



Guano NEWS

2003



First for Australian agriculture

Guano Australia creates history in the making by being the first input supply company to have its products certified as sustainable inputs for Australian agriculture by Go Mark Australia. In this special anniversary edition of *Guano News*, Guano Chief Executive Officer, Mr John Jasher, invites you to read how and why this all came about, in order to further enhance, promote and secure Australia's position as one of the world's leaders of sustainable farming.

He said Go Mark is a private company that has pioneered the development and implementation of world-class systems to audit, classify, certify and label sustainable agriculture in Australia, since 1997.

Their agricultural systems cover environmental health, humane animal management, and "a precautionary approach to the use of genetic modification". They are adapted from ISO 14001 environmental management systems,

The Natural Step sustainability framework, Freedom Food animal welfare (RSPCA UK), and Go Mark's own research.

Mr Jasher said the company has partnered with the environmental Protection Authority (EPA), the Australian Centre for Cleaner Production, Landcare groups and farmer groups to deliver programs that result in social, economic and environmental rejuvenation of Australian communities.

Certified Sustainable Inputs and Farming by **Go Mark and Guano Australia**



**GO MARK
SUSTAINABLE
AGRICULTURE**



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-Partnership For Profit-



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Guano Gold - Kwik Start and Agrispon research and trial work

Both Guano Gold Kwik Start and Guano Gold Agrispon have been successfully trialled and applied in Australia for over 10 years - i.e. a range of various trials spanning those 10 years.

For further information contact Guano Australia direct or a distributor in your area. Refer to pages 14 and 15 for details.



Guano Australia prides itself in keeping abreast of research and training. Robert Drewitt - Technical Advisor (left) and John K Jashar, of Guano Australia, visited The Texas A & M University System Research and Extensions Center, USA.



Guano skiprow cotton trial at Moree, NSW, using 100kg/Ha of Guano at planting. Tissue tests, which were taken at boll set, showed elevated levels of Ca, P, Zn, Bo and silica when compared to MAP at 100kg/Ha.

Comparing root growth and microselia on Agrispon-treated corn at the Illinois trial - 1L/Ha.



Robert Drewitt at the University of Illinois Agrispon trial, Dekalb Research Farm.



Obvious increase in foliar colour of tomatoes with Guano, applied at 100kg/Ha at planting.



Robert Drewitt taking Penetrometer readings in an Agrispon wheat field trial. Agrispon applied with Triflurilin 480 and Roundup CT at planting.

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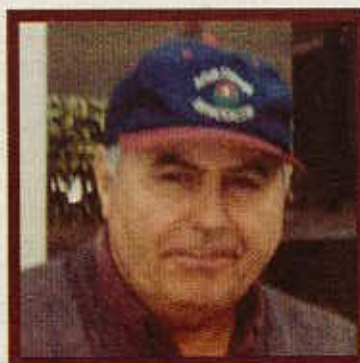
THE GUANO TEAM



John K Jashar
CEO / President
/Director



Debbie DP Walkden-Hoare
Senior Finance and
Administration Officer



Richard Jackson
Senior Agronomy
Consultant



Robert Drewitt
Senior Technical
Advisor

"As we know, anyone can call themselves a SUSTAINABLE FARMER" - By John K Jashar

From humble beginnings the idea of becoming involved and establishing Guano Australia was born way back in 1988/89 when the Chernobyl disaster happened in Europe. I guess that was the turning point in alerting the world to the dangers of chemicals and their effects on the human race, and ultimately our soils.

Guano Australia commenced operations

supplying organic and Biodynamic Growers with Guano Gold.

It wasn't until approximately seven years ago when the push towards real sustainable farming started to take hold, as more and more conventional farmers were realising that these organic farmers were, in effect, farming in a profitable manner without the use of chemicals. And so began the huge

effort to promote sustainable farming to conventional farmers.

Since birth, and in this our tenth year of operations, we have proudly reached a milestone in this unique phase of our business, being the first in Australia, via GO MARK, to promote and grow true CERTIFIED sustainable produce for the world!

Who is dotting the i's and crossing the t's?

GO MARK AUSTRALIA

The brainchild of Sonja and Andrew Jeeves



Guano Australia, via its parent company, Klismet International Pty Ltd, is at the forefront of being involved and leading the way in Australian agriculture.

With GO MARK, and in conjunction with our certified range of products together with our highly qualified technical advisors, agronomists and distributors, we are strongly committed to supporting Australian farmers' conversion to CERTIFIED Sustainable via GO MARK and its systems.

Now, and well into the future, we invite all farmers across Australia to join in, study, and become certified with GO MARK. It is the future of true SUSTAINABLE FARMING.

For further information call us here at Guano Australia or GO MARK, or apply at any one of our 250 listed distributors nationally across Australia.

*John Klismet Jashar Esq,
Guano Australia Pty Ltd.*

Farming changes to sustainability

Australian fertiliser company, Guano Australia Pty Ltd, which has withstood the severe drought conditions across Australia, is still experiencing phenomenal growth Australia-wide on the back of Australia's expanding organic/Biodynamic and particularly the fastest growing segment: SUSTAINABLE FARMING.

The continued growth of Guano Australia Pty Ltd, and their research program, concluded with their "teaming up" with GO MARK Australia.

Guano CEO, John Jashar, said that: "Like many years ago when the organic industry was in its infancy a credible certification organisation was the only way organic farmers could become involved for the longer term."

Mr Jashar said that Guano Gold - Kwik Start, certified both with BFA (A1-M309) and "now" with GO MARK, is receiving very strong support from conventional and sustainable farmers and is available nationally in a wide range of prescription blends.

"As part of the package we are providing technical training to farmers, growers, and all our dealers on soil balance," he said.

"A lot of Australian soil is in a poor state, and this issue must be tackled."

"As you know the CSIRO is addressing the problems of salinity and landcare - there are farmer and grower seminars happening all across Australia."

"Because all these problems are surfacing, conventional farmers are realising that if we are going to make it for the long haul, we must start with the most basic component and that is the soil."

"But unless this drive is sustained at a fast pace, then Australian farmers and growers will be in trouble."

"I believe that with what I have experienced out in the field in the last 12 months, many hundreds, if not thousands of growers, are starting to realise they must do something with their soils to become more productive."

"There are now thousands of farmers

who are going down the track of becoming sustainable and looking after their soils."

"I believe Australia, within the next three to five years, will show a marked difference in becoming sustainable and productive."

"The message is getting out across Australia - we just want to keep reinforcing that message."

"About 70 percent of our workload is now with conventional farmers getting in and becoming sustainable and productive, learning about soil balance and doing things differently to the chemical fertiliser and conventional methods of 20, 30, 40 years ago."

"We now have over 250 dealers nationally who handle our product and work very closely with farmers and growers."

"We engage over 50 independent horticulturists, viticulturists and agronomists across Australia, who, on an independent basis, analyse soil tests and farm conditions to help farmers and growers understand the soils specific to their particular farm, whether they are olive growers, a viticulturalists, citrus or tropical fruit growers."

"We have key people in each state who act on our behalf but on an independent basis to provide technical advice, and that has paid huge dividends for us."

The company's central product, Guano Gold Kwik Start, is naturally formed from layers of dicalcium-phosphate created by the interaction of coral remains, sea bird

deposits, fish and seaweed over thousands of years.

"It is rated high in phosphorus, calcium, and cation-exchange capacity, plus silica and organic carbon," said Mr Jashar.

"The product is stored, blended, packaged and distributed in each state of Australia and meets organic industry regulations as well as AQIS clearances."

"Food and Agriculture Laboratories of Australia Pty Ltd rates Guano Gold Kwik Start as an excellent soil supplement because it is a conglomeration of both readily available nutrients and a longer term release of nutrients in a mixture that both conditions and fertilizes the soil."

"Guano Gold is high in phosphorus and calcium in a 1-2 ration."

"About 50 per cent of the total phosphorus is citrate-soluble, providing nutrient available for quick release."

"The other 50 percent becomes available over the next three, six, nine and twelve month period."

"Evenness in granulation allows for convenient and effective spreading, and it can be blended with other products and nutrients."

"The product can be used in either conventional or organic food production systems."

The company says that growing sustainably allows horticulturists to produce value added or higher returns by meeting the demand from different markets.

Guano Gold is available in 40 kg, 1 tonne bulk bags, and bulk supply.

Sustainable Soils workshops assist to secure the future of your farm

Every Sustainable Soils Workshop covers:

- The critical issues that guide sustainable soil management.
- How to test your farm's soils if you haven't already done so.
- How to read and understand a soil test.
- How to identify the four key soil health indicators and use them to assess your farm's soil health and potential productivity.
- How to calculate your farm soil's short-term and long-term soil nutrient needs and balances to:
 - Maximise soil biological activity,
 - Maximise productivity,
 - Minimise your impact on your farm's natural resources and the catchment in which you farm, and
 - Stay within budget.
- Be able to visually assess your farm's soils for structure, texture, health and biological activity.
- Recognise a healthy, well-structured, biologically active soil.
- Develop a Sustainable Soil Development Plan for your farm.
- How to implement your farm's Sustainable Soil Development Plan to develop the conditions to allow soil biology to prosper.
- How to achieve these results within budget.



A group of farmers at a Sustainable Soils workshop beginning to assess a participant's farm's soil structure and texture.



A group of Sustainable Soils participants visiting a farm at Heath Hill, gathered for a photo in front of a soil aerator.



A farmer from the Warragul Beef Cheque Group, participating in a Sustainable Soils workshop, assesses pasture insect diversity as part of the third workshop session field day.



For more information or to register, contact Andrew Jeeves at Go Mark Sustainable Agriculture:

Phone (03) 5662 3022

Mobile 0427 642 426

Email: andrew@gomark.com.au

What farmers say about Sustainable Soils

"Great tutor, fabulous group, very interactive. I learned a lot more than expected."

- RG, Beef farmer, Nilma Nth, Warragul Beef Cheque Group

"I've just attended my best course for years. It was about the art of the possible. All the people in the group will change their thinking as a result of this course. Some of them have already adopted new techniques."

- Ann Cliff, beef farmer and General Manager of Gippsland Employment Skills Training (GEST), Moe.

"It was a very valuable workshop: challenging, interesting and useful for us in our beef enterprise. It gave some theoretical background to topics about 'biological farming' that has not previously been available. It gave us the information and the tools for a new approach. I liked the environmental sustainability considerations. An excellent course and a very professional approach."

- CG, Beef farmer, Nilma Nth, Warragul Beef Cheque Group.

SUSTAINABILITY

What is sustainable agriculture?
Environmental health, economic viability, social empowerment

There have been many attempts to pin down a precise definition of sustainability, let alone a definition of sustainable agriculture.

Our definition is: "running a successful and profitable farm business while not depleting or degrading the natural systems on the farm, or off the farm."

Having said that, we use the best available systems and models from around the world, to understand, analyse, and classify sustainability on farms.

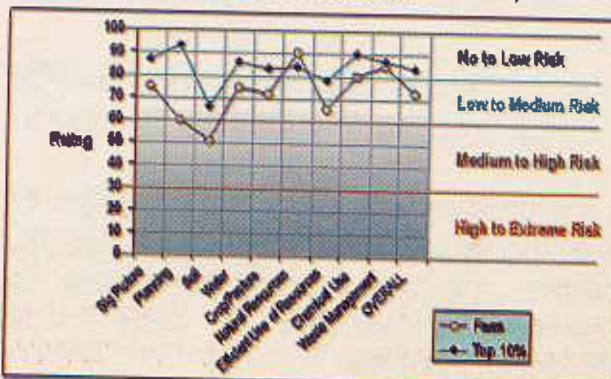
We've combined the best parts of ISO 14001, the Natural Step Sustainability Framework, Ecological Footprint Analysis, Best Practice Management and farming industry benchmarks to come up with our audit and classification system.

