

Over the fence

- ▶ Results speak loud and clear - pg 2
- ▶ Introducing Danielle - pg 2
- ▶ Ration formulation service - pg 3
- ▶ MegaMin Bone Defender - pg 3
- ▶ Lucerne - A 20 year apprenticeship - pg 4
- ▶ Long term soil improvement from using NatraMin - pg 5
- ▶ A rocky road to recovery - pg 6



P. 1800 81 57 57

E. info@agsolutions.com.au

[/agsolutionsaustralia](https://www.facebook.com/agsolutionsaustralia)

agsolutions.com.au

Nutrition Services

Increasing your Bottom Line

Gary Zerner
Business Development & Nutrition Manager

What motivates me is knowing that clients appreciate how we add value to their operation via our advice and products. Driving into Castle Livestock 'Bar Boot' Brahmans and Charbrays we knew we had a client dedicated to hard work and perfection in not only genetics, but also nutrition. The first time we visited Darren and Jacqui Castle, Jacqui had made a sensational cake for smoko, so I was convinced the Castle family were going to be another enjoyable client to service, not just because I like cake!

For several years AgSolutions has been balancing grain and grain-assist rations for Castle Livestock for various categories of cattle, from weaners to sale bulls. These recent drought years with limited feed commodities have really shown the power of regular communication to assist clients with decision making to balance diets, budget and make purchasing decisions.

According to Jacqui, "AgSolutions has made a massive difference to our cattle and operation. I couldn't calculate what they have added to our bottom line. Our calves have never looked so good and we're in the middle of our worst drought. Last year was tough also and the proof was in our preg testing going through to 98% calving. Our cows are still good and first calved heifers are better than forward stores with big calves ready to wean. Considering the season, we couldn't ask for better. Without AgSolutions we wouldn't have had bulls ready to sell this year."

"The first contact we had with AgSolutions and MegaMin was for our maintenance feed mix for our bulls. I now keep in regular contact,

especially this year as we've had to make numerous changes this season with commodities being expensive and hard to get. Our 2019 Sale Bulls are all sold which has taken a lot of pressure off. They were fit, sound and had great morphology test results. It's just so easy, cost effective and safe with using the MegaMin Feedlot Enhancer and utilising the 'free' nutrition and ration service from AgSolutions".

'Bar Boot' Brahmans and Charbrays are a Stud and Commercial operation supplying bulls to the Kimberley in Western Australia. This year we've helped Darren and Jacqui with all their feed rations. Creep rations have also taken the pressure off the cows. MegaMin Graze & Grow has been used as a dry feed lick and because the Castles have mixing equipment, we've been able to assist them to develop their own lick using MegaMin minerals and other on-farm inputs.

When grazing the Oats last year, all cattle were on the MegaMin Extra Magnesium loose lick as a production supplement designed for grazing oats and green feed, and this did a fantastic job.

In closing Jacqui stated, "Service is what sets AgSolutions apart. We now have options and assistance with our decision making. Instead of selling our excess stud cattle for \$500, we have them leaving the place at \$2500. Our cattle don't go backwards and for the first time we are successfully joining our heifers 12 months earlier. We always struggled with our heifers, though now they are reaching maturity and joining weights sooner with better growth rates. This has a huge financial benefit on our business. We can see the difference in our cattle and AgSolutions also work with our son's Wagyu feeding operation. I can't speak highly enough and thank Gary and Glen for their service". Thank you Jacqui, your attention to detail and work ethic make you a pleasure to support.

Mega Min
SulPhos

8% S
4% P

High Sulphur and Phosphorus Supplement with Macro and Trace Minerals

- ▶ Stock grazing forage sorghum, lush green feed and phosphorus deficient country
- ▶ Sulphur helps detoxify prussic acid
- ▶ Sulphur can assist with external parasite control
- ▶ Phosphorus to assist growth, milk production and fertility
- ▶ Phosphorus is vital for energy production





Fast Facts

Farmer	Dean & Bree Kiernan
Industry	Beef
Region	Clermont, QLD
Product	MegaMin Graze & Grow
Results	<ul style="list-style-type: none"> ▶ Increased winter weight gains ▶ Increased profits



Results Speak Loud and Clear

For Dean and Bree Kiernan the results spoke loud and clear; the products work!

