Spring 2021

Fertilizer News

Fertilizer supply in 2021, lessons for 2022

The 2021 season has presented challenges for all in the fertilizer supply chain, from suppliers to end users. Many of these challenges were brought about by good summer and autumn rains promoting an early start, followed by prolonged and consistent winter rainfall events.

Many growers increased their total crop area because of the early start and switched to canola from other crops like lupins.

This increased overall demand for all commodities including phosphates, potassium and in particular nitrogen. Early sowing of canola and cereals also brought forward the timing of post-emergent fertilizer applications. Exceptional winter rains in many areas further increased grower confidence with higher than originally anticipated yield potential, which led to even more nitrogen applications.

This increased demand was hard to forecast and put a lot of pressure on supply companies to deliver in a timely manner. Nevertheless, other than limiting late orders for urea and UAN, Summit did well to supply all orders as required by our customers. There were a few delays in dispatch at some depots due to import delays, mainly due to port access and many growers wanting to collect their fertilizer in such a narrow window. That did put real pressure on bookings.

'Just in time' fertilizer collection put further pressure on storage capacity at the depots, because bays that would normally be used for storing additional urea still had seeding products yet to be collected. Carriers were also under pressure to collect fertilizer in such a short time frame, due to a shortage of drivers for their fleets.

The upside for Summit customers was that early orders in our 2020-2021 Fertilizer Supply Offer did an excellent job of signalling what product was required early, and thanks to the ongoing communication between our Area Managers and customers, we were better able to increase imports of nitrogen as required.

Article by Eddy Pol
Executive Manager – Marketing & Sales.
epol@summitfertz.com.au
Mobile: 0429 902 582
Phone: (08) 9439 8919

Fertilizer supply for next season

With the focus for us now on delivering fertilizer requirements for 2022, it is important that we learn from the 2021 experience and direct our attention to how we can continue to work together with our customers to ensure supplies for next season.

The following points will be instrumental in this.

1. Enter a Summit 2021/2022 Fertilizer Supply Offer to provide a forecast of your requirements. This assists us with planning inventory and shipping.
2. Continue to maintain good communications with your local Summit Area Manager. They will provide excellent advice on fertilizer strategies for 2022.

Continued on page 2.

Inside this issue!

Continued from page 1.

3. To avoid delays, plan collections with your carrier for earlier months to ensure fertilizer is on-farm when required. This may require a review of on-farm storage sheds or tanks for liquids.

4. With higher yields expected this harvest, more nutrients will be removed. Plan your soil testing to make informed decisions on fertilizer rates for 2022. Alternatively do a nutrient audit to calculate the nutrients removed by the crop.

5. Monitor grain protein levels at harvest and if low, review the nitrogen strategy used in 2021.

6. Talk with your Summit Area Manager. They will help you through these options.

Fertilizer prices are currently much higher than in early 2021 and growers may be inclined to 'sit on the fence' and wait to order. The risk with this approach is that with lower orders, fertilizer suppliers may reduce their imports to limit risk, which could lead to a lack of supply next season.

Placing a variable priced order in the 2021-2022 Fertilizer Supply Offer will assist Summit in planning for 2022.

Greater liquid capacity a winner

Summit's 2021 Geraldton Depot upgrades really came to the forefront this season. Liquid storage capacity for UAN and MAXamFLO was doubled to 600t and the blending plant upgraded with a state-of-the-art Programmable Logistical Controller. A remarkable season in the north saw the depot operating at full capacity with extra product sent up from Kwinana as required to supplement local manufacture.

It's not too early to be planning next season's soil analysis

At Summit, we offer clients a complete soil analysis service. Soil analysis will be especially important this year where higher yields are achieved, because more nutrients will be removed with harvested grain or seed.

Summit inSITE soil testing involves gathering critical information on nutrient levels and also other key soil traits such as organic carbon, electrical conductivity, pH and the soil's phosphorus buffering index (PBI).

PBI is a measure of your soil's tendency to chemically adsorb phosphorus (P). The higher the PBI, the quicker and more strongly P binds to soil particles, resulting in less P available to plant roots. It's important information to have.

Growers can think of P adsorption a bit like magnetic binding. The strength of attraction depends on the nature of the materials and the strongest attractor wins (root or soil).