Auditing and Classifying Farm Sustainability

Go Mark audits farms across 10 Steps using around 80 indicators depending on the farming operation.

The 10 Steps are: "The Big Picture" - the potential and existing environmental problems of the farm and its region; farmer attitudes to change and sustainability.

- Planning;
- Soil Management;
- Water Management;
- Crop / Pasture Management;
- Natural Resource Management;
- Energy and Resource Use Efficiency;
- Chemical Use, Toxicity and Management;
- Waste Management
- Overall Sustainability



A sample summary graph of an audited dairy farm compared with the Top 10% of dairy farmers.

Sustainable agriculture is the most productive and viable agriculture in the long-term. Go Mark Sustainable Agriculture assists farmers to become more sustainable, more viable and more profitable

Measuring sustainability

BENEATH Go Mark's sustainability ratings, price grids and retail presence, there are objective measurements and formulas to underpin the brand, farm sustainability rating and consumer satisfaction.

The concept was hatched years ago by Mr Andrew Jeeves.

Andrew, who holds an industrial design degree, dabbled in Permaculture, but noticed it held little appeal for mainstream farmers.

He felt he needed to develop a process to not only aid sustainability, but profitability also.

Originally a more complex process involving ISO 14,001 accreditation for environmental management systems was developed in concert with the Environment Protection Authority.

But the take-up wasn't huge, so it was simplified and the Sustainability Rating was hatched.

The rating is worked out using self assessment and an audit of each farm.

It objectively measures 10 categories: environmental fragility of the farm and its catchment, planting soil, water, crop and pasture, efficient use of energy and resources, chemical use and toxicity, natural resource management, waste production and overall sustainability.

Within each of those categories there is 10 to 12 benchmarks which are measured and rated.

Farmers who are 50 to 69 per cent sustainable using the Go Mark rating process are given three stars.

If they are 70 to 84 per cent sustainable they are given four stars, and if they are 85 to 100 per cent sustainable they are given five.

To date, February 27, 2003, no farmers have achieved five star status.

Similarly, chemical use is also monitored. All calves are allowed an early drench and a five-

in-one, or a seven-in-one, vaccine. However the estimated withholding periods, or estimated slaughter intervals, are doubled for four star product and tripled for five star product.

To get involved with Go Mark, farmers must undertake an audit by the company via its certification process.

PRICES AND SUSTAINABILITY

The price grid used by Go Mark is designed to reward sustainability, saleable meat yield and beef quality.

Sustainability is determined by the auditing system and beef quality is determined by MSA specifications.

Saleable meat yield is determined by a ratio between an animal's eye muscle and its carcass weight, not just a visual appraisal of its butt shape.

The base specifications for cattle supplied to Go Mark are Group One or Group Two MSA grading, 180 to 230 kilogram carcass weight, three to seven millimetre rib fat, B, C, and D muscle shape, only bos Taurus.

Cattle that are slaughtered and don't meet specifications are sold at normal commercial rates.

RETAIL

The meat is sold direct, at farmers' markets and to organic butchers.

Most is sold in 18 to 24 kg boxes with a combination of cuts.

Each piece of meat is quality assured under MSA, and can be traced back to individual animals. Meat from five star animals is also tested for chemicals and heavy metals.

THE KISMET OF GUANO GOLD



Luck, destiny, solid market research, a Moslem connection, and the gift of being in the right place at the right time, with the right idea, have combined to produce the rise of John Kismet Jashar and his company, Guano Gold, one of Australia's more exotic success stories.

Guano Gold is a natural phosphate fertiliser composed of dicalcium phosphate layers, which were generated by the interactions of coral remains, sea bird deposits, fish and seaweed on the Indonesian island of Madura as it rose over many thousands of years. The deposits are estimated to ensure supply for more than 50 years.

Guano Gold is a Victorian company, based in Shepparton, which has grown substantially.

Since it commenced, the company has supplied thousands of farmers across Australia, many of whom see the product as a big, important step to aid them through the transition from organic/Biodynamic farming, to true sustainability, thus enjoying the "BEST OF BOTH WORLDS".

-John K Jashar

Go Mark decision an easy one

Extract from Beef and Cattle [Cameron Morse] 27/2/2003

For the Hutchinson and Patterson family in east Gippsland's Clyde North, the decision to become Go Mark accredited, and to market their beef through the company was simple.

Their focus on making their 95 hectare (230 acre) farm environmentally sustainable meant they had already met most of Go Mark's eligibility criteria for a four-star rating, so the biggest change for them was gaining 360 cents a kilogram for their vealers instead of 220 to 280 c/kg.

Glenda and Brett Hutchinson and Glenda's brother, Russell Patterson, run 120 vealer mothers in conjunction with full-time jobs for Brett and Russell. The cows are mated to Gelbvieh Red Angus-cross and Belgian Blue bulls.

The progeny are marketed either through Go Mark, Gippsbeef, direct to Wagstaffs or through the Victorian Livestock Exchange.

Three to four years ago they decided to get serious about farming and built its productivity, profitability and economic and environmental sustainability.

They have increased stocking rates by more than 50 per cent in the past three years. They have also completed a Prograze course and attend a Beefcheque group.

They rationate graze, soil test, and manage their cattle to meet Meat Standards Australia (MSA) benchmarks, individually tag and performance-record bulls, cows and calves for growth rate, obtain carcass data on all progeny, belong to Landcare, have re-fenced parts of their property and planted stands of trees - and that was becoming Go Mark accredited.

"We are trying to produce the best possible produce we can," said Glenda Hutchinson. Then along came Andrew and Sonja Jeeves offering above-market rates to reward that focus. "Who isn't interested in that," replied Glenda.

The families have made some changes to meet MSA and Go Mark's requirements.

Their cattle were only just meeting MSA's pH grading, so now vealers have access to silage by mouth before marketing to boost their nutrition. They often buy a box of Go Mark beef back to assess their wares firsthand. And with the trace back mechanisms in place they know which calf they are eating and who its mother and father was.

They are also investigating the use of fowl manure in place of fertiliser. Last year half the farm was conventionally fertilised, and the other half was spread with chicken manure.

The anecdotal difference was remarkable, with the chicken manure fertilised pasture leaping ahead to provide three to four times the amount of feed.

According to the analysis done by Mr Hutchinson, that's because the chicken manure fertiliser offered more phosphorus, nitrogen and potassium 'bang for their buck'. To be sure the chicken manure is free of weeds and pathogens, they leave it to bake in the sun for three weeks before spreading and then keep the stock off the pasture for another three weeks.

The family also returns organic matter to the soil by mulching dry, rank feed, and spraying microbes back into the soil too - all adding fuel to the soil engine which drives pasture growth.



Go Mark Sustainable Agriculture has pioneered the development and implementation of world-class systems to audit, classify, certify and market sustainable agriculture since 1997.

Our systems cover the environment, humane animal management and genetic engineering.

Our aim is to:

- Assist farming to become more sustainable
- Connect farmers with interested customers; and
- Get premiums and more of the food dollar back to farmers.

We do this by benchmarking and auditing sustainability on farms, certifying farms and food supply chains, conducting workshops and field days, and assisting farmers to market their certified farm products.

"Securing The Future Of Your Farm" FARM SUSTAINABILITY WORKSHOP SERIES

The "Securing the Future of Your Farm" workshops are designed to assist farmers to implement changes to increase profitability, fulfillment, and success whilst maintaining and restoring natural resources on and off the farm.

Sustainable Soils: Increase fertility and productivity, contain costs, minimise environmental impact.

"This workshop was extremely helpful and consolidated the knowledge I already had and built on it. The workshop could lead to some very valuable outcomes as far as the profitability of our business and its sustainability is concerned."

- KY, Beef farmer, Ellinbank, Warragul Beef Cheque Group.

More and more farmers are finding they have to put more fertiliser on to get the same result they used to get with less. Fertiliser costs continue to go up whilst returns do not ... fertility declining, costs up, returns not ... a recipe for disaster.

This workshop assists you to increase fertility, increase productivity and contain fertiliser costs all at the same time by focusing on the three main aspects of soil development:

1. The chemical (managing nutrients and fertilizers),
2. The physical (how it looks and feels; its structure), and
3. The biological (creating the ideal conditions for soil life to most efficiently turn plant and animal wastes into plant food).

Conventional farming focuses mainly on the first, somewhat on the second and hardly at all on the third.

It is the biology, or soil life, that cycles nutrients to maintain soil fertility, nutrition and structure. If you ignore soil life or don't provide for it, you will have to provide many of the nutrients and the free services that it normally provides.

Many farmers apply fertilisers, not realising that much of it will soon be locked up in their acid soil and unavailable for plant use. A lot of the rest will go down the nearest creek because their soil can't support the sorts of soil life that can hold onto those nutrients and make them available when the plants need them.

This nutrient loss is a major cause of algal blooms in many of our streams and lakes as well as the die-off of seagrasses in our bays and estuaries.

Sustainable Soils teaches you how to solve these problems, helps you to understand how soils work, how to improve their fertility naturally, and make more money growing healthier food in healthier soils.

G O M A R K

The Future of Your Farm

If it's not salinity, lack of water, rising costs, climate change, increasing regulation, tree dieback or toxic chemicals, it's consumers wanting a guarantee of the clean and green nature of your farm. Farmers not focused on sustainability will find it harder and harder to remain viable in the future.



We support farmers wanting to make the transition to sustainability with training, consulting and certification.

Go Mark connects farmers making this transition, with consumers who want to buy farm products that are better for our land, our health and the future.

We do this by:

- Classifying and certifying farm sustainability; and
- Labelling produce from these certified farms, using our 3 level logo, so that purchasers know what to buy.

Sustainable agriculture is the most productive and viable agriculture in the long-term.



The 3 Star Rating

is for food and other farm products grown on farms that are certified humane, GMO-free, are minimising chemical use and are 50-69% sustainable.



The 4 Star Rating

is for food/ farm products grown on farms that are certified humane and GMO-free, are in transition to chemical-free and are 70-84% sustainable.



The 5 Star Rating

is for food /farm products grown on farms that are certified humane, GMO-free, chemical-free and are 85-100% sustainable.



Benefits to Farmers

- Access to expanding 'green' markets - consumer demand is growing at around 25% per year.
- Assistance in the transition to sustainability and increased viability.
- Opportunities for premiums.

"We are trying to produce the best possible product we can." Then along came Go Mark offering above market rates to reward that focus.

"Who isn't interested in that?" ~ Glenda & Brett Hutchinson & Russell Patterson, certified Go Mark farm, Clyde North in *The Stock and Land*.

"From a practising farmer's perspective, Go Mark have identified the important issues. Good environmental management is not a cost to farmers, it made us more."



Sustainability objectives

We audit, classify and certify sustainable agriculture, and label certified foods and other farm products using a 3 Star, 4 Star and 5 Star rating system.

It is clear that sustainable farming and food production is the way to go.

Not only is it more profitable for the farmer and associated companies (in most cases), it is also better for our environment and consumers are increasingly demanding it.

In the long-run, without sustainable agriculture there is no hope of sustainable rural communities.

GO MARK'S OBJECTIVES THEREFORE, ARE TO:

- Help mainstream farmers become more sustainable.
- Enable farmers to market their sustainably produced farm products to the rapidly growing group of consumers demanding natural, healthy and sustainable products.
- Enable consumers to recognise and to choose to buy sustainably produced products, so that their spending directly benefits them, sustainable farmers and our environment.
- Show that environmentally focused business can be profitable for all concerned.