Bygana is situated on the banks of the Belyando River, 150km north of Clermont and is home to Dean and Bree Kiernan and their 3-year-old son Hugh. Running around 1800 breeders, the Kiernans turn off their weaners at the 350kg weight range and getting them to this average quickly is one of their key focuses.

“We are EU and run a Droughtmaster herd where we yard-wean then supplement in the paddock until the weaners reach weight,” Dean explains. “We were particularly impressed with the weight gains during winter with our weaners having averaged 71kg weight gain in

“In the past we have only averaged around 0.6kg per day yearly average, but by using the Graze & Grow supplement we nearly doubled that with this years’ weaners gaining 1.13kg per day average. One beast gained 100kg in the 63 days!

- Dean Kiernan ”

the two months after weaning on winter Buffel and the AgSolutions Graze & Grow loose supplement.”

AgSolutions’ protein supplements supply key vitamins, broad spectrum macro and trace minerals that benefit young stock along with various forms of protein to give them a kick start to optimise intake of dry feed. In turn this will assist in establishing healthy rumen microbes ensuring cattle will go on and perform. This assists in gaining repeat buyers of cattle sold.

Originally from Cloncurry, Dean and his family were also involved in bloodstock thoroughbreds for racing, hence nutrition and feeding was a vital aspect of animal production instilled in Dean from an early age.

“With the genetics we have invested in and AgSolutions’ products assisting in their various stages of production, we are really pleased with what our own cattle are producing for us here now. Seeing how much the Graze & Grow supplements have increased our profit margin so easily, we are now considering supplementing prior to weaning and grain feeding once weaned, utilising the AgSolutions free ration formulation service,” concluded Dean.



Introducing Danielle Hogarth

AgSolutions would like to introduce our newly appointed Field Advisor for the Central Queensland Fitzroy Region – Danielle Hogarth.

Danielle grew up on a family owned and run cattle enterprise in Central New South Wales. She completed a Bachelor of Agricultural Science majoring in Beef Cattle Marketing and has since gained a wealth of industry experience. Danielle has worked in sales and marketing of livestock genetics (predominantly cattle semen and embryos), advertising and reporting stud stock sales for a large Queensland publication, as well as representing and advocating for rural producers whilst working for a Queensland agribusiness peak body. For the past couple of years Danielle has also been a part of establishing and building up another successful cattle enterprise. Danielle brings a wealth of industry knowledge and practical experience and has a passion for assisting producers in her region.

If you are in the Central Queensland Region and would like to learn more about how AgSolutions can help you, Danielle can be contacted on 0417 223 844.

know?

Ration Formulation Service

Did you

Are you grain feeding cattle or sheep, perhaps fully feedlotting, preparing stud cattle, bulls, export Wagyu, survival feeding, early weaning, backgrounding or simply grain assisting a few steers?

with formulating a new diet to enhance weight gains and feed efficiencies.

Another advantage of this service is that we can provide information to assist with purchasing and decision-making when it comes to available feed materials. Our current clients are finding this extremely valuable during these dry times when price and availability of raw ingredients has been challenging for everyone. A feed testing service is also available on request to identify the quality of raw materials used that can aid our team to calibrate your feed rations on both a practical and least cost basis.

that now includes Bovatec® to help improve weight gain, feed efficiency and assist in the management of coccidiosis, all with no withholding period (meat) for both sheep and cattle.

Not needing a full concentrate? Some producers simply include MegaMin Mineral Blend in their rations as a source of macro and trace minerals. If you are feeding cattle for the domestic organic market or USDA National Organic Program we can also assist you in formulating a balanced ration using allowed inputs.

The team at AgSolutions are here to support your grain feeding operation along with our network of suppliers and animal health companies who endorse us.

If the answer is yes to any of these scenarios, then it is critical for a successful grain feeding operation that you provide stock with a balanced ration to maintain rumen health. As ruminants aren't designed to eat grain, there are some key principles that need to be considered in order to induct and transition livestock onto a grain or grain assist diet.

AgSolutions' nutrition team are here to help and we provide a complimentary ration formulation service to assist you in looking at your current feed ration and can help

AgSolutions can also assist with a range of products for various grain feeding situations. MegaMin Feedlot Enhancer is a complete and balanced grain concentrate



MegaMin Bone Defender Now Includes Chelated Calcium!

MegaMin Bone Defender is formulated to help horses to maintain bone strength and to stay healthy and sound when grazing high oxalate subtropical pastures.

