

DIG DEEP

Industry Insights from Incitec Pivot Fertilisers | Spring 2025 | Edition 06

Key actions for spring pastures
and beyond

\$11M Tasmanian investment

Protecting N in irrigated crops

... and more





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Cover Image: Katelyn Petrie, Environmental and Sustainability Production Officer, Ingleby Farms, Clovelly Dairy, Tasmania, and Lester Rainbow, IPF North East Tasmania Sales Manager. IPF celebrated 30 years of local service in Tasmania in August.

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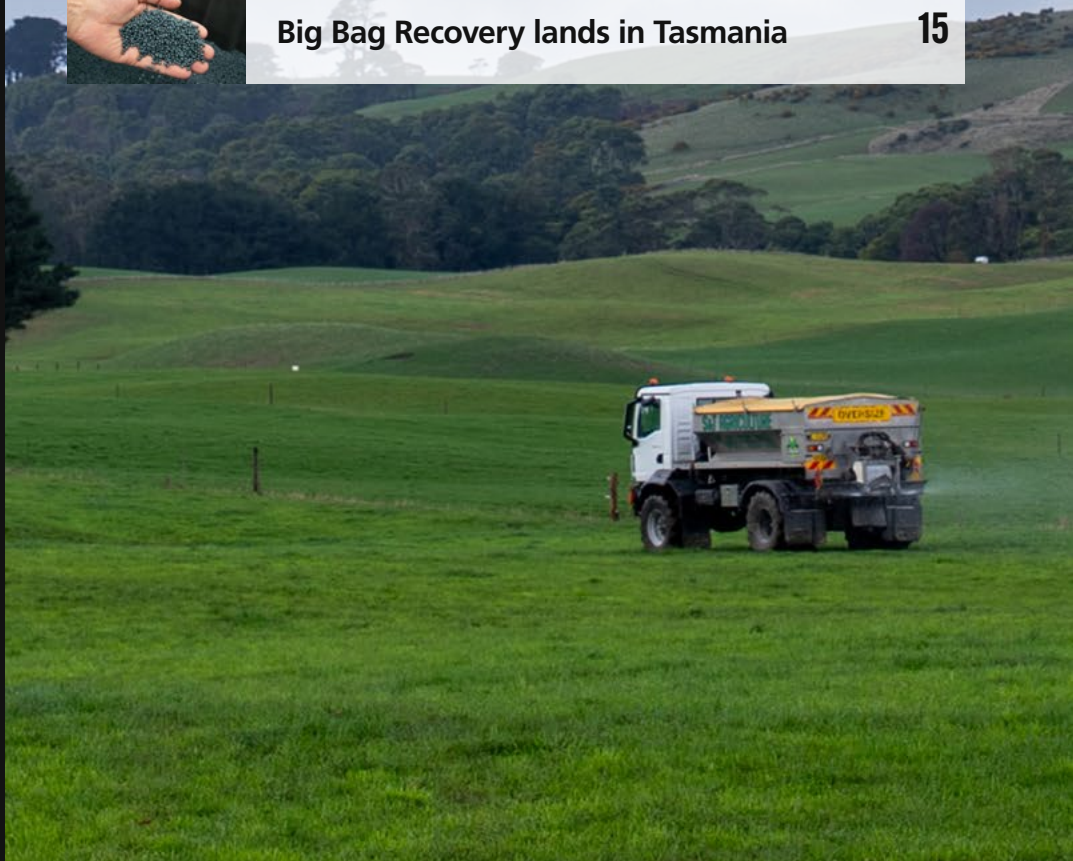
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PRESIDENT'S NOTE

Welcome to the sixth edition of *Dig Deep*



Scott Bowman

I'm pleased to share the Spring 2025 edition of *Dig Deep*.

With the successful sale of our business to Ridley Corporation now complete, we've reached an important milestone for our people, customers, and communities.

Ridley is a trusted, leading, diversified Australian agribusiness with a strong track record of delivering value, and their focus on growth and innovation positions us well for the future.

In August, I had the opportunity of speaking at the Fertilizer Australia annual conference. It was a chance to reflect on the global context we're operating in, the opportunities for Australian agriculture, and the important role we play in supporting our farmers.

We're navigating a time of significant change. Geopolitical instability is reshaping trade, energy, security, and technology. For the fertiliser sector, this means evolving expectations and shifting rules. COVID-19 exposed the fragility of supply chains, elevating fertiliser from a background commodity to a critical input for national stability.

Global trade has moved from pure efficiency toward resilience and

security, making diversified supply chains essential – a long-standing strength of ours and still a key priority.

But with change comes opportunity, and Australia is well-positioned to lead.

Australia's agriculture sector is thriving, with ABARES forecasting production to reach \$95 billion in 2025–26 and exports at \$74.6 billion, among the highest on record. This reflects the professionalism of our farmers and the world's demand for safe, high-quality food and fibre.

By 2030, the United Nations suggests the global population will near 10 billion, with protein consumption on the rise. Fertiliser will be key to increasing crop yields – but it's not just about producing more, it's about producing smarter. Precision tools such as soil testing, plant tissue analysis, and targeted application are critical for maximising productivity.

Arable land per person is shrinking, and soil degradation threatens yields. Fertiliser innovation can help restore poor soils and optimise limited land.

Over the past year, Incitec Pivot Fertilisers has run more than 25 field trials, demonstrating how the right nutrition at the right time under different conditions can support farmer return on investment, soil health and ultimately productivity outcomes.

With our fully integrated laboratory, agronomy, and distribution business, we're well placed to support farmers across the full productivity cycle – from diagnosis and product selection through to on-farm support.

