

# Fertilizer News

## New agency future at Summit

As many farmers know, Summit Fertilizers and Elders terminated their agency agreement in December last year. While some Summit orders taken before December currently involve Elders, this will no longer be the case for the new season beginning in August.

Many customers previously dealing through Elders are now dealing directly with Summit and are very pleased with the order management and payment options now available. These include:

- Convenient payment options
  - BPay before collection
  - Funds transfer before collection
  - Cheque before collection
  - Fast Pay – direct debit four days after despatch\*
  - Pay 25 – direct debit 25<sup>th</sup> of month following collection\*

- After harvest terms - payment to Summit by 25 January\*  
\*Credit approval by Summit required
- Easy administration, all available 24 hours per day on SummitConnect
  - Monthly statements
  - Collection summaries
  - Order confirmations
  - Tax invoices
  - Tax invoice summaries

Of course, our existing Summit Agency network will continue to offer a high level of service to new and existing customers. In addition, the renowned Summit Area Manager services involving soil and plant sampling and analysis, practical fertilizer recommendations and our fuel gauge service (nutrient rich strips) are available to all our customers.

To nominate a Summit Agent, or to deal directly with Summit, just let Summit know at the time of ordering.



*Frank Ripper  
Executive Manager - Marketing & Sales*

### In this issue!

- Access the latest information and offers at the field days
- High quality easy handling seeding fertilizer
- More sulphur in MAPSZC and DAPSZC
- Summit's new liquids despatch
- 2017 research update
- Doug's seeder is setup to feed the crop, not the weeds

### Summit plant analysis

Plant analysis is an excellent guide as to whether or not some nutrients are limiting growth. It is a much better technique than soil testing for assessing trace element deficiencies such as copper, zinc, manganese, iron, boron and molybdenum and lesser macro nutrients of sulphur, calcium and magnesium.

Key benefits of Summit Fertilizers plant analysis are:

- independent laboratory
- rapid turnaround times
- wide range of nutrients measured

For more information on Summit plant analysis, or to discuss fertilizer needs, growers should talk with their Area Manager.

### Stay connected!

Summit Fertilizers introduced Summit Connect a few years ago and in doing so was the first company to provide a service whereby customers could download their transaction information from the web, in real time.

SummitConnect now has a 'new look' and has been updated to make it a bigger part of your everyday business. Growers should talk with their Area Manager or visit the Summit website for more information.

**SUMMIT  
CONNECT**

**SUMMIT  
FERTILIZERS**

## Access the latest information



Summit staff look forward to seeing growers at the annual field days where we will have available our 2017/18 market offer.

**M**ingenew, Dowerin and Newdegate field days are a fantastic opportunity for growers to have access to Summit staff from all of our departments and receive face-to-face information in a relaxed environment.

Summit Fertilizers has a long history of supporting these events. It's a direct reflection of our commitment to the rural community that regardless of the season, we'll be with you all the way.

The field days will be an ideal opportunity for growers to get the latest information on SummitQ.

SummitQ represent our technical services that are designed to boost farm productivity. SummitQ services are delivered by our Area Managers using their local knowledge and experience to make practical fertilizer recommendations.

Under the umbrella of SummitQ, is a comprehensive range of high quality technical services.

### Field research

Field research is central to the information that Summit Area Managers use every day.

Data from trials is analysed and used to improve products, keep farmers abreast of the latest in nutrition research and to continually improve our SummitQ services, so that we provide the best in-field advice.

### Snapshot

Snapshot is Summit's soil and plant analysis service, offering a snapshot of your farm's nutrient status. Delivering analysis and interpretation, Summit Snapshot has fast turn around times and the backup of your local Area Manager.

Snapshot is based on many years of field research and is continually developed to make sure our models and information are current.

### Fuel Gauges

The benefits of continuous, in-season nutrient monitoring are becoming more evident as farmers connect with the Summit Fuel Gauge program. An on-farm Fuel Gauge allows your Summit Area Manager to measure responses against your practice, using a Green Seeker to measure NDVI\*.

Fine tuning soil analysis recommendations and allowing for adjustments to planned nutrient applications as the season develops is the next step in production.

Using the Summit NCALC software Summit Area Managers can analyse the Green Seeker data and use it to assess crop responses to nitrogen and predict the rate required to maximise yield.

Plant analysis can be used to assess other nutrient responses and to measure the reaction of other nutrients to the higher nitrogen applications.

\* Normalized difference vegetative index, or, "greenness".



## High quality easy handling seeding fertilizer

**S**ummit introduced the current formulation of Vigour to the market in 2016. Like MAPSZC and DAPSZC, Vigour is made exclusively for Summit Fertilizers.

