



crop

conversations

Bernie's Bulletin

Hello and welcome to our first quarterly newsletter: Crop Conversations.



Crop Conversations will be distributed to our network of distributors, key customers and suppliers to keep you all up to date with regard BioNutrient Solutions; our people, our product development program and seasonal information to assist you in nutritional decision making.

The BioNutrient Solutions team is delighted to be a part of the growth in the biological farming sector of Australian agriculture. As the industry grows so to must the key players, with this in mind I would like to outline some of the advances being made within BioNutrient Solutions.

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Of primary importance are the upgrades being made to sales administration services. Please join me in welcoming Pat Dean our new Accounts Coordinator and Suzanne O'Malley our new Sales Administration Manager to our team. Suzanne will be a key contact for our distribution network as she is responsible for order processing and all customer service aspects of the business.

To further enhance customer service we have introduced a free call number 1800 915191. This number will be your primary contact for all customer service enquiries. If you only remember our old numbers, they will still reach us.

As a result of these changes we have moved the BioNutrient Solutions administration function to Brisbane and are presently working through the next phase of our structure remaining in Goondiwindi. I would like to take this opportunity to thank the

Goondiwindi team, Marje, Sandy, Helen, Margo and Emily for their support, hard work and positive attitude and wish them every success in their endeavours.

We are continuing to invest resources into product development. Chris Teague our Product Development Manager oversees work on product formulations and in field trials. Chris will initially remain in Goondiwindi to supervise the expanding trial program. Bart Davidson our Sales Manager continues his critical role of sales and training ably supported by Rowan Berecny and Eric Glasser. Eric Glasser now also contributes to manufacturing in conjunction with Rex Fenton. I hope you enjoy the first edition of Crop Conversations. We look forward to continuing to be an active part of the growth in biological farming in Australia.

Bernard O'Brien

Seasonal Roundup

Where to from here?

With good widespread rains across the majority of the eastern wheat belt winter crops have powered away. Our typical starter program of Phosphorus and Zinc with Calcium, Copper and Boron has built yield potential.



We should now be looking to achieve good test weights and protein in grain. During grain fill phosphate and Calcium transfer to the grain. PhosLogic, a liquid Calcium phosphate will promote starch transfer to grain to improve quality. PhosLogic can help where there is concern for protein adequacy or low test weights.

In a season like this Calcium and Boron are critical elements for yield. Good Calcium levels strengthen stems and reduce the potential for lodging as yield increases. Increased Calcium in plants improves pectin production. Pectins combine with sugars to bind cells together giving structural rigidity and strength.

Calcium is also important in disease management because disease organisms break into plant tissue by producing enzymes

which dissolve pectin. Higher Calcium levels increase pectin concentrations and hence resistance to disease.

Chickpea crops with good Calcium and Boron levels have had fewer fungicide applications than district averages.

Importantly, more rapid growth tends to reduce supply of Calcium to new tissue, which means weaker stem and leaf tissue and increased probability of lodging or disease. Foliar applications of CalPac may help in these situations. Chickpea crops with good Calcium and Boron levels have had fewer fungicide applications than district averages.

Many growers have waterlogged crops with yellowed or discoloured leaves and a general lack of vigour. With prolonged saturation, soils lose their air holding capacity. The soil biology then takes Oxygen from nutrient forms including nitrate (NO₃) and sulphate (SO₄). Yield potential is reduced due to nutrient loss, disease susceptibility increases as plant sugar production declines and there is less energy to fight off disease pressure.

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The short term Nitrogen, Zinc, Iron and Sulphur needs of waterlogged crops can be improved with foliar applications of Bio 777; this will enable crops to recover more quickly once soil conditions improve. Ironically what we need now is several weeks of sunshine to finish winter crops and allow planting for summer crops to get underway.

Bart Davidson

For all your customer service enquiries call Suzanne on 1800 91 51 91

By Chris Teague

Field Trials

CerealRS and CalPac trials are underway across a number of growing regions. We are all hungry for trial data to support our management decisions, so here is a trial snapshot.



We have independent trials in Victoria and NSW, where Agrisearch Services Pty Ltd will be conducting assessments on crop establishment, vigour and root shoot ratios. There will also be yield and quality information recorded at each of these trial sites.

Additionally AgriTech Crop Research are managing a small plot trial to evaluate the efficacy of CalPac as liquid injection or foliar to improve Calcium amelioration in sodic soil. There are 2 rates of CalPac as liquid inject, 1 foliar at jointing and 1 foliar between mid tiller and jointing.

We also have grower based trials in the Moree area. Efforts to establish foliar trials across a number of growing regions are ongoing. And no we haven't forgotten pastures; we have one pasture foliar trial established and another one on the drawing board.

Product Update

CalPac

There is ongoing effort to reduce the viscosity of this unique formulation, as we understand the difficulties associated with increased filling times when using centrifugal pumps during winter.

Ignition

The formulation has been modified slightly to improve handling and more importantly shelf life. It is anticipated that Ignition will now be suitable for use in any liquid injection system.

We are beginning to plan summer crop trials and welcome any grower interest and site availability in establishing trials.

For further information on establishing or co-operating with trials, please call Chris on 1800 915191 or 0458 710480.

It is looking like a big summer plant, dryland cotton, sorghum, corn and mung beans are all on the table as viable options to deliver cash flow.

When you are making your decisions about starter nutrition, remember you only want to plant once. Be prepared for that possible cold snap by including Zinc in the mix. Include a good dose of Phosphorus and Nitrogen for strong growth and don't forget Calcium to minimise the potential for seedling disease.

Ignition and Calpac are the two liquid injection options to address these concerns, talk to your consultant about these and the BNSEasyflo for hassle free application.



Staff Updates

Suzanne O'Malley

Suzanne our new Sales Administration Manager comes to us with a wealth of experience in customer service and stock control in the agricultural and consumer goods industries.



After five years with a large organisation Suzanne was looking for something which offered more customer interaction and potential to grow. BioNutrient Solutions provides Suzanne the chance to move into an innovative smaller growing company where she can develop close working relationships with customers.

Despite having grown up in Brisbane Suzanne seems to be drawn to the agricultural industry. She is looking forward to learning more about the industry, the BioNutrient Solutions products and the regions where our customers live.

Suzanne has a strong sporting background, and is looking forward to trying some of the quality regional golf courses. She is also a supporter of the Brisbane Broncos and of course the Queensland State of Origin team.

Suzanne is looking forward to meeting and speaking with you all over the months ahead.

Pat Dean

Please welcome Pat Dean who will be taking on the role of Accounts Coordinator as part of the BioNutrient Solutions administration team. Prior to immigrating to Australia in 2007 Pat ran her own book keeping business for over 20 years so will bring a sound knowledge of accounting to the company.

Pat has recently moved to Brisbane with her husband and is looking forward to becoming a part of the BioNutrient Solutions team. Pat believes that there



are environmental and financial challenges ahead for the Australian Agricultural industry, but is looking forward to growing with BioNutrient Solutions and the broader agricultural industry as they overcome these challenges. The BioNutrient Solutions products have the potential to be integral in overcoming some of the challenges the industry faces.

Pat is a keen gardener and photographer. She is especially passionate about photography as she finds it enables her to express her creative side. Pat has a particular love of nature shots.