Sustainability is no longer optional. With mandatory Australian Sustainability Reporting Standards (ASRS) starting in 2025, and financiers scrutinising Scope 3 emissions, our industry must continue to adopt and show clear progress.

Through our ARC Research Hub partnership, we're developing nitrogen products and decision-making tools



Scott Bowman at IPF Scottsdale RSC, Tasmania, during the Productivity Pays Roadshow events IPF hosted in August.

that boost efficiency while reducing environmental losses. Trials show Green Urea NV cuts nitrogen loss by up to 83%, while eNpower reduces nitrous oxide emissions by up to 84%. Chances are that keeping more nitrogen in the soil translates to a better return on investment.

Smart Fertilisers don't just reduce emissions, they drive greater returns on investment for fertiliser use. Lost nitrogen is lost income, and our solutions help capture more value for farmers from their fertiliser applications.

We know farmers are managing high energy costs, rising land prices, and climate variability. Fertiliser is a significant input, making return on investment critical. That's why our role is clear: delivering the right products, in the right place, at the right time, with reliability and trust.

Our diversified global supply chains, resilient sourcing models, and strong biosecurity practices are all designed to give farmers confidence so they can be more efficient in their operations.

Agricultural productivity is central to Australia's future, and fertiliser remains at its heart. Together, we have a great opportunity to shape the next chapter for farmers, industry, and the communities we serve.

Regards,
Scott Bowman

President, Incitec Pivot Fertilisers

This edition features an article from Ridley CEO, Quinton Hildebrand on pages 6-7.

GLOBAL TRADING OVERVIEW

Q4 2025 in review

In recent months, global prices for Ammonium Phosphate (AP) have stabilised while nitrogen (N) prices remain relatively strong and have been volatile.

Following a period of price increases, Global Ammonium Phosphate (AP) values have stabilised in recent months. The tempering in prices is largely a response to a softening of demand in key markets such as India, Brazil and the USA, where reduced farmer affordability continues to dampen sentiment.

Notwithstanding this, AP prices remain relatively well supported by continued purchasing activity in key markets and ongoing supply-side constraints and risk. Further easing of Chinese AP and urea exports is unlikely, while global supply risks for APs and urea remain high.

After a sustained bull run in N markets, urea prices have corrected significantly. Indian tender demand continues to be a key short-term factor on the demand side, whilst temporarily increased supply from China over the preceding two to three months has served to reduce the buying urgency for Indian importers, and softened sentiment more broadly in the market.

Global macro risk, particularly geopolitical has diminished. However, on balance the overarching fundamentals indicate continued strength for APs and urea, particularly in response to economic pressures that continue to shape the broader trading environment.

Ammonium Phosphate (AP)

- The price momentum has paused in response to a marginal softening in demand.
- However, underlying global demand remains strong, and any adjustment is likely to be limited.



Nitrogen (N)

- Urea prices have adjusted downward but have been volatile and remain firm against historical averages.
- Indian inventory remains low, and strong tender demand for that market continues to be a key support.
- Elevated risk in the global macro environment continues to drive volatility in global urea and energy markets.

Looking ahead

► **Continued AP price support:** AP prices are expected to remain relatively firm over the next few months, as key demand emerges in the Americas and Chinese supply is likely to reduce.

► **Nitrogen will be volatile,** but generally supported: Continued demand from India and emerging demand in the Americas will support urea prices, and the global macro environment will continue to place upward pressure on prices.

► **Macroeconomic and political risks:** Global uncertainties, including Middle East conflicts, the US political transition, the Ukraine war and Chinese economic recovery and energy costs, are expected to continue to influence the market.

► **Exchange rate volatility:** The Australian dollar (AUD) is likely to remain volatile as global markets

grapple with growth and inflation concerns, and interest rate policies remain uncertain.

► **Government policies & trade intervention:** Government interventions in key markets will continue to impact the market. Notable examples include export controls in China, the Nutrient Based Subsidy in India, Countervailing Duties (CVDs) in the US and US tariffs.

► **Crop prices:** Key crop prices are fluctuating, impacting growers' terms-of-trade, increasing demand volatility and placing further pressure on global supply chains.

► **In response to all the above factors,** price risk is likely to remain dynamic and deliver continued volatility.

AGRONOMIC INSIGHT

Key actions for spring pastures and beyond

IPF Technical Agronomist, Lee Menhenett

Successive dry seasons and a late break this year have contributed to significant moisture deficits in pastures across southern Australia, requiring a re-set of strategies around nutrient and fertiliser management.

Grazing management has also likely been sub-optimal, placing plants under a degree of stress due to overgrazing or the late start.

Nutrient status has also been impacted by the influx of feed being bought in from off-farm.

Recent data from IPF Nutrient Advantage Laboratory, drawn from plant tissue samples across agronomy zones in Victoria and South Australia, shows a large percentage of deficient key micronutrients – boron, copper, molybdenum, and zinc.

To maximise your fertiliser investment and boost spring pasture production for grazing or hay and fodder conservation, there are some key steps producers can take.

Test before you invest

Planning and implementing a robust soil and leaf tissue sampling program this spring will not only help set your pastures up for the short-term but well into autumn.

Soil testing helps identify macronutrients and critical nutrient ranges, which play a key role in summer fodder crops. It also helps identify underlying soil constraints.

Leaf tissue testing is a great opportunity to refine your base fertiliser strategy and diagnose trace element deficiencies. Remember, using the correct sampling technique is critical to getting the most out of leaf tissue testing.



