



# Agri Talk

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November 2023

## At a Glance...

- Cam's Update.
- Soil testing for the 2024.
- Guarding your Fields: Weed Resistance Testing
- Last call - Unibox orders.
- Canola seed orders 2024.
- Feed transition & effects on ruminants.
- Store specials.
- Summer drench & fly promotion.
- Slug bait offer.



The season is definitely finishing up quickly as dry conditions finish off pastures and crops, slightly quicker than expected. A big thank you to those who attended our cropping & pasture field days, and also the hybrid canola trip to Swan Hill, a lot of great information and some exciting new technologies. Keep an eye out for the trial books & data to follow, and the great work of our young agro team; Alex, Sonia and Grace. Read on for some great information and market intel. Don't forget our Slug Bait offer and the Fly & Summer Drench promo—a great way to get organized, and win a prize!

### Community Service Projects:

You may or may not notice, but we are very proud of our team going about their local communities, organising projects and helping out where they can.

- Wayne has just been on the Shitbox Rally from Port Douglas to Adelaide raising money for cancer.
- Dirk's organised new bowling assistance frames for the Derri Bowls Club, and
- Claudia has been organizing "Are You Bogged Mate?" mental health nights at Carranballac, just to name a few.



It is great to see the crew getting involved and if you have a particular community event or project you wish to have assistance with please let us know!

**Feedback:** Our key customer service staff & store managers will be getting out & about over the next couple of months to ask for your feedback, and to see where we can improve and offer you better service. If you have any ideas or suggestions, please let us know.

**Updated Privacy Policy:** As part of our ongoing commitment to quality customer service, the Directors of Gorst Rural Supplies Pty Ltd have adopted a new Privacy Policy for the business. The Policy applies to personal information collected and held for customers, in the ordinary course of our business. The Policy has been shared with all staff, to ensure that customer information is appropriately handled at all times. A copy of the Policy can be found on our website [www.gorstrural.com.au](http://www.gorstrural.com.au) - see our website for more information on how we manage your data and information collected. A consent form & letter will also be sent out explaining this process. If you have any queries please contact our admin team.

### GORST RURAL

**Lake Bolac**  
P 5350 2440 F 5350 2301  
**Derrinallum**  
P 5597 6668 F 5597 6713  
**Skipton**  
P 5340 2262 F 5340 2321  
**Tatooon**  
P 5354 0585 F 5354 0571  
**Willaura**  
P 5354 1251 F 5354 1149

### FIELD SERVICES TEAM

**Cam Conboy**  
0418 655 137  
**Kelly Moore**  
0429 636 178  
**Ash Maconachie**  
0427 063 769  
**Marcus Smith**  
0447 035 970  
**Sonia Marquardt**  
0436 440 141  
**Alex Prince**  
0436 331 535  
**Grace Abela**  
0477 063 938  
**Robbie Neale**  
0428 681 300

# November 2023

## Ag Chem Update

- Market is generally bearish, with manufacturers and suppliers looking towards the new season for opportunities.
- The AVPMA is getting more active with product reviews. Products under review that are likely to be removed from market include Chlorpyrifos, Lemat, and perhaps Fipronil. It is also getting harder to register new products.
- Unstable geo-political environment likely to flow onto markets.
- Chinese manufacturing has spent large amounts on improvements (over \$12B) with 3 years volume produced in 2. Now heading for oversupply.
- Chinese market needs sales to help economy but large users not purchasing, Eg. Brazil used 68% less glyphosate than the year before.
- Conjecture is the market has hit bottom and will now turn – with international conflict, rising gas & energy pricing and poor AUD (dropped 8% in last 6 months)?
- Manufacturers controlling volumes and managing stability in market.

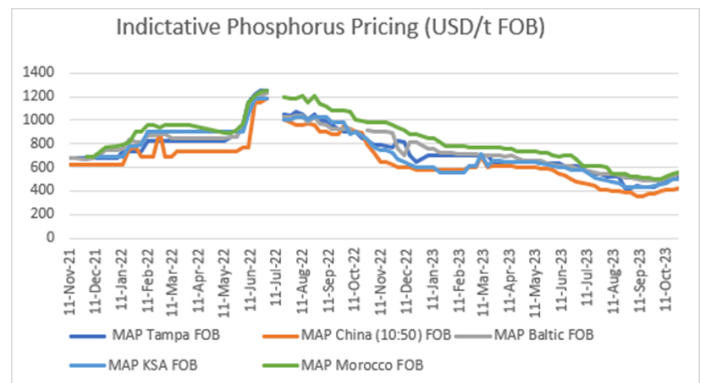


### Watch Outs

- Sakura is now off patent, and we are seeing many suppliers entering markets. Bayer will still be strong in this field, but likely to see Sakura pricing under \$30/ha.
- Glyphosate supply is OK at the moment, but some in industry believe pricing is at bottom and starting to rise. It maybe an opportunity to put some product in the shed.
- Paraquat pricing has risen over last month or so and levelled out.
- Slug Bait offer is still available and worth putting some product in the shed.
- Most pre-em supply is OK, and in general price is going down.