Vigour is a MAP and MOP based product with nitrogen, phosphorus, potassium, sulphur and trace elements compounded into every granule. Vigour consistently delivers outstanding results in the field. It has been shown to be a high quality easy handling seeding fertilizer. With this performance and the nutrients it provides, Summit believe it fits into our 'premium' range of fertilizers alongside DAPSZC, MAPSZC and Gusto.

Vigour can also be supplied as Vigour Mn with one percent manganese.

### Summit Vigour

- Well balanced NPK fertilizer range
- All major nutrients compounded into each granule
- Easy to handle
- Suitable for any cropping situation that requires potash
- Top up levels of trace elements compounded into every granule
- Superior crop safety
- Suitable for fungicide coating

For more details about the Vigour range of products, growers should talk with their Summit Area Manager.



Product	Typical analysis (%)						Bulk density t/m <sup>3</sup>
	N	P	K	S	Cu	Zn	
VIGOUR	10	12	12	5	0.1	0.2	1.03
GUSTO	10	12	14	7.5	0.05	0.1	1.12

# Sulphur boost for MAPSZC and DAPSZC

Since their introduction in the 1990's, DAPSZC and MAPSZC have enjoyed reputations as very high quality compound fertilizers. Superior granule hardness, uniform sizing and the lack of dust combined with long storage life are all hallmarks of these premium quality fertilizers.

DAPSZC and MAPSZC are made exclusively for Summit by Incitec Pivot Limited (IPL) in their facility near Mt Isa, Queensland. The plant uses phosphate rock from the Phosphate Hill deposit, which is the only phosphate source mined on a large scale in Australia.

Originally, DAPSZC and MAPSZC contained 8 percent sulphur, but due to manufacturing issues it was reduced to 5 and 5.5 percent respectively. IPL have been able to overcome the manufacturing issues and the sulphur content will be increased back to 8 percent.

The change in sulphur has also prompted a review of the trace element levels in DAPSZC and MAPSZC based on plant requirements. Going forward, DAPSZC will have its copper content increased to 0.1 percent and the zinc increased to 0.2 percent. MAPSZC will have a small decrease in copper to 0.2 percent and an increase in zinc to 0.4 percent. The change in trace element levels in MAPSZC will ensure that adequate copper and zinc are applied for crop growth when used at lower rates, or in a blend with other fertilizers like MOP.

With much less soil disturbance during seeding than in the past, there is good reason to apply a small amount of copper and zinc at each seeding to ensure better distribution in the soil.

The combining of sulphur, copper and zinc during manufacture gives far superior distribution in the soil compared to other formulations and is the most agronomically effective method of providing trace elements via solid fertilizers.

MAPSZC is suited to all crops, in particular wheat, barley and canola. It contains nitrogen (11.6%), high phosphorus (19.8%) and sulphur (8%). High P levels mean seeding rates can be kept to easily manageable quantities, whilst MAPSZC nitrogen level ensures crop safety.

DAPSZC is a good choice for wheat in lower rainfall areas where growers wish to apply nitrogen at seeding to give their crop a good start to the season. It contains nitrogen at 16.9%, very high phosphorus (18.2%) and sulphur (8%)

Lower use rates due to the high concentration of nutrients in these products are commonplace, which helps reduce storage and freight costs and minimises refilling at seeding.



Aerial view of the Incitec Pivot Fertilizers Plant and phosphate mine near Mt Isa, Qld.

Product	Typical analysis (%)							Bulk density t/m <sup>3</sup>
	N	P	K	S	Cu	Zn	Mn	
DAPSZC®	16.9	18.2		8	0.1	0.2	0.1	0.98
MAPSZC®	11.6	19.8		8	0.2	0.4	0.1	1.03

## More manganese in starter fertilizers

Product	Typical analysis (%)							Bulk density t/m <sup>3</sup>
	N	P	K	S	Cu	Zn	Mn	
MAP & Mn	10.4	21.5		1.9			4.0	1.00
MAPSZC Mn	11	20.7		5.0	0.1	0.2	2.0	1.02
Vigour Mn	10.1	14.4	9.0	4.2	0.08	0.15	1.0	1.02

Manganese is a nutrient gaining more attention from growers and agronomists, mainly due to liming programs that raise soil pH, which can in turn reduce the availability of this important trace element. To supply manganese in a quality fertilizer, Summit introduced a full compound MAP and Mn product this season. The product MAP & Mn contains four percent manganese.

MAP & Mn can be used to provide manganese to crops as a standalone fertilizer, or in combinations with our premium products like MAPSZC or VIGOUR.