BENEFITS OF WORKING WITH GO MARK

Increase Market Share	Market to growing 'green' consumer segments.
Rich Rewards	The first companies using 'green' brands will reap the richest rewards.
Manage Risk	Having an eco-label will buffer you and your suppliers against potential drops in consumer confidence. Due to future scares in the food industry.
Security	Secure the sustainability of your supply chains and therefore your business.
Sustainability	The challenge and the opportunity of the decade. Introduction to Go Mark's associates consulting in corporate sustainability and cultural change.
Be Proactive	Control your corporate destiny - don't wait and react to future environmental regulation, as well as consumer and staff pressure.
Due Diligence	Minimising environmental impact is part of corporate 'due diligence'.
Corporate Citizenship	Improving environmental quality.
Triple Bottom Line & Environmental Reporting	Increasingly important to businesses and being pushed by governments.



Polkinghorne's is an innovative butcher shop in Albert Park, Melbourne. Its focus is beef from the owners' Go Mark-certified farm in East Gippsland, Victoria. The beef is sold fresh and is packaged as ready-prepared fresh and frozen meals with the addition of local, seasonal produce. All farm supplies, their supply chains and the shop itself will be Go Mark certified during 2001.



Capability Statement

Go Mark is a private company that has pioneered the development and implementation of systems to audit, classify and certify sustainable agriculture in Australia, since 1996. Our systems are adapted from the ISO 14001 Environmental Management System, The Natural Step sustainability framework, land capability research by various government authorities and have been refined on over 50 farm audits. We have partnered with the Victorian EPA, the Australian Centre for Cleaner Production, Landcare groups and other farmer groups to deliver programs that are resulting in the social, economic and environmental rejuvenation of rural communities.

WHAT GO MARK BRINGS TO EVERY PROJECT

A demonstrated understanding of the sustainability of Australian agriculture, grounded in more than five years of research and development.

1. Experience in liaising with government agencies and departments for the purpose of providing a high standard of service and product delivery.
2. A history of developing a successful market-linked environmental management model for farmers that is transportable across communities and catchments.
3. Experience in supporting government authorities to implement 'carrot' rather than 'stick' approaches to achieving better environmental outcomes.
4. A strong corporate commitment to reduce the environmental impacts of the agricultural sector whilst maintaining or increasing farm viability.
5. Demonstrated experience working and achieving results with farmers and farm groups.

Educational tools to support the delivery of sustainable land use change

Go Mark Sustainable Agriculture has developed a workshop process based around our Farm Sustainability Self-Assessment that is proving successful both in gaining farmer involvement and in isolating key sustainability issues to be addressed. It is a useful, low-cost process for initiating and supporting change within a region.

The format for this workshop process is as follows:

Each participating farmer completes a Farm Sustainability Self-Assessment Questionnaire and sends this to Go Mark. We return confidential individual reports outlining each farm's sustainability strengths and weaknesses and the Go Mark Sustainability Classification that the farm presently meets. Go Mark evaluates the Self-Assessments and identifies the common sustainability issues for the group. We compile an overall report, with recommendations for the content of the workshop. The group selects the preferred content for the workshop from

the recommended options. A workshop is then developed tailored to the identified needs of the group.

The self-assessment process allows careful matching to the needs of each farmer group, and is an educational process in itself.

It allows farmers and growers to look at the key sustainability issues on their properties, and to understand where their farm stands compared with benchmarks for their industry.

By understanding their farms' key sustainability issues, they can make more informed decisions about investing their time and money for the best outcomes.

Our Expertise

Our systems and practical on-ground experience revolve around the following services:

Government agency TESTIMONIALS on Go Mark:

Doug Newton, Manager, Special Projects, Victorian Environmental Protection Authority:

"Firstly, we are very happy with the process that was run with the Labertouche community.

"Secondly, the rapport you built up with the community and their participation levels tells me that you are talking about content and at a level that interests and makes sense to farmers. In this respect the most sensitive and critical clients seem to be happy with what you and Go Mark are on about.

"Thirdly, your commitment to a high standard of service and product delivery throughout the project was above expectations and resulted in real value for all participants and stakeholders."

Robert Joy, Executive Director, Victorian Environmental Protection Authority:

"EPA has been pleased to partner your organisation in the investigation and promotion of ecological sustainable development.

"In particular, EPA was pleased to provide a grant under the Cleaner Production Partnerships Program for the development of the *Ten Steps to Sustainable Beef Farming*'. Implementation of such environmental management systems can assist farmers to grow high quality beef whilst reducing their impact on the environment. EPA is happy to support organisations, like Go Mark, that integrate environmental sustainability with production processes in other practical ways, where the opportunity arises."

Dr. John Williams, Deputy Chief, Land and Water Section, Commonwealth Scientific & Industrial Research Organisation (CSIRO):

"... sustainable management within [agricultural] industries is not an optional extra, but an immediate imperative that will allow some advantage to be gained before it becomes an essential ticket to market access."

Our understanding of brands is changing

A brand is a product/service PLUS it is a relationship. The relationship is formed by ALL contacts with your company:

- a) Your market presence
- b) Your image
- c) The physical product itself
- d) Corporate behavior - service, culture, style

Market presence and image are much harder to get across to consumers. The customer/brand relationship is now seen to be **A COMMITMENT TO A BRAND** (emotional and psychological) rather than just **LOYAL USAGE OF A BRAND**.

Psychological commitment has:

Subtle drivers need **EVIDENCE** of a brands positioning. It is not helped by 'sledgehammer' marketing

'Green', 'environment', 'sustainable', etc., are one of the few ways left for you to believably connect **DEEPLY** (emotionally and psychologically) with your customers.

Consumer demand for "Green" brands and "Eco-labels"

Recent consumer research shows that 'Green Brands' do and will increasingly attract a marked preference from a larger number of consumer segments.

Publicist Communications, a pre-eminent international advertising/communications company, recommends that where possible, green branding is "to be grabbed with both hands". As an example, world demand for organic products is estimated to quadruple from \$35 billion this year to \$150-190 billion in 2006 (\$AUS).

Go Mark's Process

Go Mark can certify any food or farm product using its 3 level Sustainability Classification System.

Retail or food outlets can also be certified. Refer Polkinghorne's testimonial, below and page 6.

1 Farm Sustainability Self-Assessments	Farmers fill in a questionnaire which Go Mark uses to benchmark the farm's sustainability.
2 Farm Sustainability Verification	A farm's sustainability is audited, bench marked and classified.
3 Farm Group / Sub-Catchment Sustainability Assessment and Training Workshops	Focuses on: -Assessed sustainability weaknesses -Significant environmental impacts; -How to make the transition to sustainability whilst minimising impacts and maintaining or increasing productivity. -Individual farm changes for sustainability -Catchment changes (farm group) for sustainability
4 Farm Product Supply Chain Sustainability Audits	A farm product's supply chain sustainability is audited, bench marked and classified
5 Sustainability Analysis and Classification	A food or farm product-related business' sustainability is audited, bench marked and classified.
6 Consultancy and Training Services	Farms and farm product related businesses are assisted to make the transition toward sustainability.
7 Farm Product Certification and Consumer 'Eco-labelling'	Food and farm products are certified under Go Mark's 3 level sustainability classification for consumer labelling.

Integrity

"Polkinghorne's represents a very personal effort to re-establish the direct producer to consumer relationship now lost in the food industry. We are passionately committed to optimising the eating quality of our products. This requires absolute integrity and commitment to breeding, individual livestock care and nurturing of our pristine property environment. You have our guarantee on this." ~ From the Polkinghorne's guarantee statement.





The importance of Silica

GUANO GOLD – KWIK START®

100% Available Silica - Guano Australia Pty. Ltd.

The third most significant component of Guano Gold - Kwik Start by composition is Silica, or Silicon Dioxide.

Until recently virtually unknown as a fertiliser, it is nonetheless a specific requirement for rice production and is, in fact, in some ways a replacement for Calcium in the Graminae, or grasses, which range from sugarcane to the edible grains.

In these plants, called Silicolous, silica becomes a primary constituent of cell walls.

This has the effect of strengthening the cell walls, which is one reason why plants deprived of adequate silicon will be more susceptible to fungal diseases.

Silica also enables grass leaves to stand more erect, thus enabling them to catch more light, hence enhancing the process of photosynthesis.

Silicon is a mineral with similar chemical properties to carbon, and just as basic in the earth's composition.

Silicon dioxide, or silica, is a naturally occurring mineral that comprises 5 per cent of limestone, 44 per cent of basalt and 68 per cent of granite.

Sandy soils may contain over 90 per cent silica, loams may be 60 to 70 per cent, but in Laterite soils it can be as low as 2 per cent. The low levels of silicon in leached soils also contributes to the lock up of phosphorous, because research has demonstrated that silicates cause an increase in absorption of phosphorous by plants.

Generally, clay soils rich in silicon will have higher cation exchange capacities, will be younger, and less leached than those soils with lower silicon levels.

The fact that Guano Gold - Kwik Start has available silica, in combination with phosphorous, actually improves the uptake of phosphorous by plants.

There are indications that enhanced flavour and keeping qualities of fruit and vegetables may be attributed to adequate supplies of silicon in the growing medium.

Watermelon in particular uses and concentrates silicon, and will not thrive where a deficiency exists.

Other plants are known to produce better fruits with adequate silicon, and the flavour and keeping quality of fruit and vegetables is improved in its presence.

Grapes may particularly benefit from the presence of silicon actually thickening and strengthening the skin cells of the berries. A number of positive responses are likely to flow from this happening.

Flavour is known to be borne in the skins, and the stronger skins will be less permeable to moulds and fungi directly, and less likely to split in wet weather.

Where leaching of native soils has occurred, where rainfall is high, where irrigation has been practised for a long time, or where soil organic levels are low, available silicon may be in short supply.

Little attention has been paid in the past to silicon as a fertiliser, but there is a growing awareness of its importance. (Thank you - John Kismet Jashar)



Capsicums grown with Guano Gold - Kwik Start, ready for customer purchase.

(Note increase in colour due to Silica)

Where does the silicon in Guano Gold - Kwik Start come from?

Unlike other sources, which are usually of mineral origin, the silicon in Guano Gold - Kwik Start is derived from living organisms.

An analysis of the derivation of the deposits from which Guano Gold - Kwik Start is sourced reveals that it is basically seabird droppings on coral reefs that have been uplifted and become part of an island. Seabirds feed on fish which have as their original food source chlorophyll rich diatoms.

These one-celled organisms are pastures for nine tenths of the food of everything that lives in the sea. So this is the prime source of the Guano Gold - Kwik Start deposits.

The importance of this lies not so much in the chlorophyll itself, but the containers, the skeletons that these microscopic creatures create. Incredibly, these one-celled organisms take silicon and oxygen from seawater and construct tiny chlorophyll-containing baskets out of spun glass.

The intricacy of the designs is one of those inexplicably creative features of the world around us that we rarely contemplate, and which evolution will never explain, but it is the substance of the material used that is of interest to us as farmers. The skeletal material is Silica or Silicon Dioxide,

and its filigee nature makes it accessible to other creatures, also microscopic, when the original builders have been digested.

It is possible that a succession of inhabitants utilise these homes as the various forms of digestive organisms operate on the material in the guts of the consumers, and then on the droppings of the birds themselves.

When we get our Guano Gold - Kwik Start in bags or bulk, we are the recipients of not only a phosphorous source, but also about 10 per cent in weight of diatomic skeletons.

These are almost certainly the homes of the bacteria that begin the process of breakdown and of making available the fertility that we buy.

