



NEWSLETTER

AUTUMN EDITION
2018

BY FAILING TO PREPARE YOU ARE PREPARING TO FAIL

Successful pasture establishment starts with planning. A rushed decision often results in a poor result costing time and money. In some cases 2-3 years is required in order to have a paddock in suitable condition for sowing. Use the following simple checklist to help ensure that your pasture renewal program is successful the first time.

Paddock Selection

1. Ensure the soil characteristics are suitable for the pasture or crop planned for the paddock. If soil ameliorants are required (e.g. Lime), have these applications done months before sowing or even the previous season.
2. Don't sow what you want to grow, sow what will want to grow. That is, ensure that the plant/s will be suitable to the conditions when deciding on the pasture type.
3. Consider a paddock's weed pressure and the type of weeds present. Are these weeds easily controlled in the planned pasture?



Paddock Preparation

1. Preparation can begin years in advance. Weed seed set reduction is critical to ensure the pasture has minimal competition during early establishment.
2. Building the fertility of a soil can take time. Fertiliser down the tube at sowing may not be enough to get the pasture up and going with vigor.
3. Control of insect pests in the previous season can reduce pressure on emerging seedlings.
4. Ensure that previous crops will not impede the pasture establishment, whether it be from residual stubble physically impeding growth or disease build up.
5. Chemical application records are a must to revisit. Ensure all plant back periods have elapsed before sowing the pasture.

Sowing

1. An insecticide seed treatment is a cheap and effective way to reduce the risk of establishment failure. Prevention is better than treatment post pest detection. At the very least a seed treatment will buy time to make a post sowing insecticide application.
2. Order seed well in advance of sowing as some seed lines can be in short supply due to poor seasons in the previous year.
3. Accurate seed placement is critical for establishment. Most pasture seeds are small so shallow placement is necessary. Press wheels or rollers are recommended to ensure good seed to soil contact. A fine tilth will help with keeping seed placement accurate.
4. Where legumes are being sown, rhizobium inoculated seed is a must. Ensure it is the correct strain of rhizobium and applied freshly if doing it yourself.
5. Use pre-emergent herbicides where possible. This will allow the pasture to get up and away with low pressure from weeds. In many cases this can prevent the need for use of expensive post-emergent sprays.
6. Use a starter fertiliser to assist the seedling in establishing quickly. However, ensure separation of seed and fertiliser as this is likely to cause seed burning and reduced emergence.

The best results when establishing a pasture come from years of planning. Think ahead of the game and prevent costly mistakes from happening by getting it right the first time.

Our team of agronomists and animal production staff are passionate about helping our customers get the most out of their pastures and would be happy to discuss any queries you may have in relation to your operation.

FAECAL WORM TESTING - AN IMPORTANT TOOL IN YOUR ENTERPRISE

Faecal worm egg counting (FEC) is one of the most essential worm management tools a sheep producer can adopt. FEC's are a practical and very accurate tool that allows the producer to estimate the burden of adult worms in their flock - and now with DNA identification of worms, it is easier than ever to treat your sheep for worm issues.

FEC is a much more accurate assessment than a visual one, and will identify a developing problem long before visual cues appear, at which time substantial production losses will have already occurred. With un-treated or incorrectly treated internal parasites costing the Australian sheep industry upwards of \$450 million per annum, ensuring correct control of worms is vital.

Resistance to drench actives is an increasing problem in maintaining effective parasite control. Reports have found that most Australian sheep enterprises have at least one form of active resistance. This issue makes it even more important to ensure you are performing worm egg counts to identify the following:

Whether drenching is even required:

More often than not, sheep are drenched 'just because', or there is a visual trigger ie. scouring. It is important to note that visual triggers such as scouring can often be a nutritional imbalance, and not worms. FECs allow you to determine what is causing the issue, and treat appropriately. Also, drenching for the sake of drenching contributes to resistance, particularly if there is little or no worm burden in the flock. Current drench actives have ever-increasing pressure on their efficacy, so FECs are becoming more important than ever to preserve drench performance.

What drench needs to be used for maximum effect:

Once a worm egg count and DNA identification has been done, it can easily be assessed which drench actives will be most effective in ensuring maximum kill and control of the worms present. For example, high levels of Barber's Pole Worm can be better controlled with a targeted active, which ensures high efficacy and less pressure on actives that may not contain adequate strength equaling less contribution to resistance. Also performing a worm test post drenching can help you determine if your drench actives are working effectively or whether you need to look into resistance testing further.