PBI is related to the number and type of exchange sites on soil particles, which ultimately comes down to:

- Soil texture - clay soils have smaller particles, which means a larger surface area, and more sites for P adsorption. As a result, soils with a higher amount of clay typically have a higher PBI; and
- Soil composition - higher levels of certain compounds in the soil, such as iron oxides and aluminium oxides mean that P binds to soil particles more strongly. This is due to the chemical nature and charges on these compounds.

It might sound like a complex issue, but your local Summit Area Manager can help. Call now to discuss inSITE soil testing and have results in time for final fertilizer budgeting.

For more information on PBI, go to the Summit website.

Iron and aluminium oxides in soils bind phosphorus and make it less available to plant roots. The soil's phosphorus buffering index (PBI) is important information to have.
To access the latest Summit Technote on PBI, use the QR code below.

Some food for thought on next year's nutrition

Over the past month or so, many of our Area Manager discussions with growers have focused on fertilizer costs and in particular on potassium (K) nutrition at current prices. Growers are understandably looking at the current grain and fertilizer markets and asking questions about how to best invest their 2022 budget.

The reality is that nobody has a crystal ball on what will happen with prices, either for fertilizers or for farm produce. We can only make decisions based on the best information we have at hand. That feedback from growers led me to run some numbers on returns on investment for nitrogen (N), phosphorus (P) and K, comparing three different pricing scenarios on trial results from Corrigin last year.

Being in the heartland of the wheatbelt I think it's a useful trial for comparison. North-west of Corrigin the soil type was a sandy clay loam and Scepter wheat was sown on April 30th at 85kg/ha.

It's a fairly typical situation and it's important to note that 2020 was not a high rainfall year for that area. Rainfall was 188 mm, 64 mm below the long-term average.

Despite that, there were some excellent yields in this trial and it showed just how efficiently wheat can convert rainfall into grain when the rain falls at the right time and the crop gets the best balance of crop nutrition.

Most of the yields for this trial are given in the table below. For full yield and soil test results use the QR code below.

The highest yield in the trial was achieved with a balanced combination of 16 units of P, 60 of N and 20 of K.

For scenario 1, I used a September 1st, 2020 Multi Grade wheat price of $305/t (kindly supplied by Emerald Grains) to calculate the grain value for each treatment and deducted the Summit Fertilizers September 1st 2020 list price, to calculate grain value less fertilizer cost for each treatment. Fertilizers were MAPSZC, urea and MOP.

For scenario 2, I updated the figures to be in line with the current situation i.e. September 1st, 2021 Multi Grade wheat price of $371/t and current fertilizer list price on September 1st 2021. NB. fertilizer costs are close to doubled in some treatments.

For scenario 3, I used an Emerald Grains Multi Grade contract price - ($345/t) available on September 1st for 2022 harvest delivery and Summit price on September 1st 2021.

Article by Wayne Foot
Northern Region Manager
Mobile:0427 295 398
Email: wfoot@summitfertz.com.au

Key messages I take home from all of this is that:

- Well balanced nutrition will remain the best nutrition next season.
- Close to doubling fertilizer cost in some treatments for scenarios 2 and 3, did not change the order of results when it comes to profitability, because there is more to be factored into the equation than just the direct cost.
- When 20 units of K was not added to the 16 units of P and 60 of N, profitability dropped by more than $100/ha in all 3 cost scenarios.

Treatment (kg/ha)			Corrigin 2020 trial yield (t/ha)	Fertilizer cost ($/ha)		Grain value less fertilizer cost ($/ha)		
P	N	K		Sept 1st, 2020	Sept 1st, 2021	Scenario 1* Grain value (2020) less fert cost (2020)	Senario 2** Grain value (2021) less fert cost (2021)	Senario 3*** Grain value (2022) less fert cost (2021)
8	0	0	2.70	$32	$73	$791	$929	$859
8	30	0	3.41	$67	$95	$973	$1,169	$1080
8	60	0	3.54	$110	$147	$970	$1,167	$1075
8	120	0	3.66	$196	$268	$920	$1,089	$994
8	180	0	4.06	$282	$406	$955	$1,098	$993
8	240	0	3.78	$368	$527	$784	$874	$776
16	0	0	3.06	$60	$111	$874	$1,025	$946
16	30	0	3.60	$88	$94	$1011	$1,243	$1149
16	60	0	3.73	$131	$145	$1007	$1,239	$1142
16	**60**	**20**	**4.16**	**$155**	**$176**	**$1114**	**$1,367**	**$1259**
16	60	40	3.69	$178	$206	$946	$1,161	$1065
16	60	60	3.54	$202	$236	$877	$1,076	$984