It is known that the bacterial animals that create humus thrive in a silicon rich environment, as the Biodynamic practitioners know when they bury the cow horns to incubate their bacterial cultures. In a similar way, when Guano Gold - Kwik Start is incorporated into the soil, and moisture is involved, the diatomic skeletons will provide an ideal incubator for the dormant bacteria in the Guano Gold - Kwik Start.

The question of the availability of the silica in Guano Gold - Kwik Start is often raised. It is best answered by considering that it is of microscopic animal origin, and that it provides part of the living environment of bacteria that are primarily involved in the decomposition of material.

As with the other primary components of Guano Gold - Kwik Start, calcium and phosphorous, the derivation of the silica from living organisms renders it far more accessible to both bacterial decomposition and root acid etching.

Bacterial activity, directly leading to the death of bacteria, whose bodies are plant food themselves, will provide an attractant for plant roots. Once attracted these have the capacity to dissolve nutrients directly or to absorb them from the soil solution according to need.

It is worth noting that the calcium component, being coral derived, will furnish a similarly favourable environment for microbial activity as well, and for the same reasons availability is enhanced by its origin. In fact there is almost certainly a complementary interaction involved so that plants can access either calcium or silica or both according to need.

Phosphorous uptake is enhanced by adequate silica as noted already, and the favourable microbial environment can only serve to strengthen the availability of nutrients generally.

As I indicated to you nearly two years ago, the silica in your product is almost as valuable for organic farmers as the phosphorous, particularly to enhance photosynthesis and for disease resistance.

I hope that this explanation of its derivation and activity will help you to convey this information to others.

Prepared by Tony Walker of Matta Neta Pty Ltd, Smith Bay, Kangaroo Island, SA 5223. Organic and agronomic consultants, HACCP and quality system auditing & service. Mob: 0428 831 059; Tel: 08 8553 5259, Fax: 08 8553 5100



Guano Gold granules with silica present inside



Cotton plant, Moree, New South Wales, with excellent root growth, note that the top (longer) plant is grown with Guano Gold.

Why Guano Gold Kwik Start[®] and its important silicon component works . . . Drewitt



By Robert Drewitt BSc (Sys AG) Consultant Agronomist, Bingara Farm Centre - NSW

SILICON is an element present in the soil in a very insoluble form (sand) and at high levels similar to that of calcium, magnesium and even phosphorus. Silicon is an essential plant nutrient especially for the growth of grasses such as wheat, oats, barley, sorghum, rice, rye, tricale, sugarcane, etc.

These crops require "silicon at levels higher than any other mineral" - Plant Health Centre Pittsburgh, PA Dr M Kernan phcmike@nb.net

The function of silica in plant tissue is to then:

- Provide structural rigidity and strength as silicon is deposited as silica in the cell walls. Plant tissue lays down a ridged barrier of 90 per cent pure silica mineral between the waxy layer and the epidermis, therefore:
- Silicon reduces OR prevents damage or attack that involves tissue penetration of the outer epidermis. For example - fungal diseases.
- Silicon reduces the significant problem of lodging of crops.
- Silicon allows more efficient use of water loss by plants through reduced evapotranspiration.

must be absorbed as H_4SiO_4 (monosilicic acid) which exists in a normal paddock of biodiversity (i.e. in a natural state containing clover, grasses, weeds, trees etc), new farming country or those after a lay crop.

This level of silicon is at a level of 100 times higher than phosphorus. This high level of monosilicic acid will bind (react) with manganese, aluminium and iron in the soil to tie up these elements and allow phosphorus to remain therefore freely available in the soil.

Consequently this cycle of changing insoluble silicon to plant-available and soluble monosilicic acid in the case of grass paddocks, forests and home gardens is due to microbial action. Bacteria, fungi and lichen actually break down insoluble silicon - sand - to monosilicic acid.

Consequently in modern broadacre farming we have via monoculture where weeds are removed as part of fallow management, organic matter is reduced - and so are the soil microbes.

V.A.M or Long Fallow Disorder is a classic example of this problem and it has been well documented by the Department of Agriculture.

A cereal crop producing 2.5 tonnes per hectare will use and remove 245 g to 700 g of silica, with the higher level removed if some of the stubble is also removed.

meet plants' initial needs using Guano Gold fertiliser

2/ Educate clients in soil microbiology (which involved educating myself). An example of this would be to blend Guano Gold with other HiFert and or other credible products, or simply by using Guano Gold alone in the redder soil types (where iron, aluminium and pH are issues to consider) to provide silicon.

Secondly by using the biostimulant Agrispon to create the environment for fungi, bacteria and protozoa growth. Agrispon has been applied with pesticides such as Roundup, Stomp, trifluralin, MCPA, bromocide, delta methenol or Roger.

Education

As a 33 year old who finished Ag Science 12 years ago, it was hard to accept that I was doing some things wrong.

But the drive to be ethical to my clients by at least offering sustainable solutions to their problems, and trying to educate them to understand their own problems, drove me to think about what I saw happening in the paddocks and to challenge my own comfort zone.

Many of my clients would not turn up to education days, would not read mailouts, and would always focus on \$\$\$. But at least I have offered them the tools.

What should you do now?

If you are interested in Guano Gold or Agrispon then you should:-

- Read the data provided by John

Jashar of Guano Australia Pty Ltd.

b) Listen to the tape by Dr. Neil Kinsey.

c) Ask your agronomist about the function of VAM, silica and the function of microbiological life. Ask your agronomist about the soil tests they are using - are they adequate? Also ask your agronomist how do they try to educate their clients.

d) Attend a training day run by Guano Australia Pty Ltd.

e) Above all else listen and investigate this and at the end of the day you can say it's all shit or it isn't.

This summation is proudly provided by Mr Robert Drewitt, to Guano Australia Pty Ltd, in order to support agronomists, distributors and farmers appreciate the real understanding of above points.

For any further information and or assistance please contact:

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Guano Australia Pty Ltd
Tel: 03 5821 1100

Robert Drewitt
Rising Holme Rural Pty Ltd
Tel: 0427 241 201

Richard Jackson
R. Jackson & Assoc. Pty Ltd
Tel: 03 5662 2565

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Why the Silicon breakdown process stops working:
To become available to plants silicon

How did I use this data in my business?
1/ Provide a soluble form of silicon to

The role of silica to increase plant growth

There are 13 major and minor nutrients which are recognised as essential nutrients for the growth of crops. Science of Agriculture has not recognised 'silica' as an essential element. Recent research recognises the importance of silica in plant growth, disease resistance etc. The vital role of silica is described below:

Increase in the yield - There is an increase in leaf area as well as in the yield if silica is extracted in sufficient amounts in rice, sugarcane and wheat. These increases in the yield associated with the extraction of silica have been attributed to the increased number of millable stalks and increased plant size, plant height and stem diameter.

Induced resistance to stress - Under field conditions crop yields are adversely affected by biotic stresses such as soil water shortage, temperature variations, cold temperature, Fe, Al & Mn toxicities etc.

Appropriate silica management offers a solution to these problems.

Disease Control - It is noticed that leaf freckling symptoms, which cause inefficient photosynthesis leading to lower yield, were reduced following silica uptake.

Silica is known to be deposited at the external surface of cell walls of plants, thus forming a mechanical barrier of penetration of the pathogens.

The same mechanism is useful for protecting rice from rice blast, rice sheath and blight.

Pest Control - Presence of silica crystals in the epidermal tissue of the sheath, leaves and developing internodes, hinders the feeding of the insects damaging their mandibles.

Toxicity Alleviation - Main effect of silica on alleviating Mn toxicity was to distribute Mn more evenly through the leaves, thereby preventing it from collecting it into localized areas, which become necrotic.

Freezing Alleviation - It is observed that there is increased tolerance to freeze damage, when a proper

amount of silica is extracted.

Water Economy - Improved silica nutrition reduces excessive leaf transpiration. The rate of transpiration is presumably influenced by the amount of silica gel associated with the cellulose in the cell walls of epidermal cells. Hence a well-thickened layer of silica gel helps to retard water loss.

Reducing lodging as well as improving erectness - Under field conditions, particularly in dense stands of sugar cane, rice, wheat, etc, silica stimulates growth and yield by decreasing mutual shading by improving leaf erectness, which decreases susceptibility to lodging. Leaf erectness is an important factor affecting light interception in dense plant population and hence photosynthesis.

Our observation indicates that silica plays a very important role not only in rice, wheat and sugar cane which are silica loving crops but crops like vegetable crops, fruit crops and other field crops.



Sugar Cane Trial underway



Guano Gold Sugar Cane Trial, North Queensland

A replicated sugar cane trial comparing Guano Gold to Single Super is underway in Mackay North Queensland.

The trial was setup to determine if, in low C.E.C. acid soils, Guano Gold could outperform or match Single Super in sugar cane yield and sugar content.

Thus Guano Gold could become a sustainable and cost-effective replacement for Single Super as both a stand alone product or in blends.

Primac Elders (Agronomists Key Account Manager) Joe Bartolo selected the site and conducted pre-trial soil testing.

The paddock he selected was a first ratoon crop of Q190 variety cane 15 kms south of Mackay.

The field belonged to the Davies family, who operate a large scale sugar enterprise with farms at Mackay and the Burdekin.

Graham Davies has just retired as chairman of Mackay Sugar, his son Bruce, who is a qualified accountant, has reverently returned to the farm to oversee an expansion of the family's sugar production.

Bruce has expressed an interest in sustainable farming and the need to look beyond NPK as the keys to sugar cane production in his lighter acid soils.

The paddock selected was a grey sandy loam with a average ph of 5. The soil macro element readings were:

N	0.90	mg/kg
P	65.00	Colwell
P	85.00	(BSES)
K	0.34	(Nitric)
S	4.00	(MCP)
Ca	1.45	meq/100g
Mg	0.35	meq/100g
Si	8.00	(Calc2)
Si	60.00	BSES

Micro element readings were:

Zn	0.60
Bo	0.20
Mn	16.00
Fe	119.00

The C.E.C. 2.1 with a Ca Mg ratio of 4.1 C.E.C % were Ca 69%, Mg 10%, K 4%, Al 9%, No 1%

The trial site consists of five by 2ha blocks one standard and two Guano and TWO of Single Super.

The standard block was fertilised on November 5, 2002 with a blend of Nitraking and Single Super.

	Standard	Guano	Super
N	204	210	203
P	22	29	31
K	120	127	120
S	27	26	38
Ca	50	72	70
Si	0	25	0

The Guano blocks had Nitraking (s) and Guano and the Single Super blocks Nitraking and Single Super applied.

After ratooning a tissue test was taken in December and again in March.

Refer to table 4 (right).



Sugar cane grower Bruce Davies, left, with Joe Bartolo of Primac Elders, Agronomist Key Account Manager

* Brix readings taken every sixth row at 5th node with a refractometer.

**Taken every third row at 300 p.s.i. with a penetrometer.

A third tissue test is to be conducted in July, 2003, and then yield data and sugar content results will be recorded.

After harvest a final soil sample will be conducted. Information from this trial will be used to access:

- Silica uptake
- Water soluble P availability versus citric and non-citric P.
- Bo and Zn uptake.
- Soil Compaction levels and relation to microbiological life biomass.
- Economics of Guano expressed as \$/ha gross margin residual P levels in ratoon.

The results of this trial belong to Primac Elders. Specific questions on trial protocols, method of application and hard copies of soil and leaf tests remain the intellectual property of Primac Elders and Kismet International Pty Ltd/Guano Australia Pty Ltd.