Why buy drench when you don't need to?

Worm testing is easy and inexpensive. Knowing whether or not you need to buy drench allows you to control your input costs. Keeping input costs lower by only drenching when required means more profit at the end of the day - saving in both product and labour costs.

When to do a FEC?

The best time to do a FEC is 2 weeks prior to proposed drenching, and 10-14 days post drenching. This allows plenty of time for a sample to be collected and sent away for analysis, giving results in a timely fashion to decide whether you need to drench your sheep.

Our Animal Production Specialists are on hand to conduct FECs on farm for you. They are able to collect samples, send away for analysis, and upon receiving results, recommend the most effective course of action for your livestock. Head in to your local store to develop a faecal testing plan.

Be on the front foot with your worm control to maximise your production!



GOT MILK?

Heading into Autumn, lambs will soon be rapidly hitting the ground, but ensuring that they grow and thrive to be quality weaners can sometimes be difficult. Understanding the nutritional requirements of the ewe before and during lactation is critical to your success.

The first essential, non-negotiable requirement of a lamb's survival, is colostrum. Colostrum is a vital cocktail full of minerals, vitamins, fats, energy, and antibodies for immunity. It is important to note that not all colostrum is created equal, and the quality of which, is entirely dependent on the ewe's health and nutrition leading into its production.

Ewes with low immunity – or those who have not been administered with pre-lamb clostridials (6in1), will pass on less passive immunity via colostrum to their lambs. The lambs rely on this until their first vaccination at marking time. The quality of the fats, energy, vitamins and minerals in colostrum are ultimately determined by the diet of the ewe leading into lambing. Ewes that are fed high starch diets, i.e. supplemented with grains such as barley or wheat, will have higher levels of energy and feed conversion. Also, having access to a high quality,

pre-lamb specific mineral and vitamin supplement is essential to depositing high levels of nutrition into the colostrum.

Once the ewe has lambed, the volume of milk, and its quality in terms of nutrient levels, is ultimately determined by the ewe's diet. For ewes to efficiently produce milk, diets high in starch promote rumen feed conversion efficiency – meaning ewes consume less feed to produce more milk. Not only does this benefit the lamb for strong growth and development, but it is also advantageous to your bottom line, making this a profitable exercise. Further to this, providing ewes with a high quality mineral and vitamin supplement during lactation ensures that the ewe is not losing vital nutrients through milk production, but also passing these on to the lamb via the milk.

The correct management of this critical phase will allow you to strike a balance between raising strong, fast growing lambs and ewes that maintain good condition throughout the lactation period.

For further information on how to implement these strategies into your enterprise please contact your local AgriWest Animal Production Specialist.



AGRIWEST CELEBRATES 30 YEARS IN BUSINESS

February 9 marked 30 years since Greg & Raelene Rout and Hedley & Colleen Coram purchased the first AgriWest store (Then: Central West Rural Supplies) in Peak Hill and while much has changed, the love of the industry that inspired him to start the business hasn't faded.

When they decided to start the business in 1988, Greg had worked in a rural merchandise store based in Forbes and was set on a career in the industry. Through his work as a rep for Australian Fertilisers Limited Greg became familiar with the areas surrounding Forbes and often travelled to Peak Hill. "I knew the shop in Peak Hill was for sale and I was really keen to get back into the merchandise, customer facing side of the industry," explained Greg.

At the age of 27, Greg and Raelene with Hedley and Colleen purchased the store. After a couple of years, the decision was made to split the hardware and CRT businesses, with Raelene's parents taking over the hardware business. Benefiting from Greg's experience in the industry, the CRT store enjoyed fairly immediate success and within the first 12 months of opening, the business had grown threefold.

It hasn't always been easy however, with tough times hitting the business over the years. Greg remembers a difficult period in the '90s when economic conditions were unfavourable and wool prices were down. "We were committed to the business and the area, so we pushed through it and there was light at the end of the tunnel," he said.

Support received from the community, suppliers and

CRT has been key in helping AgriWest to continue to succeed over the years. On a day to day basis Greg's role has changed as the business has grown over the years, but he continues to enjoy his job. "One of the things I really like about my role now is watching the younger staff within the business really grow and develop," he explained.