*Scenario 1** *Emerald Grains Multi Grade wheat price ($305/t) on Sept 1st, 2020. Summit Fertilizers list price on Sept 1st, 2020*
*Scenario 2*** *Emerald Grains Multi Grade wheat price (371/t) on Sept 1st, 2021. Summit Fertilizers list price on Sept 1st, 2021,*
*Scenario 3*** Emerald Grains Multi Grade contract price - ($345/t) available on Sept 1st, for 2022 Harvest Delivery. Summit Fertilizers list price on Sept 1st, 2021.*

Fuel Gauges, making great crops ever better

Many Summit clients are happy to take up the opportunity of having Fuel Gauges installed in paddocks and are even happier when they see no signs of the strips, as this means it's likely their nutrient budgeting and application are in-line with the season's requirements.

The 2021 season however will be remembered as one for the record books and with the season presenting such high yield potential in most areas, Fuel Gauges really came into their own. The images to the right are of a Fuel Gauge installed by Summit Agent Central Ag Goomalling.

It was a common scenario for the 2021 season. Fertilizer inputs were adjusted for the season's good start. Crop growth and early establishment appeared strong, although a Fuel Gauge established across the seeding rows showed the crop still had more to give. More N was applied to this crop 4 days after the above right photo was taken and by late August the crop had for the most part caught up.

Fuel Gauge N strip in mid-June 2021. More N was applied to the crop 4 days later.

By late August the crop growth had been boosted by the applied N, although the N Gauge is still evident with more biomass and slightly delayed head emergence.

Summit welcomes Kayleen to the accounts team

Summit Fertilizers is delighted to welcome Kayleen Russell to the Finance and Administration team.

Kayleen has worked in the WA fertilizer industry for more than 10 years and brings a wealth of experience to her role. She started with Summit at the beginning of July and is happy to help customers with any billing or general accounts enquiries.

Kalyeen is based in our Kwinana head office and can be contacted directly on (08) 9439 8937 or email accounts@summitfertz.com.au

Saritha Marais moves into Area Manager role

After two and a half years as a Field Research Officer with Summit Fertilizers, Saritha Marais has embarked on a new role at Summit by taking on an Area Manager position based in Wongan Hills.

Originally from Merredin, Saritha graduated with a degree from Murdoch University in 2016, majoring in Conservation and Wildlife Biology.

Since starting at Summit, Saritha has been instrumental to the Field Research team, and the experience she has gained in working on our extensive trial program will serve her well in providing fertilizer and crop nutrition advice to growers in her area.

Saritha is looking forward to getting to know all the Summit customers in the shires of Wongan-Ballidu, Dalwallinu and Koorda and supporting them in their business.

Saritha takes over the area previously serviced by Brenna Gray and can be contacted on or 0429 579 541 or smarais@summitfertz.com.au

Your strategic partner in growth

At Summit we offer much more than just fertilizer. We also have dedicated local Area Managers, a Field Research team and offer state-of-the-art soil and plant analysis. In addition, our unique Fuel Gauge technology is a great way of in-season nutrient monitoring. By choosing Summit as your fertilizer supplier, your experienced Area Manager for the region will be on hand to make sure you get the best possible return on your fertilizer spend.

Summit's core business is delivering high quality fertilizers and local advice to WA growers.

For additional support services we offer, such as laboratory analysis of soil and plant samples, or provision of NDVI imagery, we work closely with our industry business partners.

APAL

For soil and plant analysis, Summit has had a long-standing relationship with APAL (Australian Precision Ag Laboratory).

APAL has state-of-the-art laboratories and is an accredited member of ASPAC (Australasian Soil and Plant Analysis Council). ASPAC promotes the adoption of preferred methods and protocols used in soil and plant tissue analysis within Australasia.