Lester Rainbow, IPF North East Tasmania Sales Manager, and Katelyn Petrie, Environmental and Sustainability Production Officer, Ingleby Farms, Clovelly Dairy, Tasmania.

Follow the hierarchy

To match nutrient strategy to correct fertiliser product, follow the hierarchy of product selection to determine nitrogen (N), phosphorous (P), potassium (K), and sulphur (S) requirements.

Start with N and set an N rate of between 25 kg N/ha and 60 kg N/ha.

Next, look at critical values – do you need a capital boost of P and K? If you do, then go with a higher P and K product.

S can be lost from the soils through leaching, which has not been an issue this year with the drier conditions. S removal is greater through fodder conservation compared to grazing.

If S hasn't been applied during the season with a sulphur fortified product like SuPerfect or Gran-Am,

then it could be worthwhile including a Boosta product with S.

Look at what you're pulling off that paddock in terms of removal and then work out a strategy – is it partial or full replacement of that nutrient?

Following these steps will help you come up with a suitable product to match the hierarchy decision tree.

An extensive range of Boostas is available to satisfy individual requirements.

Maintain pasture quality

If paddocks are getting overgrazed, drop them out of rotation early and move to better quality paddocks to prevent slower regrowth.

For more information about soil and leaf tissue testing, visit nutrientadvantage.com.au

Turning inputs into outcomes, from fertiliser to feed



For Ridley CEO, Quinton Hildebrand, who grew up on a dairy farm and has spent nearly two decades in Australian agriculture, the acquisition of Incitec Pivot Fertilisers (IPF) is about more than numbers.

As Australian agriculture looks to the future, strong partnerships and reliable supply have never mattered more. This makes Ridley Corporation's acquisition of IPF – Australia's largest fertiliser supplier – an important milestone for the sector.

Ridley is an ASX listed company with a team of 1,000 employees and operations spanning South Australia, Victoria, Tasmania, New South Wales and Queensland in Australia, as well as operations in Thailand, New Zealand and Singapore.

Since our establishment in 1988, we have built a strong reputation as a well-known and trusted name in Australian agriculture.

Historically, Ridley focused on animal nutrition and today operates 13 feed mills, an extrusion plant, a supplements plant and four ingredient recovery facilities. You may know us through trusted retail brands such as Barastoc, Cobber and Rumevite.



Bringing IPF into Ridley provides the opportunity to leverage expertise across this Australian agricultural group. At its core, Ridley is a service business, managing supply chains and commodity risk to deliver high quality products and technical support to customers. We partner with rural retailers, using their extensive network to distribute our product throughout the country and this acquisition adds fertilisers into this offering.

Going forward, we will be producing approximately 1.5 million tonnes of feed each year and distributing around 2 million tonnes of fertiliser and intend to use our scale and expertise to better service our customers.

Importantly, IPF will continue to operate as a standalone business unit within Ridley, maintaining the direct responsibility for sourcing fertiliser for our customers within the IPF team, with a focus on becoming increasingly responsive to customer needs.

We see the opportunity to unlock value by investing in productivity and making targeted capital investments in the network to deliver confidence in supply, consistent quality and practical innovation that lifts agronomic performance.

We hope that, in time, you will experience the benefits of being supplied by a business with deep agricultural roots, strong technical teams and a commitment to the Australian farmer.



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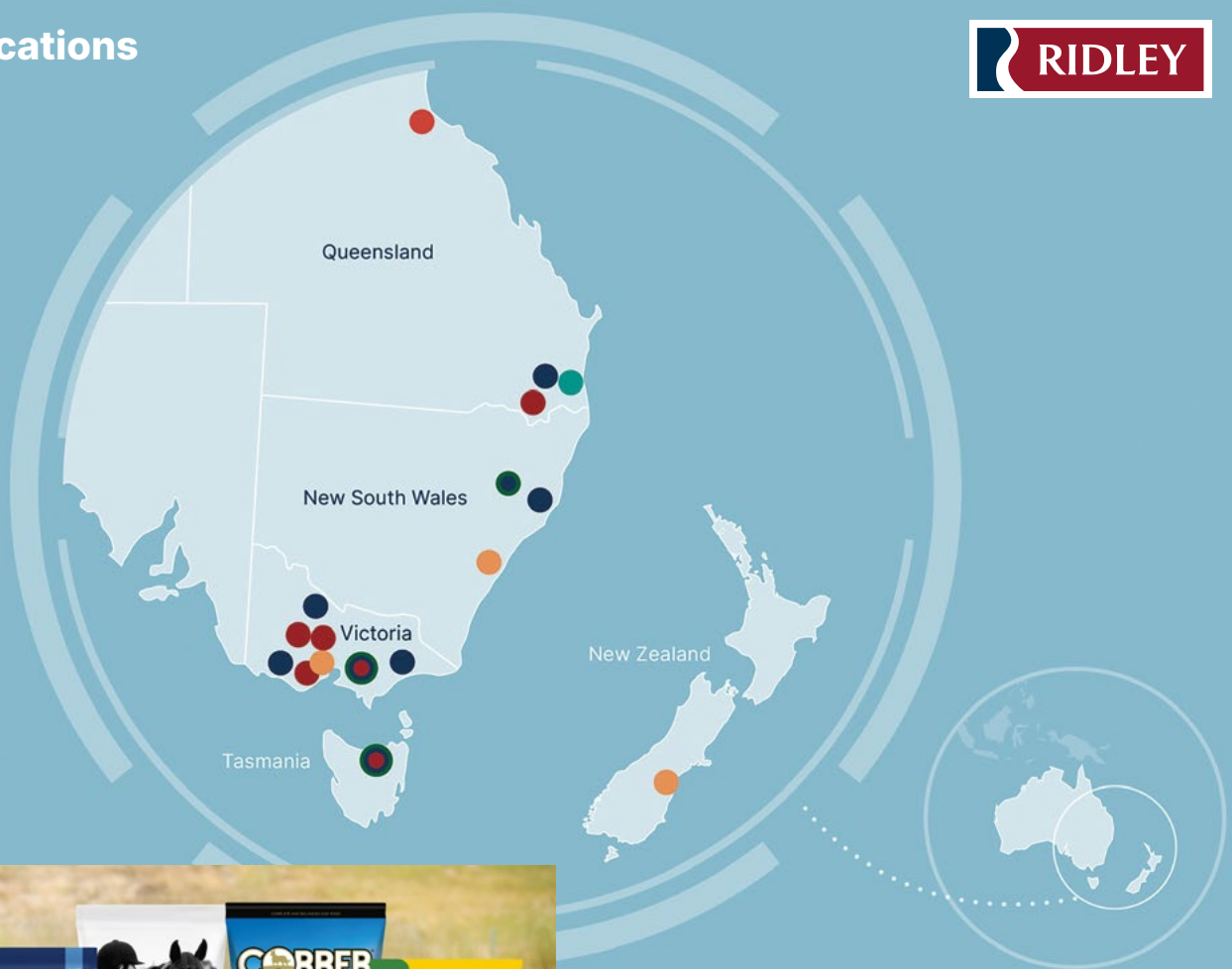
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Locations



