

In This Issue: Merchandise, Summer Cropping, Fertiliser, N P & Zinc trials, NEW Birchip store Opening

Welcome to our Christmas newsletter. We hope that you can find time to relax over the festive season to enjoy this special time with family and friends.

Our Lipp's Trucks have been busy delivering to silos helping with the grain harvest. For the first time in a long time it looks like harvest has wound up before Christmas. Perhaps a little too quick for some with lower yields, but at least you can look forward to spending more time with your family over the Christmas and New Year period. ... Enjoy!

Birchip Store Opening Monday 06/01/2014:

Another chapter in the Lipp's journey begins, to help service its rapidly growing Mallee and Wimmera clients. We are really pleased and thankful for the support that has been given to us since we have branched out into Rural Merchandise under the NRI (National Rural Independent) banner and it has certainly complimented the traditional core part of our business supplying and spreading Fertiliser and Gypsum.

What's on at Wakool:

A new warehouse to accommodate our huge range of Rural Merchandise is underway. Scott and Donna Barr have left the business and we now have Wayne Orr and Adam Pollard, two new local boys on the block. Growing up in the Wakool and Moulamein area the boys have a wealth of local knowledge and are committed to improving the already great Lipp Service that you deserve, call in and say g'day to the boys.

The value of Phosphorus:

Years of drought and marginal returns lead many to reduce nutrient inputs. We are often asked what rate of phosphorus should I be applying and what is the most profitable rate? A good starting point is of course a soil test, which will also provide valuable information on sulphur, salt, pH levels and whether you need a soil conditioner like gypsum or lime. It surprises us how often we are asked to spread lime in particular when the pH is not known. As for phosphorus, the long term NP site at Dahlen is a useful guide as to potential returns to these nutrients.

The following graph (Courtesy IPL), highlights how in this soil type, phosphorus levels have been increasing under moderate (9 kg P/ha/year), and high (18 kg P/ha/year) regimes. Not only have they been increasing but the most profitable treatments have been from applying between 18 kg P and 20-80 kg/ha N per year. Trials like this regularly show that responses to nitrogen can be compromised if

phosphorus levels are inadequate. Many poor yields on the dryland may be due to a combination of early heat, lack of moisture and maybe some frosting, but low phosphorus levels may have played a part too, especially on irrigation.

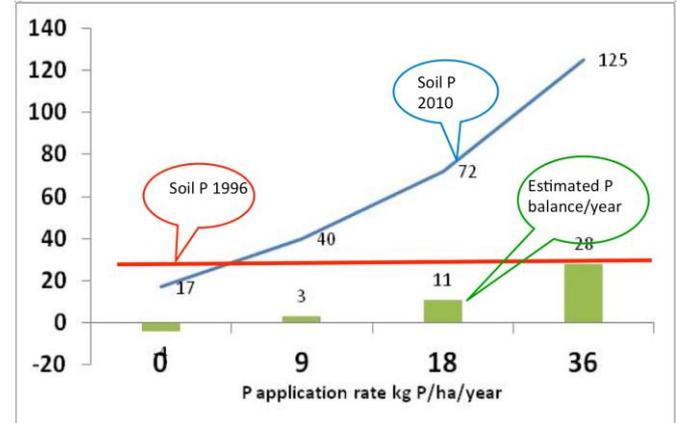


Figure 1. A summary of the P status over time

Pasture, Cropping and Horticulture Deals

Superfect is well priced at the moment, so don't hesitate to talk to our resident gurus on fertiliser John, Malcolm or Brenton. Whether it be for summer crops, lucerne, permanent pasture or summer forage they can create a custom blend for you. Some farmers are locking in Superfect now for payment January/February. Lipp's will store it until the end of March with no storage charge.

High Analysis Fertilisers

The old saying is, no one ever rings the bell when prices reach the top or bottom, however, fertiliser prices are at recent historical lows. We have secured some product to sell at these prices, but as we saw with Urea earlier in the year, **it's not all about price**. Farmers who secured Urea early, knew their product was ready and could be applied at the right time. We have pricing available for 2014 delivery. Lipp's can pre-order, and even store it for you. Consider locking some in now so you know you will have it secured for when you are ready to use it.

Product Information

The table over the page highlights the nutrients applied in a range of products which many buy. We often see farmers just look at the cost per tonne of products without a clear understanding of not only the analysis of the product, but also the form of the nutrient, and the cost per hectare. A good example is the sulphur in the MES 10 and MES 10Z products. Half of the sulphur in these products is in the elemental form which probably won't become available in the year of application on Mallee alkaline soils. Combined

with lower P analysis (meaning a higher application rate needed for the same rate of P), and an expensive form of sulphur, these products may not be as profitable as MAP or MAP/Zinc products, such as Granulock Supreme. The sulphur in MES10 is very expensive, and half of it is of little

value in Mallee alkaline soils. Gypsum and Gran Am are cheaper sources of sulphate sulphur. We have been spreading many blends of Urea/Gran Am over the last few years. Trial data suggests that post sowing applications of S and N are both effective and profitable.