Features and Benefits:

- ▶ A scientifically balanced calcium, phosphorus, magnesium and vitamin D supplement.
- ▶ Incorporates multiple sources of calcium, including chelated calcium.
- ▶ Assists in maintaining/balancing the calcium to oxalate ratio for horses grazing subtropical pastures (setaria, buffel, kikuyu, couch etc.). An imbalance in the calcium to oxalate ratio can lead to Bighead disease.
- ▶ Includes a very important feeding guide for horses grazing setaria. Grasses like Buffel and Kikuyu have an oxalate content of around 15g/kg. In comparison, setaria can have an oxalate content anywhere between 30 and 80g/kg of pasture and therefore, much higher rates of calcium is required to balance the calcium to oxalate ratio.



Fast Facts

Farmers	Peter Coyne
Industry	Lucerne
Region	Nanango, QLD
Product	NatraMin Cal-S
Results	<ul style="list-style-type: none"> ▶ NatraMin addresses soil biology ▶ Lucerne and soil in good shape despite dry conditions



Lucerne - A 20-year Apprenticeship

The best part of what we do is not just seeing the success of our products, but seeing 'the end result' of the program. At AgSolutions we are simply one part of your program and Peter Coyne, a Lucerne and cereal grower at Nanango in Qld's South-Burnett, made me smile when he said, "well I guess I've finished my 20-year apprenticeship in growing Lucerne". But I listened more intently as he elaborated on the finer details of his program and success that includes many sleepless nights baling hay and irrigating.

The key message was "focus on good nutrition" and the proof of this is a high yielding stand of Lucerne in its sixth season and still cutting 125 bales/Ha. Peter explains, "we grow and cut winter dormant varieties and on average cut 112 bales/Ha. In good seasons we'll cut 150-175 bales/Ha when rain provides

some assistance. Sulphate of Potash complements NatraMin and is part of our fertiliser program to combat nutrient removal with quality inputs."

I asked Peter, "Why do you still use NatraMin?" Peter's response was adamant, "what really convinced me was many years ago in one paddock there was an area that wouldn't grow anything. It was a wetter/sour area and despite double fertiliser and manure rates it wouldn't grow or yield anything. As a test, 400kg/Ha of NatraMin Cal-S was applied and we saw the problem spot disappear. We grew a wheat crop that went 5 tonne/Ha and you couldn't pick the difference. NatraMin addresses soil biology as well, which is a bonus that our other inputs don't address."

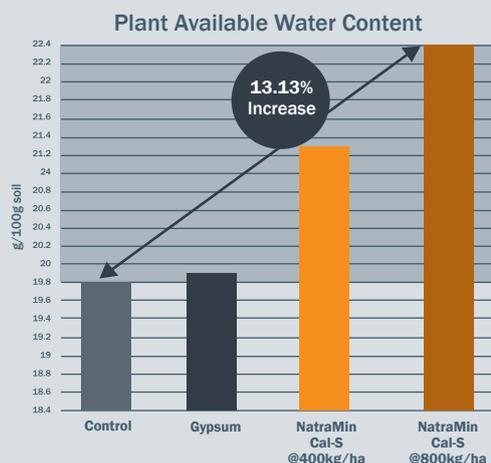
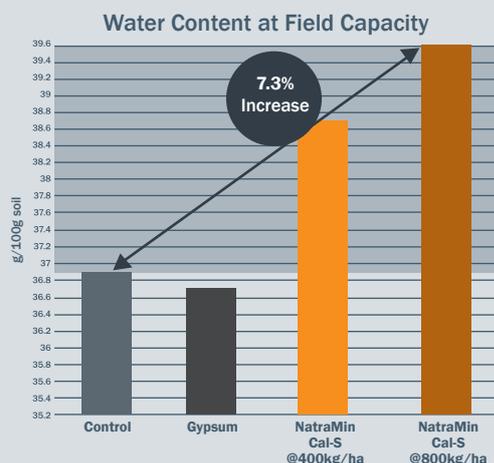
"All of our Lucerne gets an annual application of 400-500kg/Ha of NatraMin

Cal-S. The key with NatraMin is if you pay attention you will see the difference. We've now used it for 12-13 years and it's simply part of our annual program. NatraMin is not Nitrogen so the response is not overnight," concludes Peter.