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RESEARCH & DEVELOPMENT

Protecting nitrogen in irrigated crops with eNpower

IPF Technical Agronomists,
David McRae & Lee Menhenett



IPF Technical Agronomist, David McRae.

Summer cropping is a high-risk situation for nitrogen (N) loss. Warm temperatures, frequent irrigation, and high N fertiliser rates combine to accelerate denitrification and volatilisation of urea, leaving less N available for crops during peak growth periods.

Higher-yielding cotton and summer crops normally require the application of N fertiliser to optimise lint and grain yields.

N losses (denitrification) from pre-applied N fertilisers generally occurs in the fallow or early in-crop.

The number of irrigations and how long the field is wet contributes to N losses.

To prevent N losses, the key is to maintain N in an ammonium form that releases when the crop requires it.

Crops can take up some ammonium, but the key is ensuring applied N converts to nitrate when required at critical growth stages.

In cotton, these growth stages are at first square and first flower stages, and in maize, at the five- or six-leaf stage.

Research conducted by Incitec Pivot Fertilisers (IPF) in irrigated cotton and maize has demonstrated the benefits of protecting N in irrigated cropping systems with nitrification inhibitors (NI) such as eNpower®, which maintains N as ammonium for longer and reduces N losses.

Holding N in the ammonium form with NIs such as eNpower and matching N availability with crop demands can maintain or improve crop yields and may reduce required N fertiliser rates through reducing losses. This also lowers the environmental impact and supports grower profitability.

Proven in cotton

To demonstrate how a NI such as eNpower can protect the N investment made by growers, IPF conducted two replicated field studies in cotton season 2024-25 to measure the yield benefit of using pre-plant N treated with eNpower in cotton production.

The sites were in NSW at IREC, Whitton, and west of Narrabri. Both fields used one-metre hill systems and irrigated by furrow irrigation. The previous crop on both sites was wheat.

At the IREC sites, five pre-plant N treatments were used – 0 kg/ha, 130 kg/ha urea, 130 kg/ha eNpower urea, 217 kg/ha urea and 217 kg/ha eNpower urea. Each treatment was replicated six times using a randomised design. The plots were 6m wide by 300m long.

At the Narrabri sites, seven pre-plant N treatments were used, 0 kg/ha, 110 kg/ha urea, 110 kg/ha eNpower urea, 217 kg/ha urea, 217 kg/ha eNpower urea, 236 kg/ha urea and 236 kg/ha eNpower urea.

Application equipment issues resulted in the 236 kg/ha treatments not reaching the target rate of 326 kg/ha. Each treatment was replicated six times using a randomised design. The plots were 12m wide and 180m long.

Both sites had 150 kg/ha of in-crop N as water run EASY Liquids N26 or spread urea in late December/early January. Lint yield was measured with commercial cotton pickers and processed by Precision Cropping Technologies (PCT). Yield results were analysed by Apex Biometry.

Both sites were responsive to applied N with eNpower treated urea consistently producing higher yields than untreated urea. The 250 kgN/ha treatment, which comprised 217 kg/ha eNpower urea and 150 kg/ha in-crop N was the highest yielding treatment in both sites.

The shorter run lengths at the IREC site resulted in shorter irrigation times when compared to the Narrabri site, which would have reduced water logging effects and N losses. The more time a soil is above field capacity, the more N can be lost from denitrification.

Even in a season with lower fallow rainfall, early in-season moisture conditions either through irrigations or rainfall events, are producing N losses when soil temperatures start increasing and high levels of nitrate N are present.

Delaying the conversion of ammonium N to nitrate N during this period will reduce N losses and improve N availability, matching N availability to crop demand.

Maize trial demonstrates benefits

A trial conducted by IPF in irrigated maize has also demonstrated the impact of protecting N in summer crops with eNpower and Green Urea NV®, both enhanced efficiency fertilisers (EEFs).