## Fertiliser

- Another interesting month in fertiliser, markets keep moving around.
- India announced the removal of the Nutrient Based Subsidy (NBS) for Rabi (Winter crops). Essentially the government sets a Minimum Support Price for growers, the subsidy is used to ensure this is met. Eg. Cuts amount to a reduction of subsidy to DAP of 31%, MAP 46% and MOP 85%. India is a major user of world P – incl. Phos Acid and Phos Rock, markets watching for how big the ripple will be.
- General outlook for fert is downwards, although energy and conflict very poignant.



### Phosphates

- Global stocks low but Indian subsidy news likely to free up tonnes, esp in Q1.
- This will depend on amount available from China export quota and demand from N&S America.
- US markets are quiet and premiums for DAP over MAP have been eroded.

#### Arguments for Price going down:

- Indian Government announced subsidy (~\$145/t) for growers will stop Dec 2023.
- Morocco & Saudi increased output, major worldwide suppliers, 45 day shipping window to Aust (Compared with China at 21 days).
- Chinese will supply compounds to Australia again and some MAP, similar to last year.
- Subdued demand worldwide, still plenty of time to make sowing decisions.

#### Arguments for Price going up:

- Intense geo-political situation: Ukraine/Russia & Israel/Palestine.
- Won't affect product as much as shipping & supply routes, may need deviations.
- Gas & energy pricing will have large effect on manufacturing, especially Nitrogen.
- Weak AUD.
- Very balanced supply & demand situation.

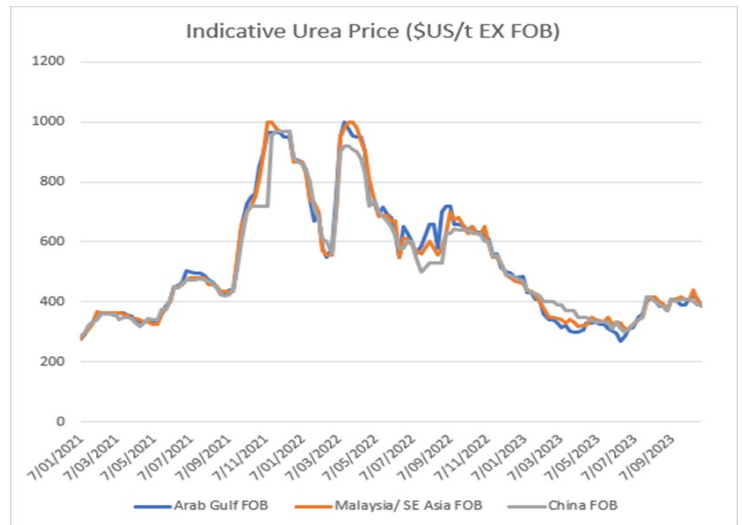
## November 2023

### Opinion - market very balanced - slightly creeping up over last few weeks:

- ⇒ Intel suggesting later Nov/Dec into Jan may see a price reduction.
- ⇒ We can organise loads for immediate or Feb/Mar pickup now.
- ⇒ Growers will need to make their own decisions around price & supply risk.

#### Urea

- Markets generally bearish and limited demand.
- Indian tender of 1.7mt picking up some slack- but not a great deal.
- Price coming off- despite concern over energy.
- Limited demand from America and Europe.
- Some concern over Israel/Palestine conflict, if Iran enters the war what are the implications as Iran produces 18% of worlds natural gas?



### Soil testing for the 2024 season

With harvest not too far away, now is the time to consider what paddocks on the farm need to be soil tested. Soil testing is an invaluable tool to diagnose constraints to crop and pasture production and allow your agronomist to make accurate and informed recommendations on soil ameliorants and fertiliser.

We recommend soil testing paddocks every 3 years or when you are planning to sow a sensitive crop such as canola, beans or pasture.

Gorst Rural offers a range of soil testing services, from a standard 0-10cm test to a deep core soil sample 0-100cm using our hydraulic probe. We can offer a range of testing parameters to ensure you get all the information necessary for your paddock. Once the soil tests are completed, samples are sent to an accredited laboratory. We will then supply you with a detailed report and recommendations for your soil.