# Summit's new liquids dispatch

It's very important to Summit Fertilizers that our clients receive consistently high quality fertilizer in the most efficient way possible. In anticipation of a busy 2017 season, there were substantial plant and storage upgrades.

Improvements at the Kwinana depot have significantly increased UAN manufacturing capacity. In addition, liquid fertilizer storage capacity at Kwinana was doubled. The extra reserves safeguard our ability to continue to supply growers with product at the height of the season.

In March 2017, we commissioned the new liquids out loading system. Two filling points on a dedicated weighbridge allow for simultaneous filling of both front and rear trailers. This important addition to the Kwinana depot allows for more accurate weighing and significantly reduced load out times.

At Summit, we believe the continued advancement of our depot plant technology is a strategic long-term investment. We will strive to continue these developments into the future for our client's convenience.

## This year's field days are:

- Mingenew: August 16 and 17.
- Dowerin: August 30 and 31.
- Newdegate: September 6 and 7.

Once again, Summit will be strongly represented at the field days by our Area Managers and personnel from senior management, operations and finance.



*Summit has doubled the Kwinana liquid fertilizer storage capacity. Flexibility of despatch times and hours of operation is another cornerstone to the business.*



*The new liquid loading system with two filling points on a dedicated weighbridge allows for simultaneous filling of both front and rear trailers. Liquid fertilizer load out has been reduced to as little as 20 minutes.*

## 2017 research update



Summit Fertilizer's has established 32 trials in 2017, with an overall aim of helping growers optimise nutrient application across a range of soil types and rainfall zones. The program covers a large portion of the wheatbelt from Binu in the far north to Esperance in the southeast with many sites in between. Many trials were dry sown which, although not ideal, represented grower circumstances during a very dry start to the broadacre season.

Results from the trials will be used to validate and enhance Summit's soil test recommendations, as well as provide growers with local data to optimise yield and returns.

Key areas of focus for the 2017 trial program include:

- fertilizer spend on pastures
- potassium source, placement, rate and timing
- tactical nitrogen using Summit's Nitrogen Calculator in canola, wheat and barley
- phosphorus response and strategies on low and high PBI soils
- extending nitrogen, phosphorus and potassium interaction trials across the wheatbelt

With favourable sheep and wool prices, this year's research has seen an emphasis on the most effective way to allocate fertilizer spend on pastures. Fertilizers are applied to pasture to both



*Braden Noble  
Field Research Officer*

maintain soil nutrient levels and improve productivity by allowing a higher stock carrying capacity.

Tactical nitrogen applications can generate feed and fill in-season deficits. Summit has established five pasture trials looking at various rates of nitrogen, phosphorus and potassium, spread across a range of rainfall zones, soil types, rotations and pasture compositions.

Growers and advisers should contact their local Summit Area Manager for more details on pasture field days at sites near Regans Ford, Corrigin, Darkan, Porongurup and Manypeaks.

Trial data in 2015 and 2016 also



validated the accuracy of Summit's Nitrogen Calculator recommendations across varying soil types, rainfall zones and cereal crops. With confidence in the decision support tool, the N-calculator has been incorporated into multifaceted trials in 2017 including nitrogen timings in canola, optimising protein in wheat and barley varieties, and utilising the recommendations for high input N application in the Esperance region.

Summit Fertilizers has again collaborated with grower groups including the Northern Agri Group, West Midlands, Mingenew Irwin, Facey, Corrigin FIG, SEPWA and FEAR groups for a large share of the trials. Growers can view these trials at spring field days. Keep an eye on twitter @summitfertz for in-season updates.



*Amongst other things, Summit trial data has been used to validate the accuracy of the Summit Nitrogen Calculator recommendations across varying soil types, rainfall zones and cereal crops. With confidence in the decision support tool, the N-calculator has been incorporated into multifaceted trials in 2017 including nitrogen timings in canola, optimising protein in wheat and barley varieties, and utilising the recommendations for high input N application in the Esperance region.*

# Doug's seeder is setup to feed the

Visit a hundred properties at seeding time and you'll pretty much see the same type of sowing rig setups planting crops. So it's always inspiring to visit a property where you're likely to see something really different.

Anyone who has met Doug Harrington will know he's a deep thinking person with a willingness to challenge conventional ideas. Doug is farm manager for TS and DE Cowcher and runs their farm west of Narrogin.

When he took over managing the property in March 1995, he brought with him an engineering background and for years he puzzled over how to sow his crop more efficiently.

Doug wanted a machine that

did what he wanted it to do. Having built a lot of things over his time he decided to put his engineering past to good use and build his own seeder. Business owner, Tim Cowcher was happy for him to go ahead and over two years he developed his own concepts and drew it up on AutoCAD.