The trial determined the efficacy of the product, measuring an 84% reduction in nitrous oxide (N_2O) emissions over 58 days.

eNpower was strip tilled prior to planting, and the crop was topdressed with Green Urea NV two months after planting.

In this trial, eNpower was still effective eight weeks after application.

As part of the trial, 500 kilograms per hectare of urea (230 kg/ha of N) was strip tilled prior to planting, with emissions from the band measured weekly after planting.

When high rates of urea are banded at sowing, eNpower reduces losses from leaching and denitrification. By holding N in the ammonium form, applied N stays in the soil becoming available to crops as they mature.

By protecting the N investment with eNpower, growers save both the direct cost of N lost to the system, as well as enjoying the benefit of extra yield from that N being available to the crop.

When topdressing urea, Green Urea NV is effective in reducing losses through ammonia (NH_3) volatilisation.

The trial showed Green Urea NV reduced volatilisation losses of NH_3 by 72%.

FIGURE 1: Cumulative nitrous oxide emissions in irrigated maize. (Source: Incitec Pivot Fertilisers 2025)

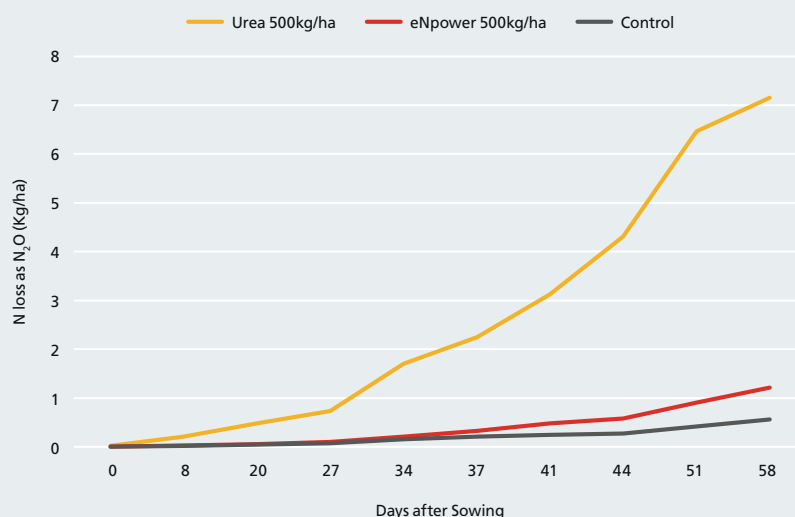
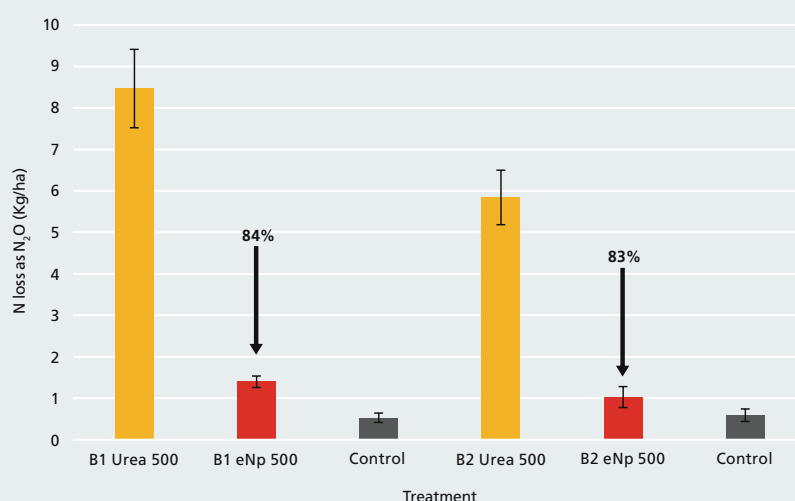


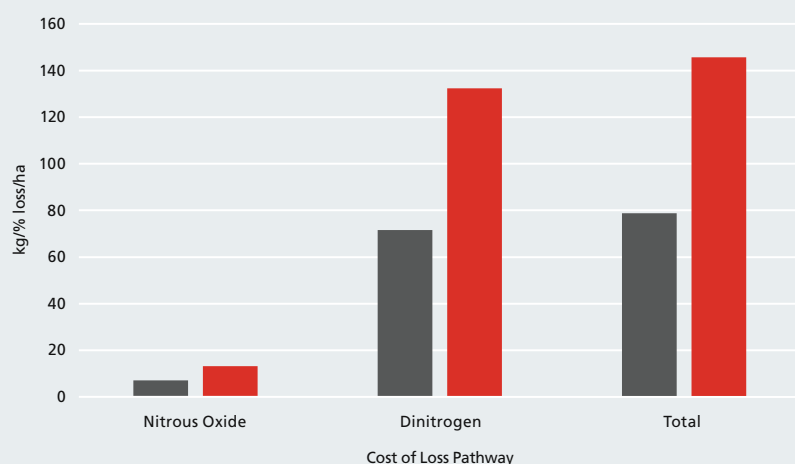
FIGURE 2: Total nitrous oxide loss (kg N/ha) over 58 days and the reduction with the use of eNpower®. (Source: Incitec Pivot Fertilisers 2025)



Key takeaways

- As summer crops face high N loss risks, protecting fertiliser investment with EEFs like eNpower and Green Urea NV is critical.
- Understanding N loss pathways will assist in selecting the right EEF to help reduce these losses.
- These products have demonstrated yield improvements, reduced environmental losses, and stronger returns on N investment.
- By aligning N supply with crop demand, growers can improve efficiency, sustainability, and profitability across irrigated systems.