Over many years, APAL has shown to consistently deliver high quality independent soil and plant analytical services and is an important part of the Summit service offering.

DataFarming

In 2020, Summit Fertilizers joined forces with Queensland company, DataFarming.

The result was that clients immediately had free and regular access to 10 x 10m resolution, satellite based NDVI images through the SummitConnect user platform.

To ensure in-season continuity, these images are updated at least every 5 days.

This free NDVI data can be overlaid with Summit's inSITE test results and combined they provide an exciting new way of in-season assessment of paddock performance.

An important development, it enables our Area Managers and grower clients to more easily:

- monitor crop and pasture health;
- pinpoint on-ground issues in-season to identify problem areas worthy of further investigation;
- save time and money knowing where to best target fertilizer.

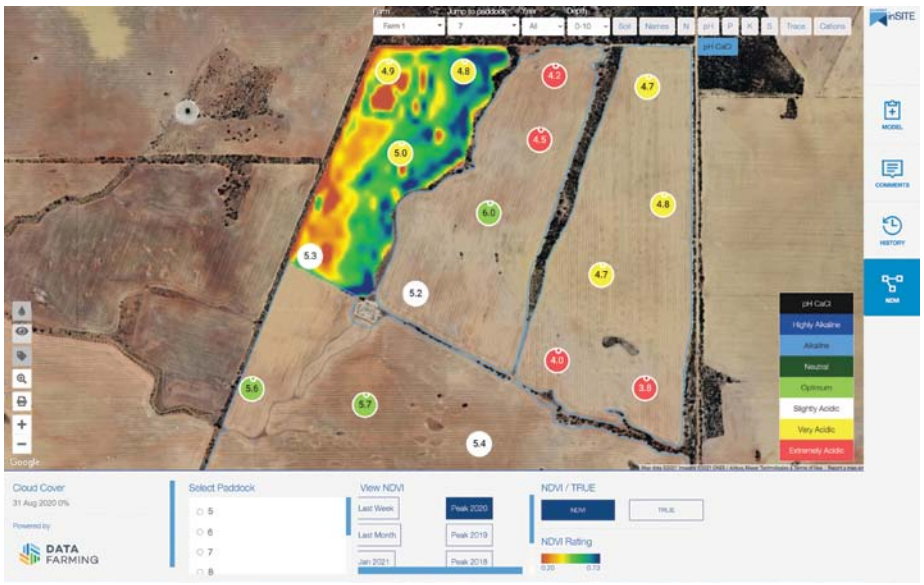
Collaboration between Summit and DataFarming has developed quickly and instinctively.

DataFarming has a goal to make accessing and benefiting from precision agriculture as easy as possible and in doing so, break down some of the barriers for farmers to adoption. We see our businesses as being very complimentary and a cooperative partnership is proving to be the perfect match.

DataFarming also work closely with APAL, which completes the loop for farmers in WA who use Summit Fertilizers.

DATAFARMING

APAL
Australian Precision Ag Laboratory



The Summit Fertilizers - DataFarming partnership is a fantastic opportunity for growers who are on any part of their journey with precision agriculture. It may be as simple as looking to gauge some near real time feedback, or historic analysis of the relationship between soil nutrient testing, fertilizer applications and crop and pasture growth.

The 2021/2022 Fertilizer Supply Offer

Our 2021/2022 Fertilizer Supply Offer (FSO) is now open and closes at the end of October 2021. It offers substantial rewards to assist your farm business.

Customers who order early and commit to the offer will receive a $2/tonne rebate (all products) on Summit Technical Services used, which includes inSITE soil and plant testing and in-season nutrient Fuel Gauges.

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,
- 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.

SUMMIT CONNECT

Our online customer portal

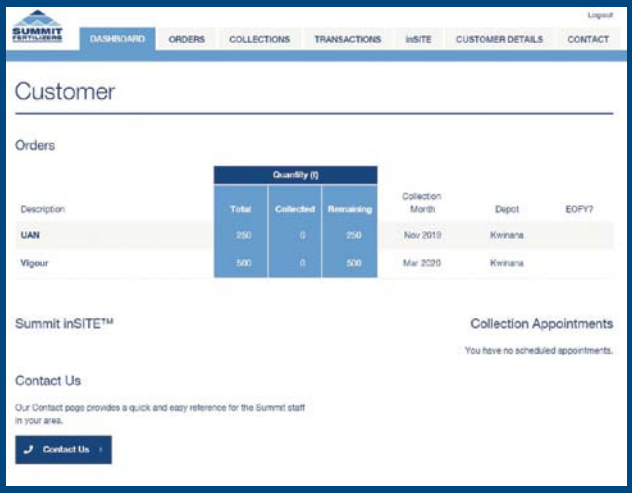
We are committed to making it as easy as possible for you to do business with us and SummitConnect, our online customer portal has a number of impressive features.

