



Products & Advice for Soil Regeneration & Animal Nutrition



From the Directors...

Congratulations to the winners of the Husqvarna Chainsaws from our recent Winter supplements promotion. We sincerely thank all of our customers who

purchased supplements and entered in the draw.

We also extend our appreciation to the supportive rural stores who participated in the promotion, ensuring our products are readily available to farmers nationwide... even in remote regions.

We also like to believe that each of you who have purchased Superior or Mega Minerals have won... with your stock receiving the benefits of broad spectrum minerals and trace elements.

The five chainsaw winners are announced in this edition, with some being first time users of our supplements and others who have used the products for many years.

With the recent price rise of chemical fertilizers, an increasing number of farmers are looking at how Natra Min can help to increase the effectiveness of applied fertilizer and release 'locked up' nutrients in their soil.

At **AgSolutions** we regularly receive requests from satisfied customers asking us to send information to a friend or a neighbouring farmer. We appreciate your assistance and now we would like to reward you for your referrals!

If you know another farmer who could be interested in our products, simply contact us on 1800 81 57 57 ... and your name will go into the draw to WIN \$500 worth of free product! For more information, look for the insert in this newsletter.

As you will see in this newsletter, some farmers have seen the benefits of Natra Min very quickly... and others have persisted for a couple of applications before seeing major benefits.

It has been highlighted to us that it is very difficult to notice a 10% difference in air pressure in your car tyre. So too with crops, it can be difficult to identify the small changes. Soil re-mineralization with Natra Min is the first step to re-build the fertility in your soil.

It is our privilege to work with you. We look forward to keeping in touch through our newsletters and remember, for specific advice for your soil and crops, please give us a call.

Warm Regards, Trevor & Wendy Zerner

Natra Min...

50% REDUCTION IN USE OF UREA
Reduced costs... and better pasture response



Daniel Parker (left) and Paul French, Norco Rural Store

Malcolm Parker was one of the first properties in the Kyogle district to trial Natra Min, under the guidance of Paul French from Norco Rural Store. The Parkers first applied 12 tonne of Natra Min in early 2005, and based on positive results, now apply Natra Min to their entire property.

Results in just 12 months...

As Malcolm's son Daniel explains... "We had noticeable results in our pasture within the first 12 months of using Natra Min on one paddock that had hard spots and puggy soil. The soil condition was better. Even after only one application of Natra Min the ground was softer and it has continued to improve now that it's had three applications".

According to Daniel, Natra Min has ensured that pastures respond more quickly to rain. "Before the rain in August we only had about 20 days of pasture left in front of the milking herd. We received 6 inches of rain over seven days and within a week there was so much excess feed we were able to make hay. Natra Min has definitely made a difference to the way our paddocks perform."

Saving \$\$\$ on fertilizer...

Now that the Parkers use Natra Min in their annual fertilizer program they are also enjoying the economic benefits. On top of improved pastures and changes in soil structure in their cultivation, Daniel reports massive savings on fertilizer expenditure.

continued...

In this Edition...



Natra Min increased moisture penetration... (page 2)

The soil is soft... and when it does rain, the water soaks in.

Better soil... better steers... (page 3)

The condition of our steers is where we've seen the results.

5 Lucky Chain Saw Winners... (page 4)

From thousands of entries, find out who the lucky ones were!

NATRA MIN

Reduced costs... and better pasture response



“We've been able to cut our Urea application by around 40% - a huge saving considering the price rise of Urea and other chemical fertilizers.

We went from using 50 kg/ac of Urea after every 2nd grazing to 30 kg/ac after every 2nd grazing.

This year our Chicory/Tonic mix went 3 months without needing any fertilizer and still produced plenty of feed and kept up with our 25-28 day rotation. Our clovers have gone mad and the property next door, which has also used Natra Min, has flats that are almost pure clover”.

Pastures more productive...

Since introducing Natra Min to their farming practices in recent years, the Parkers have graduated from milking 180 cows to 240 cows on the same farm, and still produce 500 round bales of hay.

Daniel concluded with an important point, “I think the main thing is that we keep learning. We now realize that we need to get back to using more natural products and the minerals in Natra Min get the balance back in our soil and pasture.”



Paul French, Norco Kyogle

“As a reseller of Natra Min the results I'm seeing are very pleasing. The Parkers and Nicholls were some of the first properties where I trialled Natra Min in the Kyogle District.

Those pastures where Natra Min has been applied are responding a lot quicker after rain compared to other pastures in this area. We're getting more and more clients using the Natra Min blends and plenty more asking about it now.

Because I've worked closely with these farms over the years and seen the results and changes in their paddocks, I'm very confident to recommend Natra Min in our fertilizer and soil amendment programs. Farmers are also starting to understand how Natra Min actually works.”