FIGURE 3: This demonstrates the cost of a denitrification loss profile on pre-plant urea. The modelling assumes a urea price of \$850/t (1.85/kg of nitrogen). Assuming an average $N_2:N_2O$ ratio of 1:10, total losses of applied nitrogen from an initial application of 230 kg N/ha sit at almost 80kg. This represents a cost of over \$140/ha, without considering the implications for production. (Source: Incitec Pivot Fertilisers 2025)



CAPITAL WORKS

Cairns upgrade broadens fertiliser options



Green Urea NV being produced during system commissioning at Cairns PDC.

A nearly \$400,000 upgrade at IPF Cairns Primary Distribution Centre (PDC) has expanded coating capabilities, adding Green Urea NV, eNpower, and the newly introduced Zinc Glaze to the line-up.

The investment in the PDC's Blends Plant 1 is set to lift supply reliability for the Far North Queensland region while broadening site offerings of Smart Fertilisers and trace elements.

"These improvements mean customers can get what they need, when they need it," Paul Rylewski, IPF Distribution Manager Cairns said.

"With delivery led by IPF Project Manager, Jodish Thomas, commissioning has been completed for eNpower and Green Urea NV, and calibration for zinc is currently underway.

"Cairns is now better positioned to service the local banana, dairy, sugar and horticulture industries, and even has the capability to supply into other precincts as required."

eNpower: Stronger system, bigger impact

The Cairns upgrade brings a new precision applicator for eNpower, setting up the region to deliver higher-quality, more consistent coating.

"Cairns is now equipped with its own on-site capabilities," IPF Projects Lead – North & Central, Ben Kinnane, said.

"That means faster turnaround and better reliability for local customers.

"The system is also scalable, and we can push product down to other regions if needed."

Green Urea NV: Reliability meets sustainability

Green Urea NV is already well-established across the region – but the Cairns upgrade gives growers more confidence in supply.

"The product effectiveness hasn't changed, but the system behind it has," Ben said.

"Same-day orders can now be reliably fulfilled, which makes a big difference when conditions are right, and timing is everything."

Trace elements: Smarter coatings

IPF Technical Agronomist Tropical Systems, Rob Dwyer, said the introduction of Zinc Glaze in Cairns marks a step change for nutrient delivery in the north.

"Traditionally, zinc has been applied as 'high-concentration, isolated point-source' fertiliser granules. Depending on the crop, this approach is often not as efficient or effective," Rob said.

"With the new coating technology, zinc can now be evenly distributed across granules, meaning better access for the crop – even at trace levels.

"And while zinc is first cab off the rank, the system gives us scope to move into other trace elements like molybdenum or copper in the future."

What it means for growers

For farmers across Cairns and the wider north, the upgrades mean:

- **More reliability:** Consistent supply and on-time delivery, giving growers the confidence that product will be ready when they need it
- **More choice:** access to new coatings like Zinc Glaze alongside improved eNpower and Green Urea NV, with flexibility to suit different crops and systems
- **More productivity:** Better nutrient distribution, improved nitrogen efficiency and support for long-term soil health, helping growers sustainably lift yields.

As we move through spring and into summer, Rob's advice for farmers in the region is simple.

"Now's the time to be proactive with nutrient planning," Rob said.

"Products like eNpower and Green Urea NV are now easier to access, and when used well, they help growers lift productivity and set themselves up for the long term."

To find out how eNpower, Green Urea NV and Zinc Glaze can fit into your nutrient plan this season, talk to your local agronomist or sales representative.



Loading eNpower into trucks at Cairns PDC.

CAPITAL WORKS

IPF backs Tasmanian producers with **\$11M** investment

Incitec Pivot Fertilisers (IPF) marked major milestones in Tasmania in August, celebrating 30 years of local service and unveiling \$11 million in capital investment across the State over the past five years.

IPF's Scottsdale, Circular Head, Longford and Devonport sites have been upgraded with new liquid coating systems, enabling precise application of trace elements like Sodium Molybdate and supporting the next generation enhanced efficiency fertilisers (EEFs) with IPF's Smart Fertiliser range including eNpower® and Green Urea NV®.

To celebrate both Scottsdale and Circular Head Regional Supply Centres (RSCs) celebrating 30 years of operation this year, IPF hosted Productivity Pays Roadshow events at both RSCs, attended by farmers, agronomists and other agricultural industry stakeholders.

Real-world benefits

IPF President, Scott Bowman, said the Productivity Pays Roadshow was an opportunity for growers and industry partners to see firsthand how recent investments across IPF's Tasmanian sites are delivering real-world benefits.

"Agriculture is one of the key pillars of the Tasmanian economy and IPF's capital investment reinforces our ongoing commitment to support producers across the State's many diverse agricultural industries, from horticulture and viticulture to livestock and dairy," Scott said.

"The upgrades will deliver improved fertiliser performance, enhanced safety, and more efficient service on the ground.



IPF Circular Head Site Coordinator, Amanda Armstrong and General Manager Tasmania, Nick Saunders, during the customer presentation at Circular Head RSC.

"At Scottsdale, a new liquid fertiliser system has been installed, delivering new capability to coat trace elements such as Sodium Molybdate and improving consistency when coating EEFs like eNpower® and Green Urea NV® on dispatch.

"Recent trials demonstrated Green Urea NV® can reduce ammonia volatilisation by 71% in pastures and 78% in cropping systems, compared to standard urea, delivering productivity gains for farmers.

"A new bagging plant has improved dispatch speed and eased weighbridge congestion, while a one-tonne bagging machine upgrade has enhanced operator safety and efficiency.