Peter Coyne has witnessed this and commented, "in these tougher dry conditions our soil and Lucerne is in better shape. The Lucerne plants are hanging onto their leaf and stands have hung on in the dry and not dropped that bottom leaf which is yield and quality in the bale".

Irrigation and electricity are the biggest inputs for Lucerne in 2019. Capturing more moisture in the soil equates to yield and savings, especially with the demand on hay set to continue for some time until the season breaks and hay sheds gradually fill up.

NatraMin - Backed by Science



AgSolutions has recently gained scientific backing of our NatraMin product. Trials at the University of Qld highlighted a unique characteristic of NatraMin Cal-S and its ability to increase the "capture and storage" of water. A 7% increase in soil water storage was measured while a 13% increase in water being available from the soil back to the plant (plant available water content) was recorded. This is economically significant especially in these drought years. Interestingly, these benefits did happen 'virtually overnight' as these soil measurements were taken shortly after soil was blended with NatraMin Cal-S and the results were replicated scientifically. Gypsum did not generate this response in the comparative trials. Being backed by science strengthens the credibility of NatraMin and has taken its use to a new level.

Fast Facts

Farmer	Bob & Marilyn Stephens
Industry	Peanuts & Grain Crops
Region	Goodger, QLD
Product	NatraMin
Results	<ul style="list-style-type: none">▶ High quality peanuts through drought conditions▶ Reduced need for weed control



Long Term Soil Improvement from Using NatraMin

Bob Stephens has been farming his property at Goodger (Kingaroy), Qld since his father bought the place in 1955 and he has seen many challenges and changes in the Agricultural Industry during this time. Bob and his wife Marilyn specialise in growing peanuts and rotate with various grain crops like corn.

Bob describes this year as being one of the harshest seasons he can recall even though they have experienced many droughts and floods. Bob explains, “we’ve planted on marginal rainfall this year and had a very hot summer which greatly impacted our peanut crop. The only advantage has been I haven’t had to spray weeds as there hasn’t been enough rain to bring the weeds up!” Unfortunately, yield has been poor this year as a result of the drought, but once again, the quality of the peanuts grown was high which is what Bob and Marilyn strive for.

One of the greatest challenges that the Stephens have faced, apart from drought and high interest rates, is Sclerotinia Blight (a disease of peanuts caused by a soil-borne fungus) that came along in 1991 and was a huge issue in the area. According to Bob, “we battled on, with there really being no suitable chemicals and that’s probably when I started trialling NatraMin. Ever since then I’ve continued to use NatraMin as I find it successful and it’s the only fertiliser I use on my peanuts.”

NatraMin Hi-Phos is broadcast at 250kg per hectare once a year 6 weeks before the anticipated planting time. Bob also gets the soil tested every couple of years to check how things are going. “I have about 40 years of soil tests as I still have the original one I did right up to the last one. It’s interesting to look at them and see that the soil isn’t deteriorating and in fact it has improved over the years. We did our first soil test in the late 70s and you look

at it now and shake your head and wonder how we ever grew anything, but we kept at it and followed what was being advised and the soil is definitely much better now,” explains Bob.

Producing a quality crop to sell and having it recognised as being a quality crop is what Bob finds most satisfying and why he continues to farm in an industry that has had some significant challenges thrown its way.

More of Bob and Marilyn Stephens’ story can be viewed on the AgSolutions website at agsolutions.com.au/resources/videos/farmer-stories



Merry Christmas & Happy New Year!

from the AgSolutions team

This is the last ‘Over the Fence’ for the year, so we wanted to take this opportunity to wish you and your family a safe and Merry Christmas & Happy New Year! Thank you for your support in 2019 and we look forward to working with you in *Helping Australia Grow* in 2020 and beyond.

Our office will be closing from 5pm Monday 23rd December 2019 until 8am Monday 6th January 2020. If you require any assistance during this time please call (07) 5482 0500.

Ag

Solutions

AUSTRALIA

Helping Australia Grow



Fast Facts

Farmer	Peter & Karen Donaldson
Industry	Beef Cattle & Horses
Region	Kempsey, NSW
Product	MegaMin Equine Enhancer & MegaMin Bone Defender
Results	<ul style="list-style-type: none"> ▶ Improved calcium to oxalate ratio in diet ▶ Improved Bighead symptoms



A 'Rocky' Road to Recovery

When Peter and Karen Donaldson moved from inland NSW to Kempsey on the NSW Coast a few years ago they received a lot of advice on the troubles they could expect from moving Beef cattle to the Coast, but no one told them about the issues that could arise with horses grazing the grasses grown in the area.