The Parkers have recently purchased more land, and have confirmed they will introduce Natra Min to this farming program also, again under the guidance of Paul French at Norco Kyogle.

Improved Soil Structure... and better moisture penetration



Brett Rutter (AgSolutions Field Advisor) and Harold Thompson...
“Since using Natra Min, the soil is soft... and when it does rain, the water soaks in. Our crops are even despite light and heavy soils.”

Noticeable soil structure improvement in 12 months...

Harold Thompson has seen a dramatic improvement in soil structure since first using Natra Min HI-Phos and Natra Min Cal-S in his fertilizer program in 2005... and it took just 12 months from the initial application of Natra Min for Harold to really notice the benefits.

“We had major problems with soil structure and getting water into the soil. Because our cultivation was so hard, any rain that fell would run straight off the paddock. This was also affecting seed germination and subsequently growth and yield.”

“Nowour soils are softer and when it does rain, the water soaks straight into the ground”.

Better quality crops...

Since using Natra Min, the most obvious change has been the improvement in the uniformity of the crops. Previous crops grown in these paddocks had always been patchy.

The current Barley crop is the best Winter crop that Harold has produced on his property for some time, with the Barley doing well despite an extended dry period in July.

As Harold adds, “our Mung beans only had one inch rain and still averaged better than half a tonne to the acre. The crop was uniform even across the light and heavy soils, which again is very good considering the season.”

Reduced use of chemical fertilizers ...

“Since using Natra Min we've also used less chemical fertilizer. In fact, this being the second year that we have used Natra Min, the barley (photo left) and the mung beans have been planted using only Natra Min. To provide Nitrogen we aim to grow legumes in rotation however, with the dry years this hasn't always been possible.”

With reduced fertilizer expenses, better soil structure, and improved crop production... and all achieved in just over 12 months, Harold Thompson is delighted with his initial decision to trial Natra Min.

AgSolutions Field Advice...

Natra Min provides bio-activated broad spectrum minerals for your crop. Because it does not contain Nitrogen, we recommend a program of soil re-mineralization, combined with a gradual reduction in water soluble fertilizer.

Ask our trained Field Advisors for assistance to establish what is required for your soil and crop. If you have an existing soil test, fax it to us on 07 5482 7219 or alternatively, we can arrange a soil test for you.

BROAD SPECTRUM MINERALS... Essential for Soil and Animal Health

Because I've seen results, I'll continue to use Natra Min...



"I've no time to come down to show you the pasture today... I need to get this hay bailer working... for the first time in three years we have excess feed to make into hay!"

Murray Nicholls (right) with Paul French from Norco, Kyogle.

Feeling frustrated with the results of conventional fertilizers, and with fellow farmers advocating the benefits of Natra Min, Murray finally experimented with the it's use, with his key objective being to improve the structural aspect of his soil. Murray is now a convert himself and is quick to point out, "because I have seen the benefits of Natra Min... I'll continue to use it".

Ease of cultivation with friable soils...

The Nicholls have a range of soil types, with typical heavy black soils in their cultivation area. Through the use of Natra Min, the soil has shown an obvious improvement in friability.

"Initially our heavy black soil used to work up like bricks when we cultivated. This ground has now had a couple of applications of Natra Min and last year, even though the ground was hard it broke down very well."

After the corn crop is finished, Murray always runs the chisels through the ground twice to open the ground up before he works it to plant Rye. "This year however, despite a very dry summer, I only had to chisel once. The ground is softer and didn't pack down as much."

We're now seeing a response in our pastures...

Like many farmers, the Nicholls' property was badly affected by drought this year. "We planted Tetilla Rye which, like most rye grasses, needs a good run.

A few months ago I thought that it was finished but it responded really well to the rain in late August. Our paddocks responded quicker than I've ever seen... to the point where for the first time in 3 years, we have had excess feed to make into hay."

Having seen how Natra Min can improve soil structure and build crops more resilient to drought, Murray encourages farmers to have a little patience where Natra Min is concerned. "I now know Natra Min works. Most farmers stop using a product if they don't see an instant result. My advice is Natra Min is not like Urea where you see a quick response. It takes time... but after you've been using it for a few years the benefits are obvious."

Murray concludes that even his father was initially sceptical when it came to using Natra Min mineral fertilizer. However, it appears any concerns are long since gone. "Dad's since retired to Casino and now uses Natra Min Cal-S on his lawn. He won the 'best lawn under 3 yrs' this year and thinks it's pretty good stuff."

Better Soil ... Better Steers



As a 4th generation farmer in the Maleny district, Ed Lawley has a long association with the land and he still owns part of the original family property.