Pivotal to the plan was that Doug wanted to do more with less. He wanted to pull less tines to reduce the necessary tractor horsepower. He wanted to reduce soil disturbance to fit in with his minimum tillage ideology.

Doug wanted to put fertilizer where it was more accessible to the crop and less accessible to the weeds, and yet he still wanted to sow as many

crop rows as possible to spread the crop density and give the plants good spacial distribution.

"That's why I thought sowing the crop with a pair of rows beside the tine was the way to go,"he said.

Doug's purpose built seeding rig is 14 metres wide (45 foot) and it operates on a tine spacing of 38cm (15 inches). That's 35 tines over 14 metres, that can easily be pulled through most stubble loads with his 250 horsepower tractor.

Doug's also built his own three box seeder that runs on an Airstream planter and holds four tonne of seed and fertilizer.

He explained, "Twin disc modules are attached to the bar and run behind each tine. They are spring loaded and the two discs follow either side of the tine.



*Narrogin farmer Doug Harrington (left) shows off his seeder with twin disc sowing module.*

*Images below show the Agmaster knife points in front of the twin disc sowing module followed by the press wheel.*



# crop, not the weeds

"The machine is fitted with Agmaster knife points with a tube positioned behind each point that delivers between 140 and 150kg/ha of urea at seeding. Under normal sowing conditions the tines cut 10 to 12 cm deep.

"Then the two discs come along, each with its own tube that delivers seed and a phosphorus based fertilizer blend. I use a Summit blend of 85 percent MAPS2C and 15 percent MOP sown with the seed.

"The discs are opposed to the direction of travel. They take a small shoulder off the edge of the slot cut by the tine and put dirt back over the top of the urea. That separates the seed from the urea.

"The seed is positioned on the small shoulder about an inch below the surface for cereals. In canola we can lift the discs a bit higher so we only sow about half an inch deep.

"As the machine moves through the soil the splash from the discs coming to the centre then hits the press wheel, which is straight behind the tine and that then parts the dirt back over the two seed rows. So, it's all covered and pressed down.

"The idea is that when the seed goes down onto the shoulder it goes onto compact moist soil. We're not planting in a disturbed row which tends to dry out. We're deliberately planting on the moist compact soil of the



*Doug Harrington shows Summit Area Manager, Brett Coxon, his canola. Doug said he aims to have his fertilizer in the shed by November to take advantage of Summit early offers and so that it's ready to go for the following season.*

shoulder to improve soil/seed contact and the seed germinates well.

"The coleoptile comes out the crack where the disc ran through and the roots follow the central tine slot down to pick up the urea. It results in a healthy plant with a deep root.

"The benefit of putting the urea in the ground rather than broadcasting it is that we have no volatilisation.

"I prefer urea because it's cheaper

than UAN and I built the system to run on urea," Doug said.

"By putting the urea in the centre between the two rows, most of it is picked up by the crop which has first access to it and that makes it harder for the weeds to grow."

Doug said his seeder has now completed 10 seasons. It's been a very successful machine with very few changes since the original design.



*Photographed in mid July this year are Doug's canola and barley sown with his own purpose built seeder. His idea is to sow twin rows on a 12.5cm spacing, and then its 25cm to the next twin row. Urea is banded between the twin rows at seeding. A Summit blend of MAPS2C and MOP is sown with the seed in each row. "We want to limit the amount of fertilizer the weeds get. By broadcasting urea across the paddock we'd be fertilising the weeds along with the crop and that's not the idea," he said.*

# Your local Summit Fertilizers Area Manager



**GERALDTON**  
Shane Turner  
0429 947 919



**COOROW**  
Juliet McDonald  
0429 945 332



**BALLIDU**  
David Armstrong  
0447 109 545



**MOORA**  
Brett Beard  
0429 900 607



**NORTHAM**  
Mike Tagliaferri  
0427 989 099



**CORRIGIN**  
Steve Cooke  
0429 934 243



**MERREDIN**  
Kobus Marais  
0427 766 508



**WILLIAMS**  
Jarrad Martin  
0427 788 521



**NARROGIN**  
Brett Coxon  
0427 766 506



**BUNBURY**  
Ralph Papalia  
0427 766 535



**LAKE GRACE**  
Sheldon Miller  
0427 766 517



**ESPERANCE (WEST)**  
Tim Donkin  
0408 092 355



**ESPERANCE (EAST)**  
Nick Donkin  
0428 715 045



**ALBANY**  
Peter Warren  
0498 223 421



**ALBANY**  
Andrew Wallace  
0427 083 820



[www.summitfertz.com.au](http://www.summitfertz.com.au)

Summit Fertilizers - 29 Ocean St, Kwinana Beach, WA 6167  
ABN 49 058 794 397