"At Circular Head, a significant capital investment has been made to modernise operations.

"Environmental improvements include an enclosed loading area to reduce dust emissions.

"A mixing bowl overhaul and shed roof replacement have also been completed to improve reliability and structural integrity of the site for many years to come.

"These substantial capital investments in our regional sites ultimately benefit producers and the State's highly productive agriculture sector."



Customers during the shed tour at Scottsdale RSC during IPF's Productivity Pays Roadshow.

A legacy of innovation and local commitment

Since opening in 1995, the Scottsdale and Circular Head RSCs have become key pillars of IPF's Tasmanian network.

Over the years, they have evolved from community sheds to precision farming hubs, blending agronomic innovation with practical service delivery.

At Scottsdale, IPF North East Tasmania Sales Manager, Lester Rainbow, who celebrates his own 30-year tenure this year, said helping bring new products to market is a real highlight.

"It takes time to build trust and adoption, but when it clicks you know you have played a part in something valuable," Lester said.

"It's been incredible to see how far we've come from basic blends to advanced coatings that really make a difference on-farm."

EASY LIQUIDS



EASY Liquids Whitton site

"With real-time tank data in the INCYT app, growers know exactly where their tanks are at – no manual checks are needed and deliveries can be organised before levels run low."

Lock in **EASY Liquids** supply

From Emerald to Griffith, cotton nutrition programs are underway, with growers looking to EASY Liquids N26 and on-farm storage as the practical way to stay ahead before the season ramps up and Christmas demand sets in.

IPF Liquids Product Manager, Ben Anderson, said securing tanks on-farm provides the confidence and supply security needed to keep nutrition programs on track.

"It's less about waiting on price and more about having supply locked in and ready when you need it," Ben said.

With cotton moving into its rapid growth phase, the weeks ahead are critical for aligning nitrogen (N) supply with crop demand.

IPF Technical Agronomist Northern NSW, David McRae, said the difference between an average and a top-yielding crop often comes down to N timing.

"The margin-makers this year are timing and certainty," David said.

"N26 makes it simple to deliver N at peak demand – but only if the product is already on farm when you need it."

N26 on farm

EASY Liquids N26 is a urea-based liquid fertiliser designed for water run application.

N26 moves efficiently into the root zone with irrigation water, converting quickly to nitrate nitrogen for crop uptake.

David said for growers looking to apply large amounts of N in-crop, EASY Liquids N26 is the easy solution.

"It delivers quick uptake that keeps pace with cotton growth, while reducing the risk of volatilisation and denitrification losses," David said.

"Best of all, it fits straight into existing irrigation schedules with no extra cost for application."

Technology in action

Supporting EASY Liquids delivery is a fleet of hire tanks fitted with INCYT sensor technology.

EASY Liquids Territory Manager, Matt Urquhart, said this remote monitoring lets growers track tank levels instantly, helping coordinate top-ups.

"With real-time tank data in the

INCYT app, growers know exactly where their tanks are at – no manual checks are needed and deliveries can be organised before levels run low," Matt said.

"Tanks are topped up before levels run too low, and everyone – managers, agronomists, and logistics – can see the same data, making coordination and planning a whole lot simpler.

"At the end of the day, it's about peace of mind.

"Growers can see tank levels at a glance, we can schedule deliveries before product runs low, and no one is left scrambling during Christmas irrigations."

Building capability, season on season

A typical high-yielding cotton program starts with pre-plant N protected with a nitrification inhibitor such as eNpower, helping to maintain soil N availability early.

This is followed by an in-crop water-run EASY Liquids N26, timed to coincide with the crop's rapid N uptake period.



EASY Liquids Whitton site.

Petiole sampling between 700 and 1,000 day-degrees then guides fine-tuning of in-season applications, ensuring the crop receives what it needs at the right time.

But it's not just about N.

David said that as the season progresses into December, supplementing soil potassium (K) availability with foliar K can be beneficial for flowering cotton, supporting boll fill and fibre quality.

"EASY Liquids offers a range of complementary products, giving growers the flexibility to address multiple nutrient needs across the season," David said.

"Cotton needs more than just N, especially in seasons where plant K uptake has been limited from early growth through to flowering and early boll filling.

"Having a plan for foliar K in January ensures the crop finishes as strong as it starts."

Looking ahead

With tanks on farm, product secured, and monitoring systems in place, growers can step into summer knowing their nutrition program is ready to deliver.

"This isn't about chasing price – it's about building certainty to ensure you get the smoothest run through summer," Ben said.

"Protecting pre-plant N and targeting peak uptake periods with water-run N26 ensures availability when it matters most, while petiole sampling fine-tunes supply as the season unfolds.

"Alongside crop nutrition, logistics are key – and INCYT-monitored tanks streamline scheduling, eliminate the need for manual checks, and keep applications running without interruption, giving growers confidence their program will stay on track."



EASY Liquids Whitton site.

Next steps

Talk to your local IPF agronomist now about securing tanks, planning N26 into your irrigation schedule, and pencilling in foliar K for January flowering.

The payoff is supply security, program certainty, and a calmer season ahead.

For more information on EASY Liquids products and how they can be incorporated into farm operations, contact Matt Urquhart on 0429 789 298.

AWARDS

Nigel Bodinnar wins Snapper Award



Nigel Bodinnar.



IPF Director of Agronomy and Sustainability, Jan Edwards accepts the prestigious Fertilizer Australia Snapper Environmental Award at the recent Fertilizer Australia conference in Melbourne, on behalf of Nigel.