Like many, Ed and his wife Karen no longer rely on the land full time, however they still turn off quality steers and want to improve their soil to maximize pasture and stock performance.

Unlocking Nutrients for Cattle...

"Even though we had fertilized heavily with Super in the past, in recent years I knew by the response in our cattle that they weren't getting the right nutrients out of our pasture. I liked the concept of Natra Min making more nutrients available in the soil... and I have definitely seen the difference in the cattle."

Most of the Lawley's pastures have had 3-4 applications of Natra Min HI-Phos or K-Phos over recent years. Natra Min supplies a balance of bio-activated minerals to the soil... helping to ensure balanced nutrition for your pastures and stock.

As Ed outlines, the most visual improvements they've seen has been in their cattle. "We know the pasture is getting better because our stocking rates have increased. The condition and performance of our steers is where we've seen the most obvious results."

Good Grazing Management & Natra Min... a perfect combination...

Ed concludes that to achieve the optimum performance from his steers, he combines Natra Min with smart grazing management. "We cell graze and have a 24 day rotation with our paddocks. With the optimum weather conditions experienced this year, store steers that averaged 300kg were up around 600kg in 10 months.

We've seen improvements in pH levels in our soil tests, and now we're focused on improving the legume content of our pastures."

To arrange a soil test or speak with a Field Advisor about a grazing management plan to suit your property, contact **AgSolutions** today on 1800 81 57 57.

Feed Your Soil... and Your Soil will Feed Your Crop

Congratulations to 5 Happy Husqvarna Chainsaw Winners



AgSolutions Field Advisor, Brett Rutter and lucky winner, **Ross Kinbacher, Biggenden, QLD**

Ross started using Superior Mineral Supplement 18 months ago and has noticed a good improvement in conception rates in his breeders. The condition of his calves and cattle also held a lot better during drought conditions.

Ross has found Superior Minerals to be cost effective and likes the flexibility of being able to add other products to it.

Richard Creighton, Glenbrook Station, Copmanhurst NSW.

Rural Buying Service, Grafton supplied first time user, Richard Creighton with 140 x 75kg Mega Minerals Lick Blocks, so Richard did have a lot of entries and strong chance to win a chainsaw!

In previous years, Richard had found that his cattle ate other lick blocks like lollies because of their high molasses content. He has found Mega Minerals to have a much more economical consumption rate with his cattle using the blocks when they required minerals.

Cattle held their condition despite the harsh Winter conditions.



Phillip Shannon from Landmark Clermont, with chainsaw winner, **Nina Hensley, Peakvale Station, Clermont.**

Landmark Clermont recommended Mega Minerals to Chris and Nina because the product met organic registration requirements.

“We’ve been very happy with the performance of the supplements with our cattle. Their coats shine and they look in good condition. We noticed big changes with the manure in a short period of time, with the manure being softer, which is a good sign that the rumen function has improved.

Steers used to lick the ground chasing minerals. This has stopped since using Mega Minerals Lick Blocks.”



Jamie Debnam, Landmark Ballandean, with chainsaw winner, **David Blackwood, Ballandean Station.**

Like many of our customers, David has a long association with AgSolutions, dating back sixteen years to when he was first involved with trials of Natra Min on improved pasture. David applied Natra Min to half of one paddock and found that he couldn't keep the cattle out of that area... the clover response was amazing with increased density and leaf size.

David was also involved with the initial trials for the development of our mineral supplements. He used to add the minerals in the grain mix for his stud bulls. Their performance increased and they had a darker and shiny coat. He also found that the bulls muscled up better and he also saw an improvement in feed utilization.

As David says... “Because it has been a tough Winter this year, I have used the supplements for our cows as well as the steers and heifers. The proof is there... I have used the supplement at Ballandean Station for years and this year the big difference has been in the cows with them holding condition through Winter.

The Mega Minerals has provided a safe mineral source for my 20 stock horses as well as brood mares. The condition of the sheep has improved as well as the performance and size of my fat lambs.”

David said that he likes it that he no longer has to worry about Urea poisoning when it rains... and he has found that his stock chase the minerals and do well without the urea.

Lucky winners, **Grant Harvey and Sue Skinner**, with Sally Policaro, Mingoola Rural Traders.

Grant first used AgSolutions supplements because he saw the results with neighbour's cattle... “their cattle were in great condition yet they were living on nothing in the dry Winter months.”

“Our cattle and sheep are running on pretty hard country and since using Superior and Mega Minerals, they have done really well... we are impressed with the lambing rate and the young lambs get stuck into the minerals. The other good thing is the safety aspect... we were able to stop using the 30% urea based supplement... if Superior or Mega Minerals does get wet, we don't have the worry of stock losses.”