Table 4

	Test ONE (Dec)		Test TWO (Mar)	
	Super	Guano	Super	Guano
Ca	0.300	0.310	0.310	0.290
Mg	0.200	0.180	0.150	0.140
N	2.000	1.900	1.140	1.300
P	0.310	0.310	0.300	0.280
K	1.700	1.500	1.360	1.440
S	0.170	0.170	0.170	0.160
Si	0.080	0.065	0.135	0.160
Bo	5.320	6.000	2.850	2.650
Zn	7.750	8.050	21.150	21.300
Brix*	n/a	n/a	12.500	12.600
Compaction**	n/a	n/a	475 mm	595 mm



Agrispon Trial

One litre/ha of Agrispon was applied in a tank mix with 1.5 ltrs/ha of Iorsban. The tank mix was sprayed directly over the cane set in a 20cm band. The field selected was undulating with a light sandy loam, the variety was Q170.

The field is situated 20kms south of Mackay, Queensland and is owned by Mr Ron Lowrey.

During the trial to date Mr Lowrey had observed "excellent root development in the Agrispon block, this was despite the block being higher up the ridge. We had expected to see the block suffer due to the very dry spring and summer".

In late March 03 Petrometer readings and brix readings were taken results being:

Brix	9 to 10	12 to 13
Compaction*	150 to 225mm	375 to 675mm+

* 10 samples taken at 300 psi

The results showed a remarkable difference in soil friability. The usual "plough pan" that exists at six to nine inches has been broken by the action of the roots stimulated by the microbiological life.

This has happen in what could only been described as a very dry season. The effect of the Agrispon is visible in both cane size and in sugar content.

The results at harvest will allow us to put a dollar return/ha on the use of Agrispon.

Considering the cost is approx \$30/ha and applied in conjunction with Iorsban (making for one pass), the result at this stage is looking favourable.



Joe Bartolo, Agronomist Key Account Manager of Primac Elders on left, with cane grower Ron Lowrey, Mackay, Queensland.

Primac *Elders*



Noel James, Senior Agronomist and Joe Bartolo, Agronomist / Key Accounts Manager, both with Primac Elders, Mackay, North Queensland

This is to certify that the

Kismet International Pty Ltd / Guano Australia Pty Ltd

product

"Guano Gold"

meets Go Mark Sustainable Agriculture's product certification criteria
and endorses its use as part of a sustainable soil development program
for a period of one year from the date below as specified in the agreement between
Kismet International Pty Ltd and Go Mark Sustainable Agriculture Pty Ltd.

Sonia Jeeves
Managing Director
Go Mark Sustainable Agriculture Pty Ltd



Dated: 1st day of May, 2003.

Valid until: 1 - 5 - 2004
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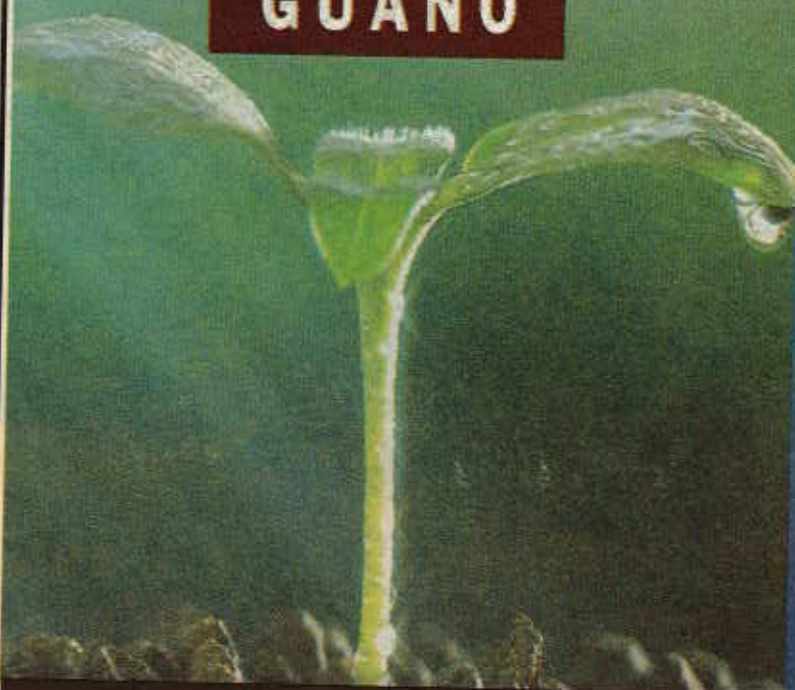


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Fax: (03) 5821 1977

Email: john@guano.com.au

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1. Available phosphorus - not locked up
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4. Active calcium availability
5. Directly and indirectly adds organic matter
6. Improves water and nutrient holding capacity
7. Active silicon availability
8. High cation exchange capacity
9. High organic carbon level
10. Acts as soil conditioner



Secondary factors that flow from the above

1. Better metabolism of nitrates in plants
2. More phosphorus over the growing period.
3. Stronger cell walls leading to:
 - a. Flavour enhancement
 - b. Resistance to mould and fungus attack
 - c. More upright stems and open leaves
 - d. Enhanced photosynthesis
4. More fertile and viable seed production
5. Increase in soil microfauna
6. Longer shelf life of produce
7. Food that is better to eat

Guano Gold Features & Benefits

- Natural Organic Product
- Fast & Slow Release of Phosphorus
- High in Cation Exchange Capacity (C.E.C.)
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- No Odour
- Allowed and Certified Input to Organic and Bio-Dynamic Growers under the National Standards, and for conventional growers as well
- Environmentally Friendly

Product Analysis

Phosphorus	11.6%
Calcium	29.0%
Silica	10.0%
Organic Carbon	8.6%
C.E.C.	129Me./100Grams

For comprehensive range of trace elements.
(Refer to extensive technical data reports from your nearest Guano Gold dealer.)

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Gladstone (07) 4972 3737

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Ingham Rural Farm Centre Pty Ltd
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K.B. Rural
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Maryborough (07) 4121 6634

Leung Distributors
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Organic Products Pty. Ltd.
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Pedigreed Seed Co.
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Plant Master
Paradise Point (07) 5501 5288

Queensland Cotton
Cecil Plains (07) 4668 0277

Rosalie Grains
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Rural Advantage Pty. Ltd. / HiFERT
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Sauers Produce & Garden Centre
Cooroy (07) 5442 5933

Texas Rural Traders Pty. Ltd.
Texas (07) 4652 1400

TGT Rural Pty. Ltd.
Mareeba (07) 4092 4933 or your nearest TGT branch.

Tom Grady Rural Merchandise
Gympie (07) 5482 8799

Wesfarmers Landmark
Contact Justin Kelly on (07) 4092 3711 in Mareeba or your nearest Wesfarmers Landmark branch in Queensland.

Yarwun-Tunginnie Fruit Growers Co-operative Association
Yarwun (07) 4973 6526

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Gold and Agrispon Distributors
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GO MARK CERTIFIED



Tested and proven world wide for more than a decade. Agrispon is a natural, easy-to-use and cost-efficient biostimulant that dramatically improves plant performance and/or yield. Derived from plant and mineral extracts, this liquid concentrate is effective in any climate suitable for plant growth. It performs especially well where there is stress due to soil or weather conditions.



AGRISPON

**WORKS IN THE SOIL
SO THAT SOIL WORKS**



AGRISPON®

**Available exclusively from
GUANO
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AGRISPON ENHANCES ROOT ZONE

ACTIVITY. Agrispon increases the population of beneficial microorganisms which can significantly improve the availability of soil



AGRISPON IMPROVES SOIL STRUCTURE.

Another benefit of increased microorganism activity is improved soil structure. This, in turn, improves aeration, as well as water infiltration and percolation. The resultant increase in water intake limits runoff and soil erosion so that more nutrients and moisture are

This is to certify that the

Kismet International Pty Ltd / Guano Australia Pty Ltd

product

"Agrispon"

meets Go Mark Sustainable Agriculture's product certification criteria
and endorses its use as part of a sustainable soil development program
for a period of one year from the date below as specified in the agreement between
Kismet International Pty Ltd and Go Mark Sustainable Agriculture Pty Ltd.

Sonia Jeeves
Managing Director
Go Mark Sustainable Agriculture Pty Ltd



CERTIFIED BY
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SUSTAINABLE
AGRICULTURE

*Looking after our land,
our food and our future.*

Valid to: 5 / 2004
Certification No: 0002-IV

gomark.com.au

Dated: 1st day of May, 2003.

Valid until: 1 - 5 - 2004
Certification No: 0002 - IV

Go Mark Sustainable Agriculture Pty Ltd
PO Box 350, Leongatha, VIC 3953.
ACN 077 341 336

This Certificate is personal and is not assignable.

Guano is now available Australia wide with proven results



Kununurra Watermelons ready for trucking to interstate markets.

Servicing customers across the length and breadth of Australia is no problem for Guano Australia, especially up in the Ord River, Kununurra region of Australia.

Two of the many successful growers in Kununurra are: Michael and Stephanie Eppler of Ceres Farms; and David Menzel of Barradale Farm.

Both are substantial growers. They grow a variety of sustainable crops which include pumpkins, watermelons, chickpeas and sorghum seed production.

For several years, both Michael and David have been enjoying excellent results by using Guano Gold - Kwik Start.

Guano Australia is proud to be associated with these important valued growers.



Butternut pumpkins being packed for interstate markets



We've been everywhere with "Guano Gold" giving Australia a "Kwik-Start"

Norco Rural Stores

Norco Co-operative Head Office, Lismore, NSW, has a proud history of servicing rural industries for over 100 years.

Through its Rural Store network covering South East Queensland, Northern New South Wales Tablelands and the North Coast of NSW, it is ideally situated to service farmers, hobby farms and urban dwellers.

Norco Rural Stores retail a range of agricultural supplies including seed, fertiliser, ag chemicals, fencing material and all types of animal feeds.

Following a couple of intensive training sessions organised by John Jashar, of Kismet International, on Guano and Agrispon, Norco Rural Stores began to introduce these products in February 2002.

In order for clients to gain confidence it was stressed how important it is for every farm and individual to hasten slowly by trialing the products, doing soil tests and considering the long-term results.

Over time, increased pasture and crop yields will be proof of results.

Some clients are very impressed with the information available and are encouraged to view this information for themselves.

Despite the drought a number of industries such as dairy, beef, macadamia, stonefruit, organic growers, potato, soy beans, and more have trialled Guano.

Norco Rural Stores have seen a shift away from other rock phosphates in favour of Guano Gold.

Clients are impressed by the balance of nutrients.

The interest in Agrispon will be better judged

in times of more reliable rainfall. Repeat purchases have begun and word of mouth will no doubt increase the number of clients who use these products.

Norco is pleased to be one of those chosen to distribute these products.



Norco Rural Stores representative, Col Barnes

National training continues for Guano and Agrispon

SUCCESSFUL training sessions have been completed throughout Australia for Guano Gold and Agrispon by John K Jashar and his American associates, Derek Little and Kevin Sinks, with ongoing support for resellers pledged by Guano.

"Australian growers are moving toward fully sustainable farming practices and are rejecting ag chemicals, providing customers in Australia, and indeed the world, with clean, healthy produce.

"I am very proud that my company is at the forefront and driving that change", said John Jashar, managing director of Guano Australia.

John Jashar's dynamic natural fertiliser company, Guano Australia Pty Ltd, has locked up the holy trinity of soil management - nutrients, soil structure and microbiology - in a new distribution deal.

The company, which has achieved phenomenal growth in the time of its existence, has secured the Australian distribution rights to the biostimulant Agrispon, manufactured by the Dallas, Texas, based company, Agri Sciences (AgSci).