SummitConnect has a user-friendly interface with everything you need to know about your business with us in the one place.

On SummitConnect you can view:

- Orders - see details of all your orders with Summit, including collection month and payment terms.
- Collections - you can view individual fertilizer collections and download loading and weight dockets.
- Transactions - review your payments, credit limit, monthly statements and download your tax invoices.

You can even provide your accountant or consultant with access to your SummitConnect to save time when it comes to gathering financial information.



Signing up for SummitConnect is quick and easy. For further information or to register for SummitConnect, contact your local Area Manager, and they'll help you get started.

SUMMIT inSITE

inSITE Soil and Plant Analysis

Joining SummitConnect is a real game changer, because it automatically links you to our inSITE platform.

Here you can view and download all your soil and plant test history, including recommendations and reports.

Another feature growers are finding increasingly valuable are trend maps. These maps allow you to visualize how soil nutrients, pH and other soil properties are tracking over time, across different depths and in different paddocks.

Ultimately our aim is to provide you with accurate data, in an easily accessible way, to help you make the best decisions and future management plans.

Customer owned inSITE data can be viewed at any time (24/7) on SummitConnect.

inSITE Soil Analysis

Soil sampling procedures are the single most important component to getting value from soil testing, and should be considered very carefully.

Accurate analysis, interpretation and precise nutrient management can only occur with a quality, representative sample.

Summit Area Managers are trained in the best way to take soil samples and record their location, which helps build the bigger picture of your farm's soil fertility and any potential production constraints.

Soil testing predicts how much of each nutrient is likely to be available and is the best place to start fertilizer budgetting.

inSITE Plant Analysis

Plant analysis is an especially useful tool as often there are no visual signs of a nutrient deficiency (hidden hunger). Plant testing reflects what's actually available to the plant roots which can help to fine tune your fertilizer strategy.

Our Area Managers are trained in the best plant sampling techniques.

SUMMIT FIELD RESEARCH

Over the past 6 years, Summit Fertilizers has conducted close to 200 trials across the state. That makes us one of the biggest investors in crop nutrition research in Western Australia. This season 42 trials are in the ground.

Research of interest includes:

- Top end Apex Yield Trials. These aim to provide a range of nutrient treatments at the high end of the scale to determine the yield response potential of popular wheat varieties, often selected for their farm use based on NVT yields. The goal is to remove crop nutrient limitations and as such, set a yield benchmark for growers as a reference point for future decision making.
- 2021 has seen our big commitment to improving potassium nutrition continue.
- Manganese too, has continued to generate a lot of grower interest and trial attention.

Many of the ideas for this years trials program have come from Summit Area Managers, who work closely with growers to identify local crop nutrition issues.

We encourage all growers to make contact with their local Summit Area Manager, learn about the trials and about local crop nutritional issues that could be of importance to them.

All growers are welcome to attend field walks and take part in discussions.

SUMMIT FUEL GAUGES

Could you be getting bigger returns from your crops or pastures? Each year, Summit Area Managers put out hundreds of Nutrient Fuel Gauge strips across the state.

These strips supply a non-limiting rate of a specified nutrient or nutrients, and are read in-season with a GreenSeeker®. In the case of nitrogen, Summit's in-season N Calculator then predicts the response and calculates the rate required to achieve optimum yield and returns.

The majority of Fuel Gauges are nitrogen, as remedial action can be carried out within the season. Potassium, phosphorus, sulphur and other nutrient Fuel Gauges can also be carried out, with responses actioned for the following season.

If you're interested in having a a Fuel Gauge on your farm, or would like to learn more, contact your local Summit Area Manager.

