

Monday, 15 February 2016 – Issue: 2/2016

## Have Urea Prices Bottomed?



The international fertiliser price has been weakening since November, down almost 25%. This has largely been reflected in the price of granular urea in Australia and we along with our clients have been patiently watching and waiting for the bottom of this price trough.

Indications are that we may be there and although inconclusive there are strong indicators that internationally, buyers are back in action and that sellers are successfully getting higher prices than they were two weeks ago.

Futures markets for NOLA urea are pricing a US\$20.00/short tonne rise over coming months which is a firm indicator that the US market has bottomed for the short term.

Our view is that our clients should be prepared to order their urea NOW for cropping and early top-dressing. We have very competitive prices for urea available with pickup out to May.

## Why is Granulock Z loved by so many of our clients?



When you think of ammonium phosphate fertilisers such as MAP and DAP you can be reasonably confident that so long as the product has come through a reputable importer, the quality and nutrient value will meet our expectations. The same is for the zinc compound fertilisers. When we look at the zinc compound fertilisers such as Granulock, Zincstar

and PrimeZinc, why does Granulock stand out as the preferred product for the vast majority of our clients? Most have been long term users of Granulock and they have been very happy with the quality of the granule. It generally has good consistent granule size, excellent granule hardness and low, if any dust levels. These are very good reasons because when we are spending over \$700 per tonne on any of these zinc compound products, we should be getting good quality. Another factor is its consistency year in year out with Granulock Z being made in Australia by Initec Pivot at their Phosphate Hill facility in Queensland and then shipped around the east coast to the various ports. Initec Pivot have been making this product for many years and they know what they are doing.

Agronomically there is also some extra value in Granulock Z with the nutrient value having approximately 2.5 more units of Sulphur in the granule than either PrimeZinc 10 or Zincstar 10.

## Spartacus CL



The new La Trobe type clearfield barley now has a name Spartacus CL. It is an early maturing, superior yielding Clearfield® barley that is undergoing malt accreditation. For more information talk to your local North West Ag store.

## NEW! End Assembly from Whites Rural

Our new, specially designed **End Assembly** is an integral part of any farm fence, now made with the same **Stockpost** quality – high performance without the high price tag

ground-breaking technology

- Time saving & easy installation
- Fully hot-dip galvanised
- Heavy duty registered design

Anchor Post

- HDS Steel cap
- 3/5mm pre-drilled holes
- 2.5m HDS Anchor Post
- Welded profile
- 3.75mm wall
- Innovative ground mark
- Shank lock\* end post for easy driving

Stay Assembly

- Multiple configurations
- HDS 50x8 pipe - 3m with brace cap
- HDS H22 threaded rod with washers supplied with fittings - 3.5m
- HDS Fireproof Base Plate - 4mm

- fireproof base plate
- fully hot-dip galvanised
- 'shark tooth' registered design
- innovative ground mark
- heavy duty square post
- pre-drilled holes and multiple configurations
- heavy duty brace cap
- clever edges to avoid compaction

**WHITES RURAL**

A fully hot-dipped galvanised end assembly system made with STOCKPOST® quality, for high performance without the high price tag.

Featuring a heavy duty square steel Anchor Post with unique shark tooth points that cleverly cut through soil to avoid compaction for effortless driving. Each Anchor Post includes a steel cap, and the STOCKPOST® ground mark for easy fence line up at ground level.

The Stay Assembly Kit includes a 3m brace pipe

with specially designed brace cap for ease of installation; a heavy duty fire-proof base plate; and a notched threaded rod for easy tensioning. The Stockpost End Assembly range also includes an Anchor Post Driver, Gate Fittings and additional brace caps for 2, 3, and 4-way configurations.

North West Ag's Business Development Manager, Grant Gibbin's recently trialed the kit personally and said "They are a neat looking product that is well finished with an end cap. The gate fittings work well and are easy to install. Half an hour was all that was required to bang the post in and put the end assembly together."

North West Ag will have the end assembly on display in stores soon. Contact your local store for more information.

## Talc assist in fertiliser storage



With the cropping season fast approaching and fertiliser arriving back on farm it is time to consider applying talc powder to fertiliser that is being stored on farm.

The addition of talc powder helps reduce the possibility of the fertiliser becoming lumpy and helps maintain flow-ability. Talc should be applied at about 1kg/t of fertiliser.

It will also help at seeding when high humidity can cause fertiliser to block hoses and distribution heads on the airseeder.