Mr. Jashar broadened the appeal of his highly effective products to the rapid sustainable conventional farmers while retaining the high acceptance rate he has earned among organic and biodynamic producers.

"Agrispon has got a very big, strong fit into sustainable agriculture, not so much the organic side, but the true sustainable agriculture," said Mr Jashar.

"Agrispon is very much a product that will fit into all types of conventional methods for farmers going down the sustainability track, who want to fix up their soil.

"They (farmers) can get their soil conditioned so that whatever inputs they choose (not only Guano Gold) will open up and release, so that they can grow crops more productively and more sustainably.

"Agrispon is now available nationally across Australia in order to play its role in rebuilding Australian soils, backed up by a select network of specially trained agronomists and distributors.

"Our marketing manager Derek Little has spent the past 20 years going to trade shows throughout the United States and Central America, training people.

"Basically he is our educator."

Mr Little said: "A lot of people don't know what a biostimulant is, and too many people have been introduced to biostimulants with the wrong approach.

"To understand how our product works, you need to understand the only problem in agriculture, and that is the loss of biodiversity.

"If you walked out into a field and you saw that it had not been cultivated, you would see a lot of different plants.

"Each one of these plants produces photosynthetic material that is chemically different for each variety of plant.

"Some of that photosynthetic material goes through the roots and stimulates cell division in bacte-



Des May, leading Wesfarmers Landmark Agronomist, is pictured on right with John Kismet Jashar, of Guano Australia Pty Ltd, attending an agronomy training session in Western Australia,

ria, fungi, and algae around the root system.

"Those organisms start releasing enzymes, polysaccharides and siderophores.

"What happens is that through this community of action, the soil stays in balance biologically as well as chemically.

"Whenever we take away biodiversity and put in a monoculture, which is what we have to do to raise crops, from that point on nature is fighting you to get back to biodiversity.

"When I talk about soil fertility, I'm not talking about the nutrients in the soil, I'm talking about the soils ability to process nutrients.

"As we move away from biodi-

versity to monoculture, the soil fertility goes down because the different varieties of microorganisms reduce.

"That's the way nature gets rid of some plants - it reduces the fertility so other plants will have no room to grow.

"Everything else that happens after we put in a monoculture is merely a symptom of that monoculture.

"When insects take away some of the plants, biodiversity enters.

"Once you understand that monoculture is the problem, you've arrived at the conundrum - you've got to have the monoculture to raise the crops. So, treat the problem, not the symptom."



Nick Fazekas and Megan Dixon of Wesfarmers Landmark Viticulture Division join John Jashar at the Seventh Annual Vititec Expo.



NSW agronomist Robert Drewitt testing for soil compaction with a penetrometer

Industry leaders back Guano and Agrispon

Broadacre farming in the west



Broadacre farmer Chris Ridout, Boyup Brook, WA

"MY introduction to Guano Gold was from another farmer who used it growing oats. We spoke about its make-up of high phosphate and calcium and I thought I'd give it a try.

The first application was at 80 kg per hectare, half a tonne of lime, 45 kg of gypsum, 100 kg of mineral mix, with oat seeds at 75 kg per hectare. The paddock was ploughed and harrowed to incorporate the above fertilizer mix.

This was not my usual practice. I would normally use a knock down herbicide with applications of Super Potash or AGRAS no 2, with direct drill.

It was a reasonable season with a little water-logging mid-winter for two weeks. The crop performed quite well. The crop performed quite well, showing no sign of needing nitrogen. The harvest was fairly average, due to a late attack of army worm.

The second year, we planted oats again, using knock down herbicide with the same application of fertilizer, with Guano at a less rate of 48 kg per hectare. It was planted late because of the poor break to the season and just after planting the crop, it suffered 200 mm of rain in seven days.

Once again the crop seemed to show no sign of needing nitrogen application. As the season went on, I was tempted to spray for rye-grass, as it seemed there would be quite some competition with the oats. As it happened, it remained too wet to spray and was left to a later date.

The oats seemed to cope with the competition outgrowing the rye and still

not showing any signs of needing nitrogen. It was evident that the oat plant had developed a very vigorous root structure to seek moisture and nutrients to compete against the weeds.

At harvest I was surprised at the quite reasonable yields of all paddocks sown. The best paddock performing at an average of 4.5 tonnes per hectare, even though there was quite a lot of competition with rye-grass and still no application of nitrogen for a second year.

I would suggest to anyone wanting to try this new product that it has shown to work quite satisfactorily for me and has proven itself to be a top quality fertilizer which I believe will be used for many farming practices.

- Chris Ridout,
Boyup Brook, W.A.

Mangoes in the north

KATHERINE mango grower Ian Golding (pictured right) needed help with a particular growing problem so he turned to Agrispon.

"We are one of the few areas with highly alkaline soils, which means more tie-up of micro-nutrients and a poor uptake of phosphorus", he said.

"I was using soft rock phosphate but was seeing no real improvement in the phosphorus levels in the soil".

"John Jashar said there had been a good response in other regions so I decided to give it a go".

"Our soil is well balanced but very low

in organic matter - there is only about .6 percent. This means that the nutrient holding capacity of this light, sandy soil is extremely low".

"What I wanted was to balance the soil and increase the nutrient level. But, despite mulching, the lack of organic matter made it much harder and slower to kick-start the microbes".

"Agrispon is definitely a catalyst for microbial activity. I had some six year old trees which were very heavy with fruit and I applied Agrispon to these. The results were very fast. The trees picked up in appearance and the product had clearly converted a lot of nitrogen and other nutrients".

"In retrospect, I should have applied the Agrispon at the growing, not the fruiting stage. But despite the surge, it didn't overdose the trees - I still got good quality fruit at the right time".

Ian will be monitoring his trees carefully over the next twelve months to see how they sustain the response (As of October 2001).

He believes Agrispon is a good tool for people who want to revitalise the microbial activity in their soil.

"But the timing of the application is important and you need to know what you are trying to achieve with the programme".

Ian believes Agrispon would work well with Guano Gold, a product he started using about two years ago.

"I applied Guano with other microbes and in 18 months it took the amount of available phosphorus from 25 ppm to 65 ppm. I was pretty happy with that".

- Ian Golding, Katherine,
Northern Territory



Mango grower,
Ian Golding



TESTIMONIALS for Guano and Agrispon



Using it as a blend

"WE only started stocking Guano Gold about three or four months ago, but it is already selling well.

"Our customers were trying it in small amounts but they are definitely coming back for more.

"In fact, we are getting a very large order together right now and the customer plans to use it for cropping.

"We are selling it for a variety of uses, including lucerne.

"Most of our customers are using it as a blend and they like it because of its phosphorous content.

"We are really starting to move this product now and we will know more result-wise around Christmas."

**John Latham, Wesfarmers
Landmark, Bathurst,
New South Wales
September 2001**

Expecting good results

"WE only started selling Guano Gold last year. We sell a lot to the vineyards. As the vines have been dominant since, we are waiting to see the results this season, but I expect them to be good.

Guano Gold mixes really well with other organic products and is an excellent source of phosphorus.

"We will be introducing Agrispon this year and I expect that to be pretty good too."

**Greg Schubert, Farmer Johns,
Barossa Valley, South Australia**

Good results

"WE trial all our products on our own farm before selling to the customer.

"We tried Guano Gold on our potato crop and it did very well, so we will also be trialling Agrispon this season.

"Our customers like Guano Gold and tend to use it on pasture mostly.

"It's not cheap, so that's not why they buy it.

"It's because they like the results and we are getting an increasing number of enquiries.

"Our customers like it because it is a good source of nutrient when used



*Peter Abel using a
penetrometer*

on a totally organic basis, but it also blends well with other products if customers want to use chemicals too.

"My husband and I would use it again on our farm if we were doing something organic."

**Peter and Yvonne Abel, EPC,
Warragul, Victoria**

Silica and phosphorus

"WE have been stocking Guano Gold for about six months. We have not done any work with Agrispon as yet, but we do use biostimulants and we will be having a close look at it this season, to assess its usefulness.

"A variety of things attract us about Guano Gold.

"It is an excellent organic source for phosphorus, which is not found in most animal manures currently available; it is a good source of carbon for biological organisms in the soil like bacteria and fungi and it shows a reasonable amount of calcium.

"It also contains silica. We are not absolutely sure yet but research is increasingly indicating that silica plays a role in plant nutrition. Another thing that attracts us to Guano Gold is that it is a good product to work with. It is uniform in size and not overly dusty.

"Guano Gold can be blended to provide a fairly solid NPK and magnesium combination, which is attractive to us.

"It is being used by those who traditionally use chemical fertilizer because of its phosphorus content.

"It is easy to find nitrogen in organic

fertiliser but, as I said earlier, phosphorus levels are not high in animal manures which gives Guano the advantage.

"Guano Gold has a very low salt index so it does not kill off the beneficial bugs with its saltiness. This is a problem with chlorine-based chemical fertilisers

"Our clients are using Guano on a wide range of crops from grapes to strawberries.

"It is also selling well for use on turf at racecourses and golf clubs.

"Being an agronomist, I am looking at the much wider picture - not just at selling products.

"I am helping farmers develop whole farming systems.

"Guano is an important part of that system. It is one of a number of components used in various farming systems.

"There are farmers who use this product to minimise their chemical input, and there are those who are interested in the products ability to improve the soil long-term. It is a very flexible product.

"As agronomists we are more likely to have trialled a product ourselves and can then give sound advice.

"Farmers are more likely to listen to us and try it for themselves than buying from a brochure.

"Word of mouth is also a good selling point with Guano Gold.

**John Frisina,
Wesfarmers Landmark,
Wandin, Victoria**

Window of opportunity, 'captured' between two great Australian companies - Elders and Guano

“ John, I am very happy to relate how things are going between your company and Elders at Mackay.

The beauty of the Guano Gold product as far as we are concerned is the ability of the product to be available to the plant at the early stages of growth.

This, combined with the compatibility with “granam” and sulfate of potash, make it an excellent blend for starter situations.

It appears to blend well, and the ease of application is okay, depending of course on the recalibration of spreading equipment.

The trials put down in sugar to date, some

of which are in tandem with Agrispon applications, suggest early root development is superior to some of the standard applications of conventional planting blends. Final figures are not to hand as to plant nutrient uptake, but early figures taken across a replicated site suggest that Guano Gold and Guano Gold blends may be of benefit to our sugar industry.

Also, the FACT that Guano Gold can be incorporated in organic farming situations makes it attractive in that scenario.

John Jashar and his agronomist, Rob Drewitt, have provided excellent backup to

our team at Mackay since our relationship began, and I can only recommend this company's willingness to be open, frank, and very punctual about any dealings they have had with us.

Their Q.A. (quality assurance) is adequate and meets requirements across a wide range of testing scenarios, particularly when you consider you are dealing with a homogenous, naturally-mined product.”

**Best Regards,
Noel James ,
Agronomist,**



Derek Little, Agrispon USA, and Geoff Wallis, Primac Elders Murgon, inspect a soybean crop on Yesburgs' farm at Murgon, Queensland. Guano Gold was mixed into the compost spread at preplant, and was also used down the tube at planting. The crop is well established and leaf colour indicates a very healthy crop. Yesburgs also use Guano Gold on their lucerne, corn and peanuts.



Above: Mr Noel James, senior agronomist, with Joe Bartolo Agronomist / Key Accounts Manager, both with Primac Elders

Country Heritage Stock Feeds



Country Heritage Stock Feeds is one of Australia's most credible stock feed manufacturers, based in Toowoomba, Queensland. The company incorporate Guano Gold - Kwik Start in a range of their stock feed blends.

