

Industry Insights from Incitec Pivot Fertilisers | February 2024 | Edition 01

Global Trading Overview

Data driven insights to boost productivity

Phosphorus In Focus

Fertilisers reducing greenhouse gas emissions





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Cover image: Heidi Hatch Gordon, Agronomist, Farmacist Pty Ltd, Burdekin QLD with Robert Dwyer, Incitec Pivot Fertilisers Technical Agronomist, Tropical Systems.

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DIG DEEP

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Welcome to the first edition of Dig Deep, the new magazine from Incitec Pivot Fertilisers (IPF).

As Australia's largest east coast manufacturer and distributor of fertiliser, with a broad network of customers, partners and communities, we want to keep you informed and up to date on our latest company news and projects, as well as broader industry dynamics and developments.

Our talented team is focused on providing reliable and secure supply of nutrients and services to our customers so farmers can be as productive as possible.

IPF operates two main manufacturing sites at Phosphate Hill and Geelong, capable of manufacturing up to 1.4 million tonnes of fertiliser for domestic and export markets.

These assets are supported by our fully diversified, global supply chains. At peak season, we may have 17 to 18 vessels at sea laden with quality fertilisers. Our domestic manufacturing operations alongside our extensive import network enable us to provide outstanding service to our customers across the east coast of Australia.

We are a company with a strong commitment to environmental,

economic and social sustainability across all our operations. We want to foster a sustainable and resilient future for our farmers, dealers, employees and the communities where we operate, and I'm particularly proud to lead a business with an ambition to be Net Zero by 2050 or sooner if practicable.

To help create a more sustainable future, we're working with one of our partners, Fortescue Future Industries, to transform our Gibson Island plant into a green ammonia facility to support hydrogen production. Exciting progress has been made in the last couple of years as we wait for an upcoming final investment decision.

To ensure long term security of urea supply for Australian farmers, IPF has signed an exclusive offtake agreement with Perdaman Chemical and Fertiliser for 2.3 million tonnes of Australian-made urea per year over 20 years. This is an exciting project and in April last year, the first sod was turned on the \$6.5 billion urea plant in Western Australia.

Looking ahead to winter crop planting this year, we're encouraging growers to make sure they know and have locked in their phosphorus (P) requirements. P is key to productivity, and data from the Nutrient Advantage laboratory shows that soil P levels are low in key areas after consecutive seasons of high rainfall and high

nutrient removal.

After my early days on a family farm in Tasmania, I've been with IPF for more than 20 years and worked across a number of roles including Vice President Strategy, Business Development & Trading.

It was a privilege to take on the role of IPF Interim President late last year. From the robust agronomic data and insights generated by our Nutrient Advantage Laboratory and agronomy team to our world-class fertiliser supply and manufacturing capabilities, IPF is uniquely positioned as the leading provider of plant nutrition education, advice and products in Australia today.

I hope this magazine gives you some useful insights into the services, people and communities of IPF – all of which I am very proud.

Regards, Scott Bowman Interim President, Incitec Pivot Fertilisers

GLOBAL TRADING OVERVIEW

Q4 2023 in review



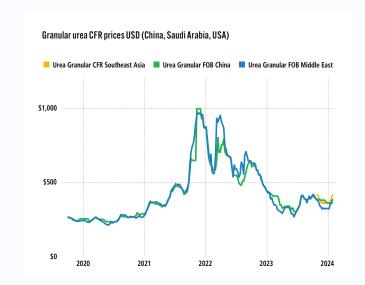
In late 2023, international nitrogen fertiliser prices have trended generally lower as global markets have become more resilient to the impact of the war in Ukraine. Nitrogen prices have increased in early 2024, with continued global volatility at play. Ammonium Phosphate fertiliser prices were generally firm or trended higher in late 2023.

Nitrogen

Nitrogen products have seen a change in trade flows, as the impacts of various sanctions are felt across the global marketplace.

Whilst prices have settled to more "normal levels", macro risk factors continue to provide volatility to the market.

Demand from India continues to be strong, with volumes secured in the last tender (December) lower than expected. This coupled with an earlier purchasing window (due to Red Sea shipping attacks) is providing some early support to the market in 2024.



