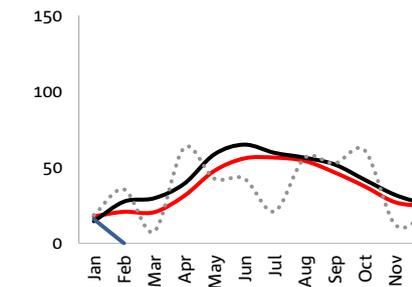
QUEENSLAND



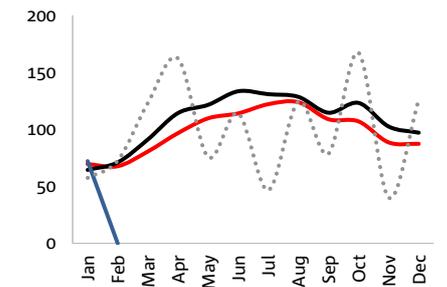
WESTERN AUSTRALIA



SOUTH AUSTRALIA



TASMANIA



Source: Bureau of Meteorology and NAB Group Economics

— Long run average 1900-01 to 2013-14 — La Nina years — 2021 2020

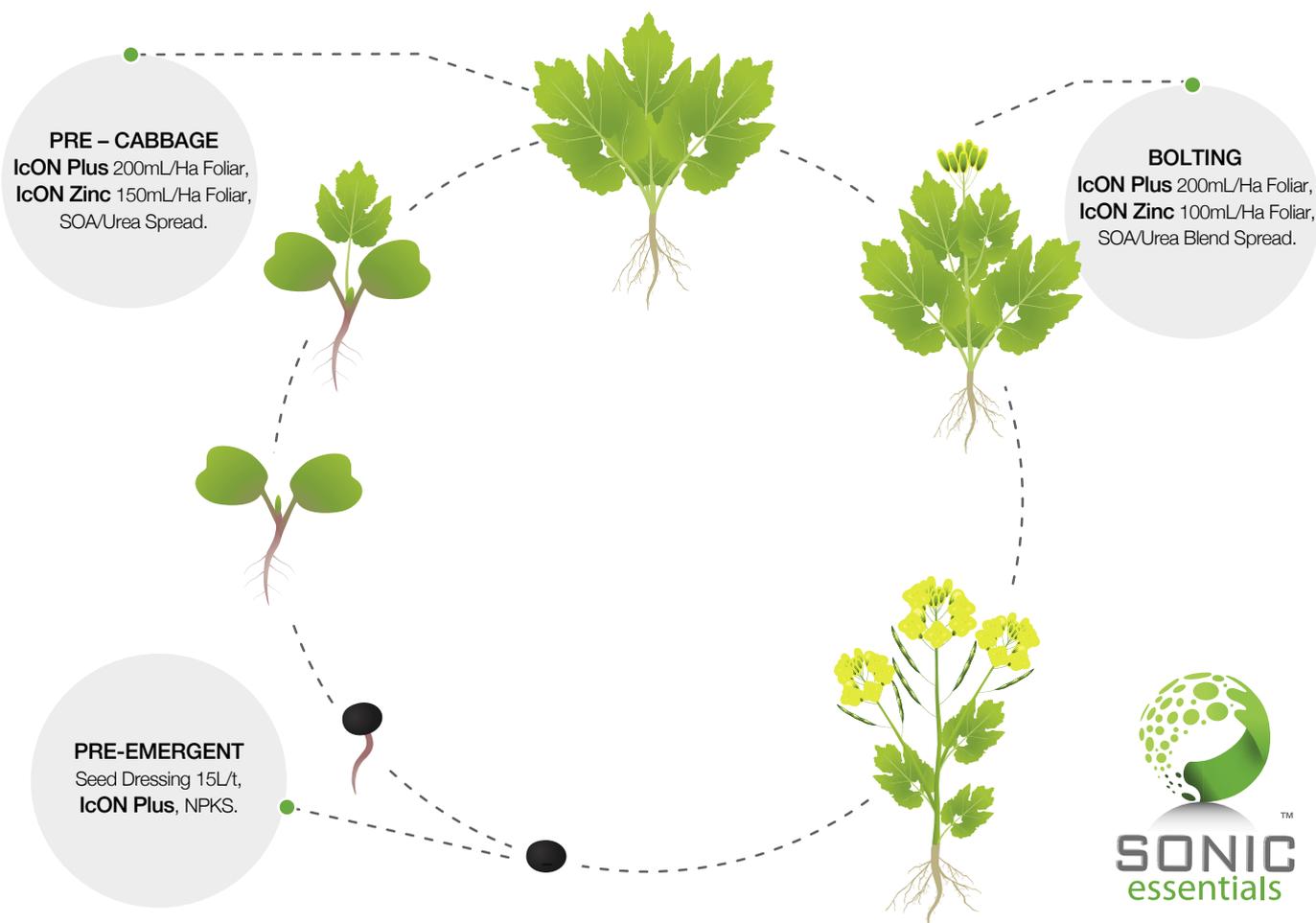
icON™

Essential Trace Minerals



CANOLA NUTRITION PLAN

Getting the best out of Nitrogen Interactions



For Best Results use as part of a well-considered and balanced crop and soil nutrition program; apply nutrients at the optimal growth stage; always read product labels before application and seek sound nutritional agronomic advice. Advice on specific application rates should be sought from qualified agronomists.

Soil and tissue tests are suggested to get an idea of the nutrients needed for specific sites and other nutrients like manganese and boron may also be needed.

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Australian Fertiliser Services Association



WHY ARE WE HERE? WHAT ARE WE AIMING TO ACHIEVE?

OUR PURPOSE

- ✓ Operate as the industry body for businesses and people who spread, distribute, sell, store, transport, manufacture or provide advice on the use of fertilisers or soil ameliorant products
- ✓ Represent the interests of its member organisations in respect to government, the environment and the fertiliser industry in general
- ✓ Encourage the investment of funds in education, research and development in the fertiliser industry
- ✓ Develop strong and effective relationships with
 - members through networking and capacity building opportunities
 - agricultural agencies to promote the sustainable use of fertilisers and soil ameliorants
 - key suppliers to the fertiliser industry to be able to negotiate significant benefits for members
- ✓ Work towards improving the operating standards within the fertiliser industry
- ✓ Engage in any other activities in the interests of the members and the fertiliser industry

OUR KEY OBJECTIVES

- ✓ Diversify and increase membership
- ✓ Have the AFSA seen as a positive force for environmental sustainability and food security
- ✓ Conduct the affairs of the Association in a businesslike, ethical manner

OUR VALUES

- ✓ Integrity - Doing what we say we will do
- ✓ Respect - Towards our members and other stakeholders
- ✓ Openness - Open honest governance without hidden agendas