While Greg had always hoped to grow the business, he certainly couldn't have predicted the business would reach the size it is today. No matter how much the business grows however, the same values that have driven its success remain at its core.

Adam Cannon from Cannon Partners, and 3 generations of his family, have been dealing with Greg since he came to Peak Hill 30 years ago. Running an operation with winter crops and merino sheep, Adam spoke of the support he knows he can rely on from the AgriWest team. "When it comes to AgriWest, what makes them stand out is their integrity and honesty," he said.

Adam explained he was always impressed by their willingness to go the extra mile for their customers. "In a small town like Peak Hill you can't always get what you need but the guys at AgriWest always make sure they do their best to get it for me," said Adam. Their efforts to expand their offering in response to the needs of the community have seen them become valued members of the town. "When the bank closed, they dedicated part of the store to making sure we could still access the bank services we needed," explained Adam.

Over the years Greg and Raelene have played a big role in the Peak Hill community. "They are big supporters of the Peak Hill Show and are always eager to support any small community cause that they can," said Adam. Their support for their community has clearly been returned in kind, with AgriWest continuing to enjoy success 30 years after opening its doors.



Raelene Rout, outside the Central West Agricentre in Peak Hill.



Central West Agricentre Peak Hill, prior to becoming AgriWest.



AgriWest Peak Hill today.



AgriWest CRT National Retailer of The Year 2011, 2012 CRT Conference
AgriWest team with Greg O'Neil EGM of CRT.

A NEW ERA OF LIVESTOCK PRODUCTIVITY BEGINS.



What is the role of Bayer Grow?

A team of experts for support along the way.

Bayer is continuing to invest in its team of nutritionists, veterinarians and technical specialists to support Australian livestock producers.

Develop tailored livestock programs.

Bayer has developed Grow programs that integrate best management animal health, welfare and nutritional practices for sheep and cattle across Australia.

Develop Grow platforms.

Adopting new practices or programs can be challenging and difficult to implement. To simplify this, Grow programs are available through the Grow website and the AgriWebb platform.

AgriWebb will enable farm management to become more focused, smarter, and simpler, by integrating programs into operational calendars and task management.

Develop livestock agronomists.

Bayer will develop and train a network of livestock agronomists across selected reseller stores, giving them access to the very best program advice and industry intelligence that is supported by a digital platform.

Why Bayer Grow?

Bayer is driving change for the better.

Compared to other industries, livestock has lagged in technology adoption and improving efficiencies.

Traditionally, we have been too single-minded in production approaches of 'bug, drug, kill' or 'deficiency, treatment, solution'. This has led to habitual thinking, making it hard to be holistically focused on a production system. Fundamental change was needed - Bayer Grow.

Bayer has developed a new platform, and partnered with industry leaders, to revolutionise livestock farming efficiency, by bringing together the best solutions and advice for livestock production.

Australia's a big land. For livestock farmers, it can mean big challenges - and even bigger potential. It's estimated that new technologies have the potential to help increase agricultural productivity by 70%, by 2050 (Beecham Research). That's why we've developed the next generation of livestock solutions.

The livestock industry is crowded with research and best practice information, which is often difficult to implement.

Bayer aims to focus on its core competencies, animal health and welfare, and to partner with experts in fields such as farm software, livestock management, and animal nutrition to deliver Bayer's new platform.

There's simply no other farm management solution that focuses on livestock innovation, and helps you implement it into your operation.

Partnering to advance the future of livestock farming.

Bayer Grow has partnered with industry leaders, AgriWebb and DSM Nutritionals.

AgriWebb's software supports the Grow platform. It's your advanced management tool to unlock the highest possible productivity. DSM Nutritionals are a global animal nutrition supplier. With their scientific expertise, Grow StayDry can offer the latest and best in animal nutrition.

Available through a network of selected reseller stores, each store will have a trained livestock agronomist delivering Grow. Importantly, in-store staff won't just offer valuable advice, they'll recommend only the best product for the job - even if it's not from Bayer.

Bayer Grow is a unique platform, formed by a collaboration of innovative companies, that deliver next generation livestock solutions. Led by Bayer, Grow is an umbrella brand for advice, products and management programs, delivered through advanced software technology.

Science and data for better results.