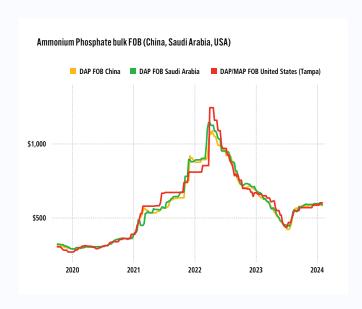
Ammonium Phosphate (AP)

AP prices declined sharply to recent lows in mid-2023, before recovering strongly in Q3 and Q4 2023 to levels equal to those of early April 2023.

The price recovery of around US\$150/mt was the first significant increase in AP pricing since early 2022 and was largely in response to tightening of supply and demand market fundamentals.

Supply was tight as major producers were heavily committed for the period, and China export restrictions were confirmed and implemented.

Renewed demand in key markets like Pakistan and solid ongoing seasonal purchasing for markets such as North America supported global demand dynamics.



^{*}Current as at time of publication

GLOBAL TRADING OVERVIEW

Looking ahead

The tight supply and demand dynamics in the AP market will probably continue and possibly become more accute as demand in the first half of the year occurs in key markets like India, the US and Brazil.

Global macro risks including conflict in the Middle East, the war in Ukraine, the US Presidential Election, Chinese economic recovery and energy costs are expected to remain a factor in price outlook for both APs and Urea, and the broader fertiliser market.

Market participants will continue to closely watch Crude Oil markets for conflict related disruptions. With further conflict escalations, crude prices could increase, in turn putting pressure on fertiliser prices.

Interest rate policy remains a key input for the AUD, as global markets contend with growth and inflation concerns. A strengthening AUD can offer some slight relief to fertiliser procurement costs, but the outlook remains volatile.

Government intervention in key markets will also likely continue and have a bearing on supply and demand dynamics, such as export policy in China, the Nutrient Based Subsidy in India and Countervailing Duties in the US.

For nitrogen, purchasing decisions may be brought forward as market participants look to avoid the delivery risk and delays associated with increasing tensions in the Red Sea, where conflict is causing numerous vessels to be rerouted via South Africa, increasing freight times and costs.

Key crop prices are volatile, which impacts farmers' terms-of-trade in key markets. Whilst there are a variety of views, the general view of affordability remains broadly in balance.

Price risk in response to all the above factors will be dynamic and deliver continued volatility, however on balance the resultant price risk is estimated to increase rather than decrease.



Shipping Overview

AND OUTLOOK

Red Sea Disruptions

- Recent attacks on commercial ships in the Red Sea region by Yemen-based Houthi forces have caused most shipping lines and owners to avoid the Suez Canal and send vessels via South Africa. This is causing a spike in freight rates, particularly for containers vessels where rates have soared.
- Continued unrest will likely see disruption to ocean freight shipping extend across the globe, resulting in increasing volatility and costs (notably marine insurance premiums, which have already increased significantly).

Freight Market

- The freight market remained very buoyant throughout November, December & January with drought conditions seeing the Panama Canal sit at only 25-30% capacity.
- Heading into the Chinese New Year holidays, ship availability has begun to exceed cargo orders and shipping rates steadily declined in January in most regions, except the Middle East.
- We expect to see freight rates increase again post-Chinese New Year into March/April in line with historical trends.



The content of this article is general in nature and is not intended to be relied upon as the basis for business decisions. IPF recommends readers seek expert advice to assist in making business decisions on the subject-matters referred to. See detailed disclaimer on page 2.



IPF Technical Agronomist, Lee Menhennet

NUTRIENT ADVANTAGE: AGRONOMIC INSIGHT

Data-driven insights to boost productivity

For over 60 years, Nutrient Advantage Laboratory has been the authority on independent soil, plant and water analytical services in Australia.

Today, over 200,000 soil and plant samples are processed at the state of the art laboratory in Werribee each year.

Delivering analysis to the highest levels of national and international accreditation, the insights, capability and trusted data of the Nutrient Advantage Laboratory are unrivalled in Australia.

At IPF, we're in the business of not only providing people with the nutrients, but the advice and know-how to improve their production, yields and environmental performance. That's why our Nutrient Advantage Laboratory has also been delivering industry leading practical agronomy training to thousands of agronomists through its highly regarded Agronomy in Practice training course since 1990.

Scan the QR code to learn more about the Nutrient Advantage Laboratory.







IPF Head of Marketing Manager, Alexander Papas (L) and IPF Technical Agronomist, Robert Dwyer.