N rates and timing strategies for hybrid canola

About 10km north of Goomalling at Lord Farms, Area Manager, Brayden Noble, is working in conjunction with Summit Agent Central Ag, to expand the knowledge on nitrogen rates and timing strategies that best match the needs of high yield potential hybrid canola.

Thanks to Ashley and Stephen Lord who set aside an ideal site, 44Y27 was sown on April 22nd and tested with three distinct nitrogen (N) strategies.

- Strategy one was for all the N to go on at seeding with some N banded in the form of urea followed by UAN streamed on top.
- Strategy two was to apply N post-emergent in late June just prior to budding (no N at seeding).
- Strategy three is closer to grower practice, which is some N up-front at seeding followed by a N top-up treatment, in this case in late June.

Total units of N were nil, 40, 80, 120 and 160 (for each timing strategy - shown right). A very high 200 unit N treatment, split evenly at sowing and post-emergent was also included as a high end limit. In theory, 200 units if fully utilised by the crop would yield around 5t/ha.

A site visit in late June on the day when Summit Field Researcher, Saritha Marais (below), was applying the post-emergent N, showed just how well the early N had been taken up by this vigorous hybrid canola.

By mid-August (picture below right) when the crop was in full flower, the growth effects of early N were still visible with differences in overall biomass and also crop height. The post N and split N treatments had not totally caught up at that stage, although there is still a fair way to go in terms of podding and yield potential.

Growers can contact Brayden if they would like to learn more about this trial, or be made aware of harvest results.

N0

N40 Seeding

N40 Post

N40 Seeding & Post

N80 Seeding

N80 Post

N80 Seeding & Post

N120 Seeding

N120 Post

N120 Seeding & Post

N160 Seeding

N160 Post

N160 Seeding & Post

N200 Seeding & Post

Crop biomass 25th June 2021.
Post N applications were applied on this day.

Saritha Marais applies post N on 25th June.

Crop biomass 16th August 2021.

Timely K applications for Scepter wheat

To fully realise the potential of in-season nitrogen (N) applications, other nutrients including phosphorus (P) and potassium (K) need to be in non-limiting supply. A deficiency in either nutrient can result in under utilised N.

P and K are different in that K can offer more flexibility with regards to timing, and that gives growers a chance to influence N efficiency during the season with additions of K.

What makes K critical is its importance for many growth factors including maintaining the integrity of cell structure.

As plant growth is stimulated with added N, cell division becomes even more rapid. The tillering/elongation stages of plant growth is when the rate of cell division is highest, therefore, prior to and during this stage there is a need to ensure adequate K.

Area Manager, Tracey Hobbs, has a Summit N x K timing trial this season in a Garn Nominees paddock south of Wyalkatchem.

The trial area was sown on May 13th with Scepter wheat at 81kg/ha. In this trial there are 25 treatments (replicated 3 times).

N ranges from 0 to 120kg/ha (in 30kg/ha increments). All plots (except the N0) had 30 N down the tube with the rest topped-up post-sowing.

K rates were 0, 20 or 40kg/ha, applied at two timings - either all at sowing or all post-sowing (July 7th - at early tillering, a critical time for K).

P for all treatments was 10kg/ha.

In essence, what is being compared is early versus later K, and how the various N x K combinations will impact on grain yield and quality

Tracey did well to identify this site which as the season has developed is showing clear responses to N.

Taken in mid-August the image to the right shows the impact of applied N and also highlights just how well the season is progressing out east.

