



DYNAMIC NEW FERTILIZER LAUNCHED



Guano Australia Launches KMS Fertilizer onto the Australian Fertilizer Market

After many years of research and trialling similar like products which are 'Langbeneite' based, National Speciality Product Company Guano Australia Pty Ltd, a subsidiary company of Kismet International Pty. Ltd., is pleased to announce the release of its newest, exclusively imported and marketed speciality product KMS Fertilizer.

Recognised as a highly reputable Organic Fertilizer company within the Agricultural and Horticultural industries Guano Australia was approached late 2005 to import into Australia and market KMS Fertilizer. "KMS Fertilizer stacks up head and shoulders above anything currently available on the Australian fertilizer market due to its nutrient composition" reports John Jashar, CEO of Guano Australia Pty. Ltd. John went on to say that "three of the main reasons why Guano Australia chose KMS Fertilizer above all others are because:

- 1) the lower Magnesium level (7%) makes KMS more suitable to a greater range of soil types across Australia which in turn will appeal to a broader market application;
- 2) as no chemicals are added during the process, the KMS product is a natural fertilizer with BFA certification (BFA-309AI), making it suitable for organic crop/pasture application with sound agronomic integrity, and
- 3) KMS will be shipped directly to each capital city port of Australia (a claim that not many if any other fertilizer company can make). Most other similar type products are shipped to 1 or 2 major capital city ports in Australia in single large bulk ships where product often sits in warehouses for very long periods of time where quality and integrity of the product breaks down and deteriorates.

Quality and consistency is the name of the game and



KMS - Schoenite being mined ready for Australia

here at Kismet International Pty. Ltd. we are renowned for excellence second to none.

It is also important to note that in keeping with company policy Kismet International Pty Ltd only ever takes on international products on an exclusive basis. It is the only way to justify the huge investment required for such an exercise; it is the only way to guarantee integrity of product supply, product quality, technical and marketing services, and effective farmer services.

There are a great many other reasons and advantages noted in the KMS product which influenced our choice." KMS is a natural, unique fertilizer product which contains three essential plant nutrients: All three nutrients are present in a highly available water soluble form. The continuous release rate (dissolved slowly) of Potassium, Magnesium and Sulphur reduces and resists leaching loss making KMS a highly effective, nutrient efficient fertilizer with good environmental benefits.

"Unlike fertilizer products mined from the mineral known as 'Langbeinite' we believe KMS Fertilizer has a better balanced level of nutrient content which makes it more suitable to a broader market application" says John. As a stand-alone product KMS is suitable for Pastures especially Dairy (where soil tests indicate deficiencies), Sugarcane, Cotton, Potatoes, Tomatoes, Grapes, Broadacre and so many other crop types.

Custom blend KMS with Guano Gold-Kwik Start, AmSul, DAP, MAP, MOP, SOP or other related products, the result is a premium fertilizer combination for use on many and/or all Potassium dependent crops; giving Australian agriculture and horticulture a 'Kwik Start'. KMS Fertilizer is a highly available water soluble and bioavailable form of Potassium, balanced with Magnesium to aid in chlorophyll production with Sulphur to assist in enzyme activation. As a result KMS is being recognised for a multitude of other advantages which flow on from this naturally unique product:

1. The unique 3 in 1 combination of these nutrients helps maintain nutrient balance particularly where high analysis fertilizers don't replace Magnesium and Sulphur lost from the soil each year.
2. Long term reserves.
3. KMS is particularly suited for horticultural and dairy pastures via direct application or in a blend to maximise the effectiveness of the other fertilizers and animal nutrition in the case of dairy pastures.
4. KMS can readily replace traditional potassium based fertilizers such as MOP with the advantage of reduced chloride levels (50% vs 1.5%).
5. KMS in Organic farming allows for higher inclusion rates for K as opposed to SOP.
6. Preferred nutrient ratios.