We also have a commercial arrangement in place with Precision Ag to conduct grid and strategic soil testing. As crops begin to come off paddocks, there can be a delay in getting soil test results back, so if you have any long term pasture paddocks or pasture paddocks that will go into crop next season, we recommend getting them tested now.

Speak to your local Gorst Rural agronomist to organise your soil tests for the 2024 season and be ready for farm planning now.



### LAST CALL FOR UNIBOX ORDERS

As most of you have seen in last months newsletter we are doing a Unibox offer giving you the opportunity to order a Unibox to have on your farm for the 2024 season.

**Pricing for a Medium Uni Box would be \$1850ex gst plus freight.**

**Pricing for a XL Uni Box would be \$2250ex gst plus freight.**

If you have any questions or queries, or want to place an order, please feel free to contact Ryan on 0408 209 031.

Medium - 680kg

X-Large - 1,360kg





## November 2023

### Canola Seed Orders 2024

With the 2024 sowing season coming up fairly quickly, a reminder for growers to start thinking about your canola orders for next season. As most of you know when it comes to ordering canola the more organised you are in getting orders in the more beneficial it will be for you.

The canola supply for 2024 so far looks promising and very good pending any disasters with the production crops. Please if you know what varieties you want to order give Ryan a call on 0408 209 031, or talk to your store manager.

Please also advise whether you require cosmos applied to your canola or not, and at what rate. Consider adding a tiny bit more upside with early orders as its much easier to downgrade an order come Feb-March than it is to find more seed. The new canola varieties to keep an eye out for that will need early orders in particular as they may sell out quickly are:

- **PY525G ( New Optimum Gly technology, will replace Y28 in 2025.)**
- **PY421C (New Y94 replacement come 2025) limited availability**
- **PY520TC ( First become available this year a TT/CL variety) supply should be good.**

Also keep in mind we have a cereal order sheet going. If anyone is interested in growing the new **Neo CL Barley** it will be tight and is expected to hit a sold out position. Please let us know if there is any interest in this variety.



### Guarding your Fields: The power of Weed Resistance Testing

Persistent grass weeds threaten crop health and yields by robbing them of precious resources like water, nutrients, and sunlight. The rising challenge of herbicide resistance, especially in ryegrass, has made weed management even tougher for our growers. To tackle this issue head-on, conducting a resistance seed test is a game-changing step for those determined to shield their crops and optimize their weed control strategies.

#### Suspect Herbicide Resistance?

Over time, common weeds have developed a stubborn resistance to various herbicides, creating a complex puzzle for effective management. With a resistance seed test, you unveil which herbicides still pack a punch and which ones may need to pass the torch to alternative solutions. This knowledge is your secret weapon for crafting informed weed control strategies.

The resistance seed test typically takes 8 to 12 weeks. Whether guided by our expert agronomists or as a DIY endeavour, you can harvest seed samples before or after harvest. Even after harvest, elusive ryegrass seed heads can usually be tracked down. For weed species like wild oats, brome, barley grass, and others that eagerly shed their seeds, a lot of those seeds might lie on the soil surface. You can even send contaminated grain or header screenings, and we possess the expertise to sift out weed seeds from the mix.



In essence, conducting a resistance seed test emerges as an invaluable weapon in for effectively managing grass weeds. This test grants you invaluable insights into the herbicide resistance within specific weed populations, equipping you and your agronomist with the knowledge needed to make strategic decisions that safeguard crop yields and their quality.

For more information or to organise weed resistance testing please talk to our Gorst Rural agronomy team.

# November 2023

## Feed Transition & Effects on Ruminants

The current change in season is the perfect time to consider how your animals adapt and what potential implications are involved.

As plants (pastures) mature hitting their flowering date, preparing to set seed, the lignin and indigestible components of grass will increase, while protein and energy will drop.

As the energy density drops the benefits pastures provide start to fall away rapidly.

With any feed change the rumen takes time to adapt – as with lush spring quality pasture changing to a higher fibre, less quality type feed that has implications for the overall rumen environment. If we focus on the fact that we feed the rumen microbes rather than the actual animal – this rumen microbial environment is sensitive to change.

Any feed change will influence the number of microbial populations that breakdown different elements of feed. So, consider bridging the ‘feed gap’ earlier rather than later. Often we graze pastures too long at this time of year without starting the transition to other forages. The rumen microbes need time to adapt – this can take around 6 weeks.