The Donaldson's new place contains pasture that consists mainly of Kikuyu and Paspalum and when Karen had to care for an injured horse 24/7 she turned her other horses out to pasture, including her two-year old ASH gelding, Rockstar.

Rocky, as he is affectionately known, had been orphaned at 5 months and had been doing really well until he was turned out to graze the Kikuyu in January 2018. It was in March of that year that Karen discovered her beloved horse had developed significant facial swelling between his eyes, his behaviour had changed, and he hated to be touched on his head. Karen had grown up on the NSW Coast but had forgotten that horses can develop a significant calcium deficiency when grazing sub-tropical grasses like Kikuyu. Grasses such as Kikuyu, Buffel, Setaria, Couch, Para, Purple Pigeon, Pangola, Signal and Green Panic contain high levels of a compound called oxalate that blocks calcium from being absorbed and can lead to a condition commonly known as Bighead.

Karen recognised Rocky's symptoms as being those of Bighead so she immediately started adding limestone and di-calcium phosphate to Rocky's feed, but never really knew how much of the powder mix to give him. Unfortunately, Rocky's symptoms didn't appear to be improving which led Karen to make contact with AgSolutions for help.

AgSolutions' Technical Advisor, Shannon Godwin, took Karen's call and together they started investigating Rocky's diet. Karen recalls, "Shannon went through absolutely everything he was being fed, from the grass to the supplements and I had to weigh everything so we could work out what he was missing out on."

Rocky was put on MegaMin Equine Enhancer to balance the trace minerals lacking in the pasture and MegaMin Bone Defender to improve the calcium to oxalate ratio. Shannon says, "it is really getting the calcium to oxalate ratio correct and making sure the horse's diet is containing at least 0.5 parts calcium to 1 part oxalate that is important to help reduce the risk of horses developing Bighead. In addition, the whole diet has to be balanced with the correct calcium to phosphorus and calcium to magnesium ratios as well." Because Rocky had symptoms of Bighead it was important that Karen fed calcium at around 200% to 400% of his requirements for 12 months to help him recover.

Rocky started on the MegaMin Equine Enhancer and Bone Defender in May 2018 and when AgSolutions visited the Donaldsons in January 2019, Karen was excited to report that the bump between Rocky's eyes had almost completely disappeared.

Karen concludes, "I'm really happy with the MegaMin Equine Enhancer and Bone Defender as the results speak for themselves – the swelling on his face has almost completely gone, he has grown, his coat is in much better condition and I can touch his face again!"

Nothing pleases the Team at AgSolutions more than being able to help our clients achieve successful outcomes for themselves and their animals. Thank you

to Karen and Peter for sharing Rocky's story. If you have horses that are grazing high oxalate containing sub-tropical grasses such as Kikuyu, Setaria, Buffel, Green Panic, Para, Guinea, Purple Pigeon and Pangola it is very important that they are given a good quality calcium supplement at the right amount to balance the calcium to oxalate ratio to help reduce the risk of them developing Bighead Disease. For more information please contact AgSolutions on 1800 81 57 57.

Gary Zerner - Business Development & Nutrition Manager
All other states, West and Central QLD and NSW
p 0427 671 399

Glen Duckworth - Field Advisor
Bundaberg through to Brisbane, west to Jandowae and South Burnett
p 0427 825 167

Paul Pritchard - Field Advisor
Beaudesert / Lockyer areas, west to Chinchilla, Dalby and Goondiwindi and south to Tenterfield and Deepwater
p 0448 878 044

Danielle Hogarth - Field Advisor
Central QLD / Fitzroy Region from Gladstone to Mackay, including Rockhampton and west to Clermont, Emerald, Springsure and Jericho
p 0417 223 844

Philip Stacy - Field Advisor
Guyra, Warialda, Gunnedah, Scone and Gloucester through to Walcha
p 0439 794 077

Roger Newman - Field Advisor
Mid and north coast of NSW, south to Taree and west to Glen Innes
p 0428 448 005

AgSolutions Australia - agsolutions.com.au
email: info@agsolutions.com.au
Freecall: 1800 81 57 57