NUTRIENT ADVANTAGE: AGRONOMIC INSIGHT

Phosphorus in focus

Nutrient removal over the past three to four years has been higher than average due to high yielding crops and losses from leaching, erosion and denitrification.

Removal rates can vary greatly between and within paddocks, so typical rules of thumb used to calculate nutrient application rates based on removal rates may not be relevant for the upcoming season.

Much of the key cropping region across eastern Australia has seen a run of average or above average rainfall since 2019.

With grain production directly linked to moisture, it stands to reason that this run of good seasons has led to excellent grain yields as well.

We know higher grain yields remove more nutrients from the cropping system. So, it would be expected that soil phosphorus (P) reserves would be falling after these high yielding seasons without additional applications.

Nutrient Advantage Laboratory data of southern winter crop Colwell P values, shows that in 2019 (following several below average rainfall years) average soil Colwell P values were 52mg/ha. After a reduction to 46 mg/kg in 2021, the average value in 2023 was 55mg/kg.

For paddocks with Colwell P levels above the optimum, running soil P levels down is a sound strategy. However, if soil P levels are less than the optimum then yield will be compromised.

Graph 1 shows the average Colwell P trends by year by southern cropping districts. The districts of Mallee, Riverina and Northern SA and Eyre Peninsula show a steady trend of declining average values. North-eastern Victoria, East Riverina and Central South Australia and Wimmera show a decline in average values since last year.

Managing fertiliser costs has also been a major grower consideration over the last several years, with historically high ammonium phosphate prices leading some to reduce rates of fertiliser applied at sowing.

Again, in the right circumstances this is a sound strategy, but applied incorrectly this strategy potentially costs more than the dollars saved on a tonne of fertiliser.

Regular soil testing is key to monitor soil P levels over time at individual paddock level, and grid sampling is preferable as it helps growers better understand and manage spatial variation.

Monitoring soil P levels through soil testing is critical whether your nutrient application strategy is:

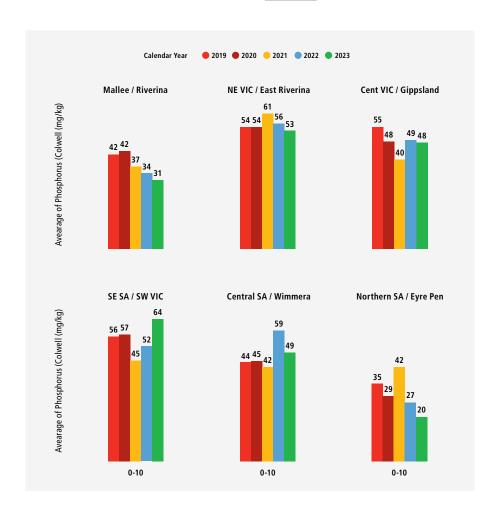


IPF Technical Agronomist, Robert Dwyer and Marketing Manager – Nutrient Advantage, Rick Breakwell.

- a. maintenance based on removal:
- b. capital to lift soil P levels into optimum range; or
- mining by reducing P application rates below removal rates to decrease greater than optimum soil P levels.

For more on P, read the Making sensible phosphorus decisions fact sheet at the QR code below or contact IPF Technical Agronomist Lee Menhenett at lee.menhenett@incitecpivot.com.au or +61 412 565 176.





FERTILISERS TO ENHANCE EFFICIENCY

Fertilisers reducing greenhouse gas emissions

Across many key agricultural regions, the soil moisture profile is full, meaning the risk of nitrogen loss may be increased this autumn.

Leaching and / or denitrification can cause nitrogen losses with up to 58% of applied nitrogen being lost. Similarly, there is an increased risk of volatilisation from surface applied urea in autumn if spreading occurs too far ahead of significant rain or irrigation.

For these reasons, Enhanced Efficiency Fertilisers (EEFs) like Green Urea NV® and eNpower® are great options to keep your nitrogen where you want it and where your crops need it. Plus, IPF's extensive research shows they can help drive down on-farm green house gas (GHG) emissions, netting you a double benefit.

Enhanced Efficiency Fertilisers - A Win Win

EEFs like eNpower® and Green Urea NV use proven technology to protect the nitrogen (N) investment made by a grower and may improve crop performance. They also help keep excess N out of the environment, reducing emissions of GHGs like nitrous oxide (N20).

N₂O is a potent GHG with a warming potential 273 times that of carbon dioxide (CO2). It is lost from the soil under high moisture conditions where bacteria use nitrate N as an oxygen source.

Nitrification inhibitors (eNpower) reduce denitrification and leaching by keeping N in its stable ammonium form for longer, helping growers use N for longer, reducing N2O emissions and nitrate leaching by up to 58%.

Urease inhibitors (Green Urea) reduce volatilisation by slowing the hydrolysis of urea, providing more time for the urea to be moved into the soil.

Operational flexibility

EEFs are easily incorporated in existing fertiliser programs – IPF treats products including Urea, MAP, DAP, Granam and Nitrogen blends with eNpower while Green Urea NV, has a proprietary urease inhibitor added to surface applied Urea.

Reductions in leaching of N from the root zone by slowing the conversion of ammonium to nitrate in the soil and extending the application intervals between N fertilisers without jeopardising yields, can also boost efficiency by eliminating an appliation pass.



Nutrient Advantage's Elle Scannell and Robert Impraim.

Homegrown smart fertilisers

In 2021, IPF partnered with the University of Melbourne, Latrobe University and Elders to launch the Australian Research Council (ARC) Research Hub for Smart Fertilisers at the University of Melbourne.

The Hub is a partnership between leading researchers and industry working to transform agriculture by delivering new nitrogen fertilisers and decision-making tools that increase efficiency of use by crops and reduce losses to the environment.

It brings together plant and soil science, chemistry, chemical engineering and agricultural economics to address the environmental and economic challenges created by significant losses of current nitrogen fertilisers to the environment.

These innovations aim to increase the efficiency of nitrogen use by up to 20%.

For IPF Vice President of Agronomy & Innovation, Charlie Walker, partnering with some of the best researchers in the field from the University of Melbourne, means IPF is able to transfer innovative research developed in the lab to on-farm solutions which work and perform better in Australian conditions.

"The ARC Hub represents one of the biggest investments in plant nutrition and nitrogen fertiliser efficiency research in Australia," he said.

"It brings together many of the brightest minds in agricultural science and chemistry, and we're excited to be working to bring farmers the homegrown technology they need to meet the growing demand for food while reducing their environmental footprint."

FARM SERVICES

Meet the Farm Services Team

Whether it's to increase crop quality or yield, reduce environmental impact or just ensure a solid return on investment, growers want to achieve more from each kilogram of fertiliser they buy and IPF's Farm Services team was formed to help them do just that.

The Farm Services team works with growers and processors across all segments, from sugarcane in Far North Queensland to potatoes in southern Victoria. The team aims to help farmers explore and try innovative products, spot opportunities for improvement or implement custom blended nutrition programs underpinned by robust soil testing programs and rigorous agronomic science.

Farm Services works to help implement and run tangible, in crop demonstrations directly with farmers and help realise opportunities to implement innovative enhanced efficiency products. The IPF agronomy team continues to support our valued

dealers and farmers with further stewardship, education, and training.

The two compliment each other to offer unparalleled support for growers to achieve peak productivity with the right crop nutrition and soil management.

Re-joining IPF in 2022 after holding various senior roles at fertiliser and crop protection companies over the past 36 years, Phil Hoult leads the Farm Services team working alongside agronomists and farm advisors to help farmers adopt new and innovative products and maximise return on investment. Since then, he has run over 70 farmer demonstrations showcasing how new and innovative products like such Trigger, eNpower and Green Urea work. In late 2023, with demand growing for the Farm Services offering, he welcomed a larger team to help provide this service in a change that will greatly increase the on-farm demonstration numbers over the next 12 months.





IPF is the leading fertiliser manufacturer and distributor on the east coast of Australia. We're also the largest domestic manufacturer and supplier of fertilisers by volume.

Our integrated operating assets include the largest fertiliser manufacturing facility in the country – Phosphate Hill – and our Geelong Single Super Phosphate plant. Across both sites, we manufacture up to 1.4 million tonnes of fertiliser each year and employ over 225 permanent staff plus local contractors who are part of the communities where they work and live.

THE IPF MANUFACTURING FOOTPRINT AT A GLANCE

- → **Phosphate Hill:** Manufacturing capacity of up to 1 million tonnes of high quality Granulock Z, Di-Ammonium Phosphate and Mono-Ammonium Phosphate products, using sulphuric acid captured and repurposed from the Glencore Mt Isa smelter waste stream.
- → **Geelong:** Capacity of up to 400,000 tonnes of single super phosphate and fluorosilicic acid.

Helping our neighbours

Across all rosters at Phosphate Hill, there are 25 employees who form our Emergency Response Team and are regularly called on to help local community members with everything from bushfires, to cattle truck rollovers and medical incidents.

Recently, the Phosphate Hill ERT helped crews from Chatsworth Station, 180 kilometres southeast of Mt Isa when a series of bushfires broke out after lightning strikes in the area. The team mobilised equipment round the clock and helped with fire containment as well as backburning around the station.

As the only place with a serviceable runway, medical staff and first aid facilities in the area, we also provide a medical response service to surrounding neighbours and cattle stations, and are regularly involved in medical support either on site or out on location, as well as coordinating

Royal Flying Doctor Service Medivacs to Mt Isa Hospital.

It's a vital service, and something our team is proud to be able to provide in support of our local communities.





IPF Technical Agronomists Jim Laycock (L) and Clint Sheather (R).

On the front foot with Flutriafol

Crop disease was present in many southern winter crops last year. As well as stripe rust, Septoria, powdery mildew and scald were a problem for many growers. Summer rainfall combined with delays to harvest and fallow weed control have increased the potential that disease inoculum will carryover via the 'green bridge' (fallow weeds and volunteers). So, the risk of disease is high in 2024.

Key Points

- Proactive disease management will be required in 2024 to ensure yield is optimised.
- Disease was evident in 2023 and is likely to occur in 2024.
- Low soil nitrogen levels may mean growers will have to apply additional nitrogen to meet yield targets which may delay the onset of adult plant resistance (APR).
- For early protection against disease, flutriafol in furrow is an effective management approach.
- Understanding varietal disease ratings will help determine the appropriate management strategies.

Flutriafol 500 SC

Flutriafol is a highly systemic fungicide and when added to planting fertilisers for in-furrow application can provide excellent early season control for certain diseases in wheat, barley, and canola.

The rate at which Flutriafol needs to be added to fertiliser to achieve the desired application rate per hectare will depend on the rate at which the planting fertiliser is being applied.

For rates see the label.

Placement

It is recommended that flutriafol treated fertiliser is placed in the seed furrow with the seed. When applied with fertiliser it enters the roots of the developing plant and is transported throughout the plant. Flutriafol breaks down slowly and remains available to be taken up by the roots for extended periods, which is essential for disease control during the first 6-8 weeks of the season.

If flutriafol treated fertilisers are placed below the seed or side banded away from the seed, poor early root access may reduce early protection. When flutriafol is applied in-furrow as a fertiliser treatment in canola, wheat and barley, plants must not be grazed or cut for fodder for four weeks after planting.

Fertilisers

The effect of flutriafol fungicide on product quality varies with the product and local climatic conditions. The more humid the environment is, the more likely it is that storage characteristics and flow rates will be affected. The treatment of fertiliser with fungicide may also affect flow rates through planters.

It is recommended that the concentration of Urea and/or Gran-Am not exceed 50% in any blend to which flutriafol 500g/L active fungicide is added. The rate at which flutriafol fungicide needs to be added to fertiliser to achieve the desired fungicide application rate per hectare will depend on the rate at which the planting fertiliser is being applied. The higher the fertiliser rate, the lower the fungicide addition rate will be.

Want to arrange to have your next fertiliser order treated with flutriafol? Contact your local IPF dealer today or scan the QR code to read more about managing disease with flutriafol.



Investing in distribution to support Australian agriculture

THE IPF DISTRIBUTION NETWORK AT A GLANCE

- → Network of 17 Product Distribution Centres (PDCs) from Cairns in Far North Queensland to Devonport in Tasmania, plus three specific Easy Liquids sites in Griffith, Moree and Boundary bend.
- Geelong, Gibson Island and Kooragang Island are the largest PDCs, with Geelong capable of loading out 700,000 tonnes of product each year.
- → 145 people are employed across our PDC network, plus numerous local contractors.

In FY 2023, IPF invested over \$30 million on over 90 capital projects across our extensive distribution network to improve the experience of customers and the safety and environmental performance of our sites.

Blending & coating capabilities

As well as a multi-million dollar upgrade of the Portland PDC blending capability, to be completed in May this year, IPF is boosting liquid coating technology across its PDC network.

The upgrades mean customers can access the latest in EEF technology locally, including products like eNpower and Green Urea NV which are scientifically proven to reduce N loss to the environment.

This capability also allows uniform coating of a number of

trace elements to ensure farmers have the ability tailor nutrients to their crops need.

In Tasmania, over 18 months we've spent more than \$1.6 million to ensure all of our distribution sites are equipped with spray on coating capability.

We also manufacture and supply Granulock products that help broadacre and pasture growers secure the best performance they can from their crops.





Capital works highlights

From waste to wash at Townsville

Recognising the need to better manage both nutrient contaminated water and clean roof water runoff from the IPF Product Distribution Centre (PDC) at Townsville, QLD, a \$4 million, three-year investment to improve the environmental performance of the site was completed in 2021.

A three-phase program of capital works was designed to ensure all contaminated water was contained within dedicated catchment zones and rainwater was captured to avoid contaminated water entering the street stormwater system and ultimately Cleveland Bay. Being situated close to reef catchment areas, we take our position as stewards of



the nutrition industry seriously, and this project takes us above and beyond current legislative requirements. Now capturing over 200,000 litres of water on site, the project also allowed for



recycled water to be used in a new truck wheel wash for all trucks leaving the PDC, reducing tracking or off-site contamination. Today, the Townsville PDC is a zero-discharge site.

Bagging boost at Kooragang Island

In a boost to IPF customers in need of bagged fertiliser products, a \$3.2 million, 16-month capital works project to upgrade bagging facilities at the Kooragang Island PDC was completed in October 2022.

The installation of innovative, custom-made Italian bagging equipment has seen the bagging rate at the PDC increase from 3500 bags per day, to an impressive 1200 bags per hour. Made in Umbria by Concetti, producers of world class bagging equipment, the customised design includes low carbon stainless steel, which was completely assembled and tested using IPF product in Italy before shipment and



installation in Australia.

Since installation the facility has been running seamlessly, helping ensure smooth supply of IPF's leading 25 kilogram bagged products for customers along the east coast.

SHOWCASING EASY LIQUIDS

Liquid gold

Liquid fertilisers are integral to the future of precision agriculture. With the acquisition of Yara Nipro liquid fertilisers in October 2022 and further investments in its EASY Liquids business, IPF now has what you need to unlock the operational, productivity and sustainability benefits of liquids.

It's an investment that builds on the popularity of IPF's existing liquid fertiliser product, EasyN, and makes IPF the largest east coast manufacturer and distributor of liquid fertiliser producing over 60 million litres of liquid fertiliser blends each year across sites at Boundary Bend, Whitton and Moree.

The liquids team

Fifteen months on and the EASY Liquids team are safely and successfully part of the IPF team. Our hard working crews are specialised, unique and on standby to make the fertiliser solution you need today.



Jasper, our 'Mixologist' at EasyLiquids, Whitton.

Looking ahead

For broadacre growers, planning is underway to review liquid options for winter crop, and explore storage options for those wanting to get their nitrogen on farm early.

With uncertainty across global supply chains at the moment, the best way to ensure your liquid fertiliser is where you need it when you need it, is to store it in a purpose-built storage tank on farm.

In the south, planning for fertigation programs for almonds and other permanent plantings post-harvest is kicking off, and the team is setting growers and agronomists up with the soil, tissue and nutrient sampling options they need to design a fit for purpose nutrition program this season.

If you would like to speak to one of the Easy Liquids team, either as a reseller or grower please reach out directly to any of the team or email ben.anderson@incitecpivot.com.au

Why EASY liquids?

- » Easy to trust: experienced local people who understand crops, growth habits and the changing requirements that impact nutrient uptake.
- » Easy to control: precise metering for easier and more accurate variable rate applications.
- » Easy to use: there's no bag handling, waiting for products to dissolve, manual lifting or augers, saving effort, time, money and labour.
- » Easy to store and handle: delivered direct to farm in bulk and stored long-term in a tank with minimal degradation, so they're ready to use when you are.
- » Easy to deal with: our friendly, knowledgeable and experienced team like to keep the complex simple and are easy to deal with.

We're now looking forward to focusing on growing adoption of liquid fertilisers and developing technology and innovation to support it.

BEN ANDERSON, LIQUIDS PRODUCT MANAGER.