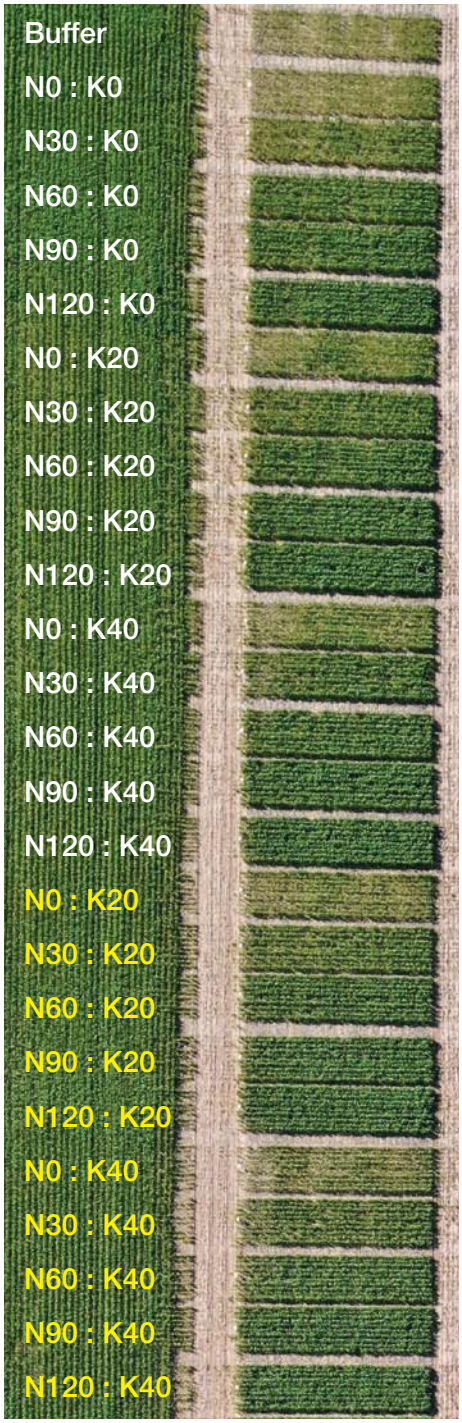
- Plots marked with white text had all their K applied at sowing.
- Plots in yellow text received all their K post-sowing.

By mid-August the story on N nutrition was becoming clearer and after digging a little deeper into the plots, the impact of K was also starting to emerge.

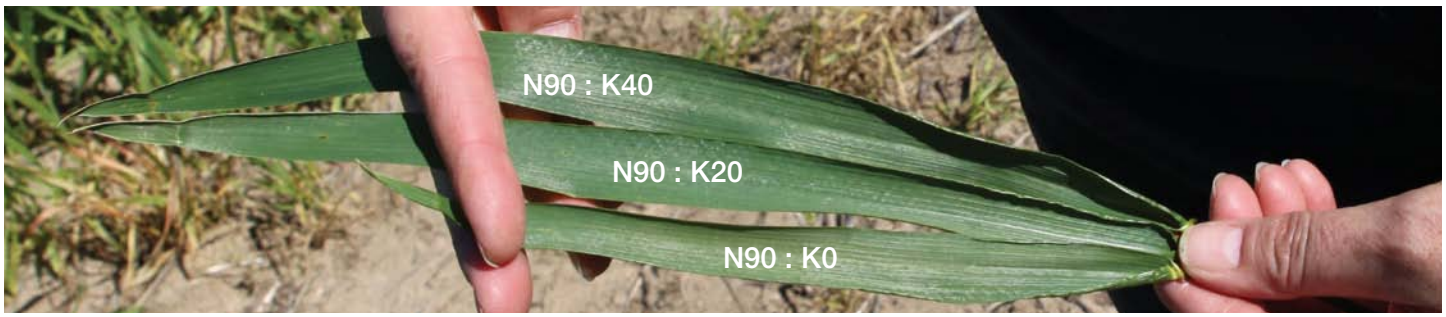
Flag leaves taken from plants in the N 90 plots (pictured below) where all K was applied at sowing are indicating a rate response to K, which, depending on how the season finishes could have real impact on yield.

Tracey said this trial has progressed even further since these images were taken, so some meaningful results appear likely.

For more information on this trial growers can contact Tracey Hobbs.



White text - All K applied at sowing
Yellow text - All K applied post-sowing



Scepter wheat flag leaves in mid-August seem to be sizing well with extra K applied at sowing.

Summit welcomes Meckering Agency

Summit Fertilizers welcomes Barkly Royal Ag as our newest Agent. Based in Meckering, Barkly Royal Pty Ltd owner Gregor Draffin said he's pleased to be able to broaden their product offering, adding high quality farm fertilizers and associated nutrition services to a growing list of agricultural chemicals, fencing, hardware, livestock and water products.

Gregor said he followed up on a lead from Derek Henning of Agri-Stock Koorda who became an Agent last year and recommended he approach Summit. After talking through the possibilities of an agreement with Northern Region Manager Wayne Foot and local Area Manager Brayden Noble, the synergies for both businesses became obvious.