Only Grow brings insights on products and solutions together on a cloud based digital farm management platform. You can now have science, on farm data and valuable expertise on hand to help you make better livestock decisions. Decisions that will help you grow more, from less.

Simplifying livestock solutions.

Implementing tailored livestock programs will be made simpler, more accurate, and more traceable. Seeing your operation through a single integrated platform, you can more easily plan, measure and analyse your operation.

Improved decision making.

Decision-making will become sharper, smarter, and simpler - using local, data-driven insights to improve on-farm decision-making and execution, helping you to predict what is coming around the corner, and to act upon it more effectively.

For more information call Bayer on 1800 678 368 or visit www.growsolutions.com.au.

FINANCE YOUR FUTURE CROP PRODUCTION



What is Agfarm Accelerate?

Agfarm Accelerate is a line of credit for all your cropping input needs such as seed, agchem, fert, fuel and water. It's secured against your future crop and repaid after harvest.

How do I repay my loan?

You choose the method and timing; forward sell, cash sell or delivered. Sell through your preferred buyers or use an Agfarm marketing program.

How do I apply?

- » Call Anthony Hall: 0400 873 777
- » Visit your local participating store
- » Online at agfarm.com.au



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- » Pulses

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- » 15th January Winter cropping
- » 15th July Summer cropping

AGFARM.COM.AU

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DARGO

The first propyzamide approved for use in both grain legumes and canola.

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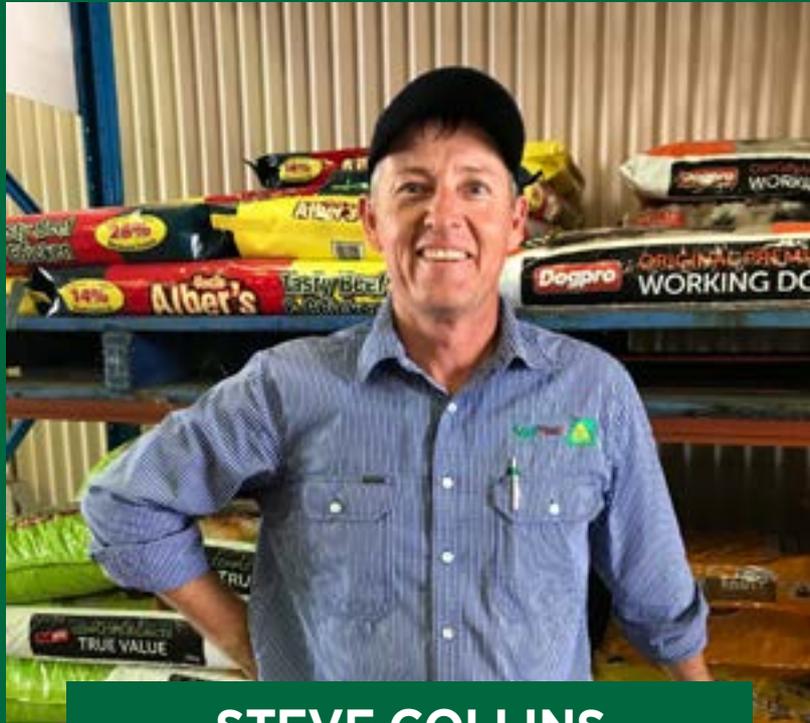
APVMA APPROVED DARGO FOR USE IN

Grain Legumes Incl; Chickpeas
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Contact AgriWest Rural Pty Ltd
 Bathurst: 02 6331 1144
 Forbes: 02 6851 4200
 Parkes: 02 6862 1066
 Peak Hill: 02 6869 1449

STAFF PROFILE



STEVE COLLINS

Nickname: Snapper

Role: Retail Assistant

Store: Forbes, NSW

Time at AgriWest: 2 Weeks

Hometown: Parkes, NSW

Industry History: Shearing for four years (including in North-Eastern Scotland), sales and merchandise with other agribusinesses, grain marketing & handling

Interests: Hockey, cricket, golf and sport in general.

Favourite Football Team? The (mighty) Dragons

Favourite Band/Singer? Bruce Springstein

Favourite Movie? The Shawshank Redemption & anything with Adam Sandler

What are you enjoying most about your role with AgriWest?

Spending a lot of time with the lovely staff and customers

THE TEAM AT AGRIWEST WOULD LIKE TO WISH YOU
AND YOUR FAMILY A HAPPY EASTER.



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