Left: Katrina Hobbs and Andrew Youngerberry



Above: Checking the soybean modules in Illinois, USA. This crop was grown with 1L/Ha of Agrispon applied preplant. The University of Illinois Campus at Dekalb has been trialling Agrispon as a way of reducing total nitrogen input. Trials comparing 1L of Agrispon and 120kg/Ha of nitrogen yielded similar to corn grown with 240kg of Nitrogen. This work reflected similar studies carried out by the Department of Agriculture in Egypt.

Sustainable farming - mainstream reality

Sustainable farming is no longer a backyard dream: it is a mainstream reality. Environmental concerns and legislative changes are increasingly pushing landholders towards sustainable farming systems, and one Australian company is determined to be part of it

"We are available to provide on-farm services to look at implementing systems that help growers address important industry issues," says Paul Baguley, of PB Ag Consulting.

"Some of these issues simply make good economic sense - others are compulsory due to the legislative changes.

"We put together implementation systems which will allow growers to achieve the targets being set by changing environmental laws.

"These cover things like water issues, residue issues, resistance management, farm storage, even record keeping.

"The challenge we now face is to maintain our current high production levels, while at the same time reverse the decline in soil structure and fertility, and improve crop quality and resistance to

attack by insect and disease", said Paul.

"The key benefits of organic-based fertilisers are that they contain a readily available nutrient supply; they result in better nutrient utilisation; they stimulate soil micro-organisms; they reduce nutrient losses into the environment; they buffer the acidifying effect due to compost; they increase Cation Exchange Capacity (CEC) of soils, and they contain naturally chelated trace elements within humus."

Paul believes that to grow sufficient crops to feed an increasing world population there will always be chemical usage. But he also believes that total chemical usage could be reduced by following sustainable farming systems and this is why products such as Guano Gold are proving so popular with Australian Farmers. "We are

aware that there is a great need for change in our farming systems and that we need to be part of that change," he said.

Paul believes that growers need help to meet their ever changing obligations but are sometimes reluctant to spend money on consultative services.

"This isn't going to happen overnight," he said. "It is a slow process but it will happen. And in the long term, it will save the grower money. It is not always easy for conventional farmers to switch to sustainable farming systems. There is legal and moral pressure for them to do so, but nobody was offering them any help."

Guano Australia and GoMark now believe that they have the solution to offer that help, and carry it through . . .

Long term sustainability with Guano Gold

Guano Gold 100% Phosphorous fertiliser has been trialled, tested and recommended by PB Ag Consulting Pty Ltd in both the viticulture and pasture industries. Focusing predominately on the above mentioned industries and on NSW, Guano Gold has proved itself in many varied situations.

"I like the flexibility the product offers in providing immediate phosphorous to get the pasture and vines off to a good start," said Paul, "followed by the additional benefit of a slow release function which makes the remaining phosphorus available to plants when required.

"An added benefit is the make-up of the product which adds organic matter to the soil when applied, which is required to improve the overall CEC level of the soil.

"As a secondary benefit Guano Gold provided a high percentage of calcium and a nutrient that is becoming more and more important in horticulture industries known as silica.

"Calcium is crucial for cell structure, skin thickness and improves the overall strength of the cell wall while silica also has a direct relationship with cell structure and strength.

"My observations, where Guano Gold has been used in viticulture, showed that the berry skins were thicker and

stronger and less prone to splitting in wet weather, which has a direct affect on the amount of moulds and rots which develop.

Guano Gold suits all soil types and works well in heavy clay structures to light sand structures, it suits alkaline and acid soils and I have found no problems with the phosphorous component of Guano Gold being tied up and unavailable to the plant in any soil type. "Guano gold is 100 per cent organic and has a national registration with BFA and now with GO Mark.

"In saying this, PB Ag Consulting recommends Guano Gold in both organic and conventional farming programs and the results have always been improved productivity. "Guano Gold is an affordable phosphorous option when compared to traditional main stream products and the advantages outweigh the marginal cost difference."

Director of PB Ag Consulting Pty Ltd, Mr Paul Baguley supports and recommends Guano Gold to many agricultural enterprises' and is impressed with the performance of the product in all circumstances.

Mr. Baguley sees the need for such a product and will continue to recommend the product as it clearly has a fit in mainstream agriculture and the long term sustainability and profitability of Australian agribusiness.



Paul Baguley

PB Ag Consulting

Paul Baguley brings to you 14 years experience in the rural industry covering a broad range of enterprises (Livestock, grain trading, broadacre agronomy, pasture agronomy, viticulture and much more.

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Services offered:

- Soil and Plant analytical service complete with interpretation
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- Pasture agronomy
- Web site information service
- Extensive end of season reports

Call Paul today for further information

Product supply and efficient delivery



Aerial spreading at its best. Guano Gold - Kwik Start

Congratulations to Guano Australia and Go Mark Sustainable Agriculture

"I congratulate the initiative of Guano Australia to seek and obtain accreditation through Go Mark Sustainable Agriculture Certifying Body.

In recent years there has been a swing by some primary producers to become organic producers, and in some cases to seek certification.

However the mainstream of Australian producers appear to be moving in large numbers into Sustainable Agriculture production to ensure the financial and environmental prosperity of their rural businesses.

Go Mark formally recognises and continually monitors the entry of farmers into sustainable agriculture using a careful selection of certification criteria.

The influence and industry respect of Go Mark has widened as it seeks to conduct its certification and educational processes, having previously predicted this swing to sustainable production. Guano Australia supply quality sustainable products which have been Go Mark certified.

Firstly, Guano Gold - Kwik Start fertiliser can be applied in a variety of situations to supply phosphorus, calcium and plant available silica.

This product has been widely used in Australian agriculture, horticulture and viticulture either alone or in blends of complimentary nutrients.

Field results have been outstanding and satisfied users of Guano Gold - Kwik Start have returned to use the product consistently.

Widespread use of soil and leaf testing has been undertaken and encouraged by Guano Australia in order to maximise the agronomic benefits on behalf of their clients.

Guano Australia also market the exciting biostimulant product "Agrispon" which is capable of boosting the crops or pasture productivity.

While local trials saw potato yield enhanced substantially, Agrispon has been used successfully on many crops and pastures throughout the world.

Agrispon also improves soil structure and boosts the effectiveness of applied nutrients.

During 2001, I visited the USA on an agricultural study tour and I was very impressed with the field and university trials where Agrispon has boosted crop and pasture production.

While the biostimulant market in Australia is relatively small and young at this stage, Agrispon is a product destined to grow the market and to impress farmers.

"

- Richard B. Jackson
Senior Consultant
Agronomist
to Guano Australia Pty Ltd



Robert Drewitt confirms that Guano Gold - Kwik Start was successfully applied by aerial spreading.



Bulk Guano Gold - Kwik Start being unloaded from bulk containers



1MT Bulka Bags being transported to Brisbane railhead for Far North Queensland. The product is for application on bananas and sugar cane.



Blending Facilities at Ordco Agriculture Kununurra, WA

Agronomy, Soil Balance, and Technical Support

As part of our service to Australian Agriculture, Australian farmers can be assured of a complete package to service their technical and input supply needs, and via our national distributors and agronomy teams.

Service from Guano Australia is second to none, no matter who or where you are:-

For further information re any of our technical services and/or product supply details call
Guano Australia Pty Ltd - TEL: (03) 5821 1100 or any one of our distributors listed on pages 14 & 15.

- John Kismet Jashar, Guano Australia Pty Ltd

DR. WILLIAM ALBRECHT - TED MIKHAIL SOIL BALANCE SYSTEM

Rebuilding the quality of our exhausted soils - will stop the quality of our plants going down!

Under "The Albrecht and Mikhail System", linked to the Independent SWEP Soil Tests, and backed up by Guano Gold Custom blends, these situations are now being addressed and rectified.

Dr William Albrecht and Mr Ted Mikhail wrote many quotable quotes, but to us the one set out here signifies the whole basis of the years of research and teaching by both men.

For 50 years, Dr Albrecht examined the balance of soil from every possible angle. Ted Mikhail has himself had 40 years of experience in soil science.

Both Albrecht and Mikhail believed, and proved over the years, that a certain balance was required in the soil to promote and maintain optimum soil health and production.

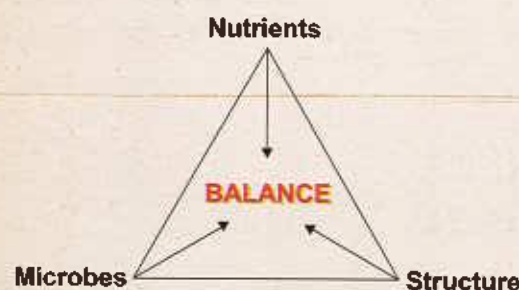
Importantly, the necessity for soil balance applies to all forms of agriculture, whether it is cropping, viticulture, horticulture, citrus, tropical fruit, dairying, meat and wool production, etc.

Therefore, we have to look at the soil as a living system - and healthy soil is alive through the presence of microbiological life, being well-structured and balanced in nutrients.

Soil should be looked at as:- "three in one":

Soil Nutrients, Soil Structure, and Soil Microbiology.

Each of these components should be in balance and the three components should be in balance with each other as shown in the following:



The modern approach of the Albrecht-Mikhail system balances more than just nutrients, but also considers soil biology and structure.

WHAT IS BALANCE?

To achieve soil structure balance and the framework for soil nutrition, five cations, namely Calcium, Magnesium, Sodium, Potassium and Hydrogen, measured by soil analysis, should be in the following percentages of the cation exchange capacity:

Exchangeable Calcium	(Ca++)	65-70%
Exchangeable Magnesium	(Mg++)	12-15%
Exchangeable Sodium	(Na+)	less than 5%
Exchangeable Potassium	(K+)	5% *

*Only for soil requirement. For plant requirements, and leaching, will be calculated for plant uptake and soil hydraulic conductivity.

Exchangeable Hydrogen has been ignored in Australia and has been replaced by aluminium. By analysing thousands of Australian soil samples from every state, aluminium was between high and very high in the soil samples with a pH of less than 4.5

(1:5 water). Samples with pH 4.5 - 5.5 have between 'low to high' aluminium, while their level of hydrogen is between 'high to very high', especially in soils with a high organic matter.

Therefore, exchangeable hydrogen is one of the major elements to calculate cation exchange capacity (CEC), and without exchangeable hydrogen, soil CEC is a misleading figure.

And so, the percentage of exchangeable calcium, magnesium, sodium and potassium will be higher than what it should be, therefore incorrect recommendations for dolomite, lime and gypsum could be made due to the misleading results.

Furthermore, Mr Mikhail discovered that the more organic matter the soil contains, the higher exchangeable hydrogen results will be.

Research conducted by Mr Mikhail over the last 11 years in regards to Total Organic Matter and exchangeable Hydrogen have confirmed the above.

The conclusion a 0.5 me of hydrogen will be allowed to remain in the soil for every 1 per cent of organic matter.

That will lead to adjusted hydrogen which is exchangeable hydrogen minus (total organic matter x 0.5).

Accordingly, CEC will be Adjusted CEC which is the sum of exchangeable Calcium + Magnesium + Sodium + Potassium + Adjusted Hydrogen.

The above percentage of exchangeable Calcium, Magnesium, Sodium, and Potassium will be calculated from Adjusted CEC.

It must be understood that there is a limited factor to almost everything concerning agriculture and farming - that limiting factor has absolute power!

Climatic conditions, water and earth all provide limitations. We have no control over climatic conditions, water is becoming more scarce and valuable all the time and thus we are left with the aura of control over the mineral content of our soil.

Conventional and biological farmers are embracing change in order to work towards sustainable, productive, farming systems, leading to higher profitability, whilst maintaining soil quality.