Product Pricing 2013											
Product	N	P	S	Zn	Cost \$/t	Rate	Nutrients Applied				Cost
					Bulk ex Geel	kg/ha	N	P	S	Zn	\$/ha
MES 10	12	17.4	10	-	550	69	8.3	12	6.9 *	-	37.95
MES 10 Z	12	17.5	10	1	600	69	8.3	12	6.9 *	0.69	41.40
MAP Zinc Compounds	11	21.8	4	1	615	55	6.1	12	2.2	0.55	33.83
MAP	10	21.9	1.5	-	550	55	5.5	12	0.8	-	30.25
MAP Zinc Compounds	11	21.8	4	1	615	67	7.4	15	2.7	0.67	41.40

* Half of this is Elemental Sulphur, not readily available on alkaline soils ** Indicative Price Only

The last line on the above table shows how you can lift P rates by 25% and spend the same \$/ha compared with MES10Z

Merchandise, Summer Cropping, Seed & Chemicals

Summer cropping is well under way and the Lipps Agronomy team ably led by Doug Clark have been busy helping establish fodder crops and managing any weed issues. Super Sweet Sudan (SSS), a new fine-stemmed forage Sudan cross has been in demand along with Maize and we still have plenty of Millet in stock for growing a Summer/Autumn feed platform. Keep in touch in the New Year for advice and supply of Lipp's special pasture blends. We have seen some fantastic dry matter yields at our trial plot from our Blitz & Enduro blends. Summer rains bring blowflies on the sheep, annoying flies in the dairy and summer weeds, contact the Lipps team to solve these problems.

Trial Site @ Beauchamp

We have not set up a long term site here near Kerang, but we did have a joint trial with Incitec Pivot this year at Beauchamp (near Lalbert), looking at P, N, & Zinc responses as part of IPL's overall trial program. Some visual responses to P were apparent during the year (even with a Colwell P level of 20 ppm). Figure 2 shows the yield response & net profit for the different P & Zn treatments. All plots had 12kg/ha of P applied, apart from the 6 plots which are marked 0-20P. All plots had equivalent of 50kg/ha of Urea @ sowing. A statistical analysis of the treatments found a significant response to Zinc, but only when it was applied in-furrow as liquid (Zincsol). This was also the most profitable way to apply Zinc. Interestingly, there was no significant difference between the compound zinc products or blended products. We will upload the full results & statistical analysis onto our website, as well as results from a nitrogen trial at the same location - www.lipps.com.au

IPL Beauchamp 2013 N P Zn Trial

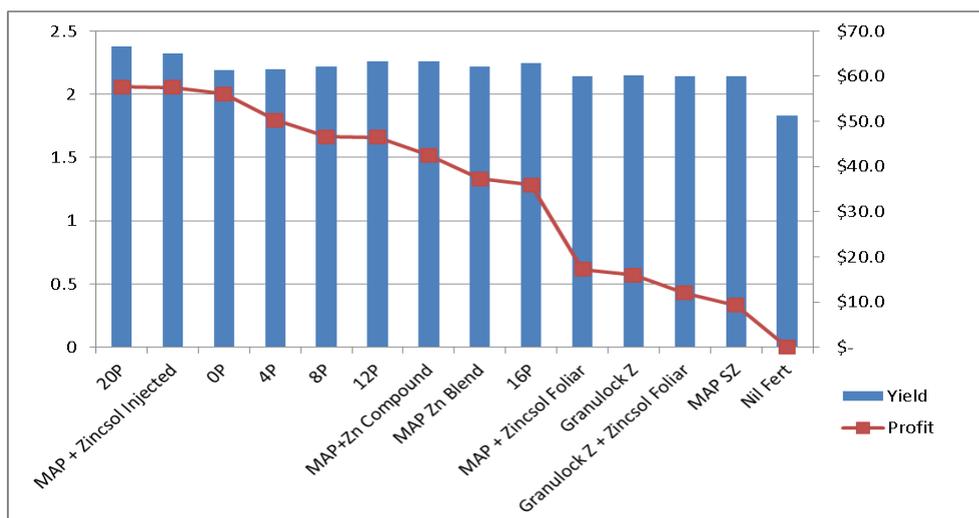


Figure 2. Yield & Net Profit in 2013 for various Phosphorus & Zinc treatments

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How much N do you need? We have an additional deep soil sampling trailer available for this year. Mark your diary for some deep nitrogen soil tests for Feb/March, especially if you didn't get the response to applied N this year. Maybe it's not all gone!

Festive Season Trading

For your convenience Lipp's will open over the Christmas and New Year period, contact your local depot for trading hours.

Merry Christmas and a Happy New Year from all the team at Lipp's



Kerang Ph: 5452 1333
Swan Hill Ph: 5032 3800

Wakool Ph: 5887 1151
Moulamein Ph: 5887 5111

www.lipps.com.au