Gregor has experience with a number of rural companies, has a farm at Cunderdin and will do a great job of reliably supporting local growers.

Summit Northam Area Manager, Brayden Noble (left), says he is looking forward to working with Gregor Draffin (centre) and Quentin Sprigg of Barkly Royal Ag, Meckering.

Field Days back on the agenda

A timely return of the Mingenew, Dowerin and Newdegate Field Days has been greeted with excellent attendances and plenty of visitors to the Summit sites.

Summit Fertilizers has a long history of supporting the regional field days which represents just part of our commitment to the rural community.

Regardless of the season, we'll be with you all the way.

This year was no different and growers were able to meet with Summit staff from all departments and receive information on all the latest from Summit, including our 2021/22 market offer.

A new Summit marquee display was erected this year, with a more dynamic feel, which was appreciated by growers (Dowerin top picture).

Area Manager, Juliet McDonald congratulates Michelle and David Bagley of Yandanooka who won the Mingenew canola competition (right).

Shane Turner is with Vanessa and Darren Cobley from Walkaway who won the Mingenew door prize of a Webber BabyQ (far right).

Team tours the high rainfall Wheatbelt

Summit's field research program extends across the length and breadth of the state's broadacre regions. This season a record 42 trials were sown and August is a good time to update Area Managers and technical staff on trial progress, along with other areas of industry interest. Narrogin based Area Manager, Brett Coxon, led the team this year by organising contact with key people and Summit trial sites in his area.

On the day, Narrogin farmer Ashley Wiese (pic above left) explained the art of growing Quinoa in the WA Wheatbelt, along with giving an insight into processing and marketing this ancient grain.

Intergrain National Oat Breeder, Dr Allan Rattey, brought Area Mangers up to speed on the intricacies of oat breeding and developing new lines suited to our conditions (pic above right - red hat).

The team then travelled to East Pingelly to look over a phosphorus rates trial in Scepter wheat (SUM21-GP4, pic right foreground) and manganese in wheat (SUM21-04 same pic, trial in the background).

The team stopped for a roadside chat with SACOA Regional Manager WA, Damon Fleay before heading back to see Lewis Hardie of Denabling Grazing to look over a N rates +/- growth regulator (Moddus) trial in oats (picture below). Well done to Brett Coxon for organising such a great day!

Brett Coxon (left) listens to what Ashley Wiese has to say about growing Quinoa.

Dr Allan Rattey (right) explains oat breeding to Area Managers Shane Turner and Steve Cooke.

Summit Area Managers and technical staff inspect the East Pingelly trial sites.

Damon Fleay explains the tank-mixing potential of SACOA to the Summit Team.

Water was oozing from most paddocks and almost every roadside when the Summit Team toured trial sites in the high rainfall Wheatbelt. Picture taken at the end of the tour on the property of Denabling Grazing (Lewis Hardie is with the Summit Team - fifth from left).

Your Local Summit Fertilizers Area Manager

GERALDTON
Shane Turner
0429 947 919

COOROW
Juliet McDonald
0429 945 332

WONGAN HILLS
Saritha Marais
0429 579 541

MOORA
Brett Beard
0429 900 607

NORTHAM
Brayden Noble
0417 490 047

KELLERBERRIN
Tracey Hobbs
0429 470 007

MERREDIN
Kobus Marais
0427 766 508

NARROGIN
Brett Coxon
0427 766 506

CORRIGIN
Steve Cooke
0429 934 243

BUNBURY
Ralph Papalia
0427 766 535

WILLIAMS
Jarrad Martin
0427 788 521

KOJONUP
Chloe Turner
0447 469 245

LAKE GRACE
Mark Stephens
0427 766 517

ESPERANCE (WEST)
Tim Donkin
0408 092 355

ESPERANCE (EAST)
Nick Donkin
0428 715 045

ALBANY (WEST)
Mark Ladny
0498 223 421

ALBANY (EAST)
Andrew Wallace
0427 083 820

SUMMIT FERTILIZERS

www.summitfertz.com.au

Summit Fertilizers - 29 Ocean St, Kwinana Beach, WA 6167
ABN 49 058 794 737