The system always came back to a central point - that of building all minerals - be they micro or macro nutrients, to certain levels to provide and maintain nutrition to the chosen crop or product, and soil CEC.

When these percentages have been realised, it is then time to begin looking at, and applying the necessary macro and micro nutrients required, to build the soil to a fully fertile medium. This will then support and grow a crop or pasture that is able to return a premium to the farmer/grower.

Another factor that is important with this form of analysis is, that by following these steps of cation manipulation, the soil will be left in a fertile state ready for future cropping and cultivation, leaving soil in an improved condition.

The SWEP analysis, which is based on Dr Albrecht and Mr Mikhail's principles, provides a read-out and figures of required minerals and trace elements, which, under our custom-blending approach rebuilds the fertility of that soil.

Those readings also include the items such as total phosphorus, silica, organic matter, CEC, etc. in other words - a total package, Soil analysis and balance, is one of the most important tools in modern agriculture for the 21st century and beyond.

"Do You Have Your Soils Working For You? OR, ARE YOU STILL WORKING FOR YOUR SOILS?"

MATTA NETA

Matta Neta Pty Ltd is a consulting and external service provider in the horticultural and agricultural industry. The base of operations is on Kangaroo Island off SA, but activities extend to most mainland states.

Particular emphasis is placed on organic and sustainable environmental practices in advisory work, and orchard establishments by Matta Neta will encompass such principles as contour-planting, gravity-fed irrigation systems where possible, and multiple purpose windbreaks to alleviate monocultural blocks. The name 'Matta Neta' is transliterated from two Hebrew words meaning 'planted garden'. The home property is planted to olives and almonds predominantly, with a mix of natives and fruit trees. The property is certified Organic with NASAA.

Experimentation with dry land horticultural techniques and working through the problems has given Matta Neta Pty Ltd an excellent grounding in the field of orchard establishment and maintenance. It is this experience that has enabled the company to establish groves for other investors in the olive industry, as well as provide advice to organic growers around Australia. Directors of Matta Neta Pty Ltd are Tony and Sharron Walker.

Most field work is carried out by Tony, who is also periodically contracted by NASAA as a senior organic auditor. In addition he is engaged as Technical and Training Officer and Internal Auditor. A background in agricultural and horticultural work over 25 years has been supplemented by studies in viticulture, horticulture, business management and quality management. With a similar background, Sharron assists in research and material sources.

The focus of the company is to provide practical but innovative responses to the needs of the client. A firm belief in the need for projects to be environmentally as well as economically sustainable is also part of the ethos of Matta Neta.

The company prefers to operate in a hands-on role rather than as a remote consulting body, particularly during the planning and development phase, although this is not always possible.

"We do not espouse the view that high fees always equate with high value of service, and operate on the basis that if knowledge and experience have some economic worth, it is better for the client to be able to afford more of it." For the past few years Tony has provided independent technical advice to Guano Australia Pty Ltd

Australia has a diverse range of soil types and climatic conditions, and each productive farming unit must operate from a position of understanding the foundation on which it is built.

"For this reason, Matta Neta will always require a comprehensive soil analysis based on Albrecht principles before offering any substantial advice," said Tony. "Addressing the foundation fundamentals of agriculture solves many problems. Ignoring those fundamentals is a bit like living on a diet of coke and cream cakes, and wondering why the doctor can't stop us getting sick. The commitment of Matta Neta to organic production means that advice will be provided that will be acceptable under Organic Standards. Assistance to qualify for organic certification is available. Chemical applications will not usually be recommended. For instance, phosphatic fertilizers have widespread currency in Australia, being almost mandatory recommendations for any crop being considered.

"A little research reveals that not all phosphate sources provide equivalent returns for dollars invested. A product such as Guano Gold - Kwik Start® may actually provide a more economic source of available Phosphorus than cheaper-per-tonne acidulated fertilizers such as super phosphate.

"There are many products available today that can provide organically acceptable alternatives to conventional chemicals. Working with rather than against the environment makes sound ecological and economic sense. Increasingly, major markets are seeking products that have been grown without negative impacts on the environment.

"Matta Neta is committed to encouraging that approach."

This boomerang always comes back to Guano Gold



Bruce Cairns,
Managing Director
Paton Fertilizers
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“Guano Gold - Kwik Start Organic fertilizer is the best quality organic fertilizer available. Patons have been marketing Guano Gold in association with Guano Australia for eight years. It is the preferred organic fertilizer for a number of our fruit and vegetable growers and turf managers.

The benefits are as follows:

- A high proportion of the phosphorus is available to plants immediately. The remainder is slowly available. This contrasts

with many other organic phosphorus fertilizers and rock phosphate fertilizers where the phosphorus has to be converted from unavailable to available forms. Plants respond to Guano Gold.

- The levels of calcium and silica in the product are significant and extremely useful for the plant and the soil.
- Guano Gold blends well with many other organic and inorganic fertilizers. The granule size and hardness is excellent for blending

In summary using Guano Gold either as a stand-alone product or in fertilizer blends is an excellent choice. Our experience with Guano Gold and the results achieved have been positive.

**Bruce Cairns, Managing Director,
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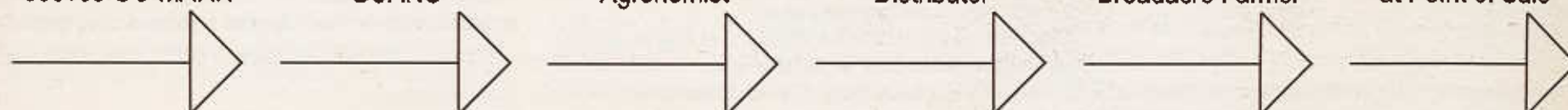
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In 5 years it will not be survival of the **fittest** any more ...

It will be survival of the *sustained*.

A blast from the past!

New soil tester promises soil analysis revolution

Agronomist Robert Drewitt has achieved outstanding results in a stressed double-cropped field of wheat at a property near Inverell, NSW. Using the biostimulant Agrispon, he has taken crop yield from four to five bags an acre on the control strips to eight or nine bags an acre. He is pictured in a field of wheat untreated by Agrispon, and is holding a head of wheat from the treated field. See Story page 25.



A U S T R A L I A

The national newspaper of sustainable agriculture

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A SOIL-testing tool commonly used in Europe and America is set to revolutionise Australia's farming industry.

John Jashar, who heads up the dynamic natural fertiliser company, Guano Australia Pty Ltd, first saw the penetrometer in action during a recent visit to the USA as part of a combined training package for Agrispon and the penetrometer. He went on the fact-finding mission with independent agronomists Richard Jackson and Robert Drewitt, who act as technical advisors. The trio was so impressed with the penetrometer that they travelled across Texas and Illinois to see the machine in action.

He told *Acre Australia*: "We pride ourselves on being an agricultural industry leader in Australia and, as such, it was important for us to learn how to integrate this machine into Australian farming."

Richard and Robert received training in the use of the penetrometer whilst in

Excerpt from *Acre Australia*, the national newspaper of sustainable agriculture, Nov-Dec 2001 issue

the USA and John brought some back to Australia.

But he has now been able to source the tool from Toowoomba-based company, D and E von Pein, having seen an advertisement in *Acre Australia*.

John said: "I have been selecting agronomists via our distribution network across Australia to provide them with both the kit and full training so that they can go out into the field and show farmers what it is all about."

Rob Drewitt said: "It has become a part of my work in every way. It's always in the cabin of my ute, and I expect that in the years to come, every agronomist will have one as a matter of course."

The simplicity of the tool is deceiving. Its name is derived from its use as it is designed to measure the pounds/square inch (psi) pressure required to penetrate the soil to a pre-determined depth.

This measurement then gives a quantitative

figure to the grower on the friability and soil structure of his paddock, instead of the only other measurement previously available - a verbal "it's a bit hard there".

The bonus is increased credibility for agronomists and a sure decision-making process for the grower, Mr Drewitt said.

"If a farmer can make this sort of reading, he can then extrapolate the information to help him decide on such things as which crop to plant or which machine to use to prepare the paddock."

"If the penetrometer makes a reading up to 300psi, it is fairly easy for a plant to establish its roots and reach available nutrients. This reading would suggest an ideal soil structure. Readings of 300-600psi would indicate some root restriction, and those over 600psi indicate a soil extremely difficult for a plant to establish itself."

"The tool itself measures about one metre in length and is lightweight. It is pierced into the ground to a set depth to attain a

reading. The first of its great advantages will be in helping the grower make management decisions on the type of implement needed to prepare a paddock."

"If a 'plough pan' is evident, there could be the need for a grower to get the paddock deep ripped regularly."

"The penetrometer is also useful in identifying the best crop type to plant."

"A paddock with a high soil compaction would be better suited to a crop with a tap root growth, than a crop with a fibrous root growth. The tap root has a greater ability to apply psi pressure as it grows, and would be more efficient."

Mr Drewitt has a Bachelor of Applied Science in Agriculture and works out of the Bingara Farm Centre, near Inverell, NSW. He has been demonstrating the penetrometer to farmer groups at field days in his area.

"I believe it will become a common tool in agriculture. . ." See story page 25

Agrispon launch

The successful launch of Agrispon across Australia was attributable to the extensive research and training undertaken by Guano Australia executives, especially in the USA.

Pictured left are: Derek Little of Agrispon, Dallas, Texas, and John Kismet Jashar and Robert Drewitt of Guano Australia, at an Agricultural Expo held in Dallas, Texas.



A G R I S P O N





"It has become a part of my work in every way. It's always in the cabin of my ute, and I expect that in the years to come, every agronomist will have one as a matter of course" ~Robert Drewitt, Senior Technical Advisor, Guano Australia

"... sustainable management within [agricultural] industries is not an optional extra, but an immediate imperative that will allow some advantage to be gained before it becomes an essential ticket to market access."

~Dr. John Williams, Deputy Chief, Land and Water Section, Commonwealth Scientific & Industrial Research Organisation (CSIRO)

"John Jashar and his agronomist Rob Drewitt have provided excellent backup to our team at Mackay since our relationship began, and I can only recommend this company's willingness to be open, frank, and very punctual about any dealings they have had with us."

~ Noel James, Agronomist, Elders - Mackay - Qld.

"Go Mark is absolutely the way to go."

~ Peter Barber - State Director (VIC), Royal Society for the Protection of Animals

"During 2001, I visited the USA on an agricultural study tour, and I was very impressed with the field and university trials where Agrispon has boosted crop and pasture production..."

"...Agrispon is a product destined to grow the market and to impress farmers." ~Richard Jackson, Senior Agronomy Consultant, Guano Australia

"The Bock Family who have been prime movers of sustainable farming via their ACRES AUSTRALIA newspaper deserve a mention and special thanks, their support to the industry is immeasurable, together with their support to me in bringing to fruition our GUANO NEWS." ~ John K Jashar, Guano Australia



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"I think this newspaper recognises that every farmer and producer in Australia, whether conventional or organic, is positioned somewhere along the spectrum of sustainable farming, mostly heading in the same direction. In Acres we can read how different kinds of producers tackle the common aim of farming with less chemicals, towards greater sustainability in our agriculture, at the same time improving profitability and viability of the farm. Acres is also the newspaper of conversion to more sustainable systems. As someone who has been a conventional farmer, I understand the value of any help you can get in making changes towards sustainable farming and organic farming. From Acres I get farm information, marketing news and advice, and good yarns about all aspects of the industry. Especially, I can read about what other farmers are innovating, because it's a newspaper that's interested in the future. I like the fact that it's National. It helps me keep in touch."

~Graham McNally, a director of Kiallia Pure Foods Pty Ltd.



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