After more than 40 years of service to the fertiliser industry, Nigel Bodinnar, Incitec Pivot Fertilisers (IPF) Agronomy Systems Manager, was honoured with the prestigious Fertilizer Australia Snapper Environmental Award at the recent Fertilizer Australia conference in Melbourne.

The award recognises individuals who champion sustainable nutrient management. It celebrates Nigel's exceptional leadership in environmental stewardship and agronomic innovation.

Nigel began his career at IPF in 1983 as a Regional Agronomist with Pivot and has since played a key role in providing agronomic advice and training to farmers and dealer agronomists.

He has also been heavily involved in decision support system development and implementation across Eastern and Southern Australia, consistently driving improvements in fertiliser use and environmental outcomes.

As Agronomy Services Manager and later Agronomy Systems

Training and Quality Manager, Nigel led the development of Nutrient Advantage's accredited Agronomy in Practice course, built on the 5Rs of nutrient management – right product, right rate, right time, right place, and right agronomy.

"In delivering the Agronomy in Practice course 147 times to more than 1,400 agronomists across eastern and southern Australia, it was great to see how it has positively impacted nutrient advice delivery to farmers," Nigel said.

"At IPF, we aren't just teaching fertiliser use – we were embedding the 5Rs to help agronomists move from general advice to tailored, evidence-based nutrient programs that improve farm productivity and profitability, and reduce environmental impact, improve soil health and encourage sustainable nutrient management practices."

Nigel's work on Nutrient Advantage decision support tools has quietly underpinned tens of thousands of fertiliser recommendations.

With the input and support from the IPF agronomy and Werribee IT teams,

Nigel oversaw the build, maintenance and evolution of the systems developed by IPL over three decades; Agrisource, NA Advice and NA Pro, ensuring that recommendations were based on the most relevant and latest scientific research.

The NA Advice and NA Pro software applications achieved Fertcare accreditation ensuring best practice industry standards were met in advice delivery to Australian farmers.

Nigel's legacy reflects IPF's commitment to sustainable agriculture and responsible nutrient management. His work has not only advanced best practice across the industry but also strengthened the link between productivity and environmental stewardship.

Now retiring, Nigel leaves behind a remarkable legacy. By mentoring the next generation of agronomists and promoting science-based decision making, he has helped ensure that IPF's principles of innovation, integrity and land stewardship will continue to guide farming systems into the future.

RECYCLING

Big Bag Recovery lands in Tasmania

The Big Bag Recovery (BBR) program has reached a new milestone in Tasmania with the launch of a local collection point at the Whitemark Waste Facility on Flinders Island.

The new facility, opened in August, gives Flinders Island farmers a practical way to recycle bulk fertiliser bags, closing a critical gap in the circular economy.

Local action creating national impact

With the backing of Incitec Pivot Fertilisers (IPF), Flinders Council and partners, a \$30,000 investment has delivered a new baler at Whitemark.

Farmers can now drop off empty woven polypropylene (WPP) and low density polyethylene (LDPE) bags over 15 kilograms.

The bags are compacted into bales and transported to mainland recycling facilities, where they are processed.

There, they're recycled into resin pellets for products like pallets, ground stabilization mats and wheel stops.

IPF North East Tasmania Sales Manager, Lester Rainbow, said this development transforms what was once a logistical challenge into a practical, sustainable solution that keeps plastics in productive use and out of landfill.

"Fertiliser bags arrive from the mainland via Bridport and Lady Barron before reaching local farms," Lester said.

"Establishing a credible return route for empties required overcoming the lack of local processing, multiple freight legs, and the need for shared accountability across the supply chain.

"Setting up the first step on the island made recycling easy for farmers and economical for the network. The bales retrace their journey in reverse, from Whitemark to Lady Barron, across Bass Strait to Bridport – ready to enter Australia's recycling network."



Recycled fertiliser bags are processed into reusable resin pellets.

Transforming waste into value

This local solution connects directly to a national system anchored by Circular Communities Australia's (CCA) state-of-the-art recycling facility in Toowoomba, Queensland.

Opened in February, it is the first of its kind in Australia and one of only 17 worldwide. Since its inception, BBR has delivered measurable national results:

- 8 million kg of plastic recovered
- 11.8 million kg of CO₂e reduced
- \$20 million in landfill costs saved
- Supports 81 jobs in Australia's circular economy
- Prevented an average ~440 tonnes of CO₂e per year.

It is estimated that each year for Tasmanian growers, recycling around 6,000 fertiliser bags produces approximately 18 tonnes for processing into reusable resin pellets. This cuts 26 tonnes of CO₂ emissions and saves roughly \$45,000 in landfill costs.

A quick guide: Recycling your IPF bulk bags on Flinders Island

Recycling your fertiliser bags is simple.

"Before you return your bags, give them a good shake to remove any leftover product," Lester said.

"Then drop them at Whitemark Waste Facility during opening hours, or your local collection point if one is closer.

"Tell your neighbours – every return helps build the habit."

A shared responsibility

IPF has been part of this journey since the first Sugarcane Fertiliser Bag Recovery Trial in 2015, which evolved into the Farm Waste Recovery Program and in 2021, the nationally accredited Big Bag Recovery scheme.

Today, IPF continues to lead by example purchasing bags with 30% recycled content and renewing its agreement with CCA to expand recycling capacity across Australia.

"From local councils to national processors, every partner plays a vital role in keeping agricultural plastics out of landfill and in productive use," Lester said.

Tasmanian customers wanting to support circular economy can contact IPF North East Tasmania Sales Manager, Lester Rainbow at lester.rainbow@incitecpivot.com.au