Rather than graze feed until it’s well past it’s use by date then begin grain / hay / silage causing a rumen microbial nightmare, consider introducing these earlier so we don’t interrupt the production gains (or maintenance) we are chasing.



Going into a change too quickly can result in the animal taking longer to convert the feed to a product or, the animal can get sick. We can’t start feeding a full rate of concentrate and expect those microbes to be on standby to breakdown the grain and make it available for the animal to utilize, they simply don’t exist and that food passes through underutilized. It takes time to build up microbial populations and going too fast, can result in a rumen environment that does not support microbe survival.

For more information on feed transitioning please contact our Senior Livestock Advisor—Robbie at Gorst Rural.

## STORE SPECIALS—November 2023—get ready for Summer!

### Poly Pipe—Green Line



### Violet Town—Flat Lid sheep/cattle troughs



Tumbly troughs

### 400L Compact Package Fire Tank Polymaster



### Pedigree working dog food. (2 for \$100 deal)



### UP650 Orange Fire Pump 6.5 HP







Drawn Thursday 1st of March 2024

Entries available from the 1st of November 2023 — 28th of February 2024

# FLY AND SUMMER DRENCH PROMO

1st Prize:

5 Place Prizes

(1 to be won per store)

38LT ENGEL

45LT YETI ESKY

PURCHASE ANY OF THE BELOW PRODUCTS BETWEEN 01-11-2023 AND 28-02-2024 AND GO IN THE DRAW TO WIN A 38LT ENGEL OR 1 OF 5 45LT YETI ESKIES (1 TO BE DRAWN PER STORE) - ALL NOVEMBER PURCHASES RECEIVE DOUBLE TICKETS IN THE DRAW

AVENGE + FLY

DI-FLY

ZOLVIX PLUS

PYRIMIDE

CLIK EXTRA

DI-FLY EXTRA

Q-DRENCH

TRIFECTA

CLIKZIN

VETRAZIN

TRIDECTIN

TRIGUARD







**WIN A WEBBER Q1000**

**Gorst is chockers!**

**Have the product in  
your shed ready to go!**

After recent seasons of interrupted slug bait supply- and the likelihood of still large slug numbers, we have taken early slug bait supplies from manufacturers. As fast as they produce it- we are grabbing it. However, our sheds are bursting at the seams- and we need to clear some room. If you would like to help us out- here's the deal.

- Order & take your Slug bait by November 30th, 2023. Free Delivery
- Extended payment terms not due until 25th March 2024.
- Backed by our price protection promise- if price moves down during that period (with reputable suppliers & brands), we adjust the price also. If it goes up, our price stands.

#### Products available

- Sabakem Slug Bait 15g/kg Metaldehyde 2.5mm Pellet 25kg & 500kg
- SnailEx 15g/kg Metaldehyde 2.5mm Pellet 500kg
- Metarex 10kg, 400kg
- Axcela 15kg, 500kg

#### Go in the Draw to Win a Webber Q1000

- Order before 30th November to get 5 tickets in the draw
- Order online and receive 10 tickets in the draw
- Drawn 1st December 2023





For one month only

**WARATAH**<sup>®</sup>

# Holiday CASHBACK

## What is the offer?

When you PURCHASE \$5,000 (incl. GST) or more of Waratah **Longlife Blue** wire products you will be eligible to RECEIVE a \$125 digital Visa gift card per \$5,000 spent.

Longlife Blue wire products	
Purchase #	Cashback
\$5,000 worth	\$125
\$10,000 worth	\$250
\$15,000 worth	\$375
Every additional \$5,000 worth	\$125

The more longlife Blue products your customers purchase the greater their cashback will be!

**LIMITED  
TIME 1<sup>st</sup> - 30<sup>th</sup>  
NOVEMBER  
2023**

## How do you claim your cashback?

Once you have purchased \$5,000 or more on Waratah Longlife Blue products and obtained an invoice [visit: www.waratahfencing.com.au/holidaycashback](http://www.waratahfencing.com.au/holidaycashback) to submit a claim. Enter the claim by submitting your details and attaching a copy of your invoice. Once the claim has been submitted it will go through an approval process (which may take 1-2 weeks for approval). Once the claim is approved you will receive an email and text message with the digital Visa gift card to activate and use!

Please note: digital Visa gift cards have a 12 month expiry.

## More information:

A digital Visa gift card can be used anywhere Visa is accepted including online purchases. To be eligible for this promotion all claims must be in by 4pm AEST Friday 8th December 2023. After this time, no further claims will be accepted.

If you require further information, please contact the customer service team on 13 10 80 or email: [promotions@waratahfencing.com.au](mailto:promotions@waratahfencing.com.au)