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www.kmsfertilizer.com.au

Foreword

The release of this much awaited edition of Guano News marks a very exciting time for us here at Guano Australia. Since the 2003 edition a great many important developments have taken place, ie. Head Office relocation to Queensland, large scale replicated trials and further market penetration and development. Together with the launch of our international speciality product KMS Fertilizer our mission of transforming Guano Australia into a truly International Speciality Product Company has become a reality.

Kismet International Pty. Ltd. and it’s subsidiary company Guano Australia Pty. Ltd. reviewed its entire operations and decided (for commercial and logistical reasons) a relocation to Queensland would be in the best interest of the company and the agricultural/horticultural community at large.

The launch of our amazing new product KMS Fertilizer is definately a highlight especially knowing the incredible agronomic benefits yet to be released here in Australia. I am incredibly excited about the potential of this product and this edition of Guano News is filled with a great deal of information about the product to assist and improve your knowledge on the benefits and use of KMS. The versatility and overall quality of KMS, in my opinion, is second to none in comparison to other like products currently on the Australian market.

Articles from industry related organizations such as the BFA, National Water Commission and SWEF Laboratories have added a great deal of support and validity to the subject matter covered in many of our own feature articles. Articles such as Healthy Soils, Healthier Habits!, Saving Our Soil and Australian Government signs off on a National Water Initiative Intergovernmental Agreement.

Throughout Guano News we have included articles pertaining to current research and trials; raised issues which we believe are of concern to farmers and the agricultural/horticultural industries; personal profiles and most importantly testimonials from extremely satisfied customers who have used our products. All in all a comprehensive newspaper covering many issues!

Ultimately our aim in providing you with Guano News is to help improve your knowledge of current issues affecting the agricultural/horticultural industries, highlight new developments and reinforce the service delivery of Guano Australia thus assisting you, with effective sustainable farm management.

Naturally Guano News 2006 could never have been a reality without the valuable contribution made by those who submitted articles and testimonials. Your support is a testament to the quality of the products we supply and the services we provide. Thank You.

For all their invaluable support a most special thank you to the Bock family of Acres Australia; your valued support and assistance over the years has been tremendous.

I sincerely hope you enjoy reading the 2006 edition of Guano News.



John Kismet Jashar
CEO/President/Director

Kismet International Pty Ltd
For and On Behalf Of
Guano Australia Pty.Ltd

Guano News March - 2006 Edition
Published by Kismet International Pty Ltd. ABN 31 078 696 367
For And On Behalf Of Guano Australia Pty Ltd ACN 074 053 026

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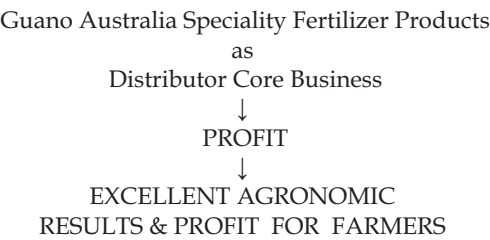
CONFIDENCE IN OUR PRESTIGIOUS DISTRIBUTOR BASE

Over the years Guano Australia has made a point of forging exceptionally strong links with our distributor base throughout Australia. In so doing we ensure that quality technical information about our speciality product range, backed by sound technical support, reaches you, the customer. Along with the provision of training related to our full range of products Guano Australia prides itself in a quality service second to none. As a result distributors throughout Australia identify the agronomic benefits of our range of products ranking them highly (in terms of quality and profitability for the farmer) amongst their own extensive list of agricultural products.

Independent distributors who have placed Guano Australia fertilizer products high on their selling list have witnessed a sizeable growth in their overall sales and an increased interest in effective sustainable farm management. Far more farmers across Australia have changed their farming practises and are far more aware of the consequences of not being environmentally conscientious. The long term consequences are not fully understood nor appreciated by many farmers and distributors, with many concerned with the initial monetary outlay. Distributors who work closely with Guano Australia and who have witnessed the full potential of our products know too well the real profit margins that are achievable.

As examples Norco Co-Operative and Liddle & Sons are two such companies.

In highlighting these two independent companies, the message we emphasise is this:



Norco Co-Operative: Established in 1895, and based in Lismore on the far north coast of NSW, Norco is a diversified company with interests in Rural Stores, Milk and Ice Cream.

Following a couple of intensive training sessions organised by John Jashar, Norco Rural Stores began to introduce the Guano Australia range of fertilizer products in 2002.

In order to gain customer confidence Norco staff stressed the importance of every farm and individual to hasten slowly by trialling the products, undertaking soil testing and considering the long term results.

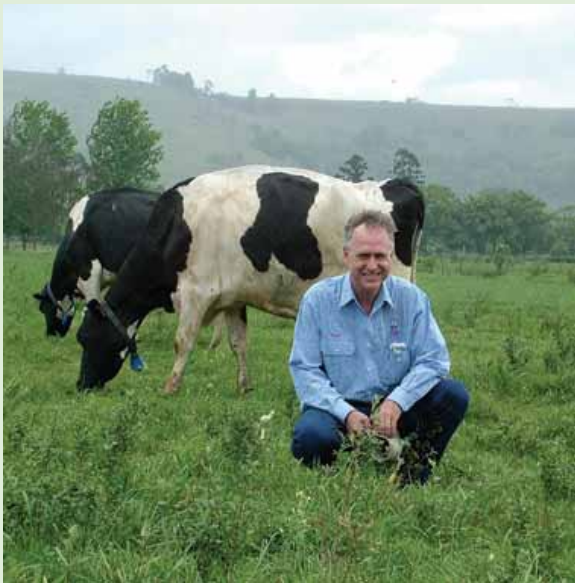
Guano Australia speciality fertilizer products have been extensively trialled, despite the drought, by a number of industries such as dairy, beef, macadamia, stonefruit, organic growers, potato, soy bean and more. Norco has now seen a shift away from other rock phosphates in favour of Guano Gold. Clients have expressed how much they are impressed by the balance of nutrients. The Norco Sales team is headed up by Colin Barnes of Norco Lismore, N.S.W.

Liddle & Sons: Proprietors Roger and Heather Liddle established the company in the 1980's with a focus on innovation and development of more cost effective fertilizers for sugar cane farmers. The company is based in Ingham, North Queensland.

Amongst the staff who work for Liddle & Sons is agronomist Giano Celotto who believes local farmers want fertilizers that are more flexible and cost effective. Giano has been working intensively on a fertilizer project which will support Roger Liddle's firm belief that innovations in crop nutrition, using new liquid fertilizer technology, offer the greatest potential to add value to the overall scheme of things for both supplier and farmer.

Under their marketing banner "Give the Liddle Bloke a Go", Roger and Heather have developed a simple but effective service. Further to their retailing operations, Liddle & Sons has a contract aerial spraying business called Liddle Agro Engineering. Well done to each and everyone of you !!!

GUANO GOLD... Norco says "IT WORKS"



Colin Barnes

"I have been involved with Agriculture all my life either through family or advisory work. The industries being Dairy, Beef, Sugar Cane, Macadamia, Tea Tree, Maize, Soy Beans and general horticulture.

I was introduced to Guano through Norco by John Jashar when he arranged a training session for Norco Staff. This was followed by another session to further aid in the

digestion of understanding this new product....Guano Gold.

I was impressed with its potential and decided to set a gentle introduction to selected clients over a one to two year period. My aim was to hasten slowly so all clients on their farms proved to themselves that it did or did not have a place.

My experience prior to this had been rock phosphates from Egypt, Peru and Australia with only limited success. Norco has now reached Club 500 status with Guano sales reaching 500 tonnes.

Feedback and word of mouth now sees a steady growth. I promote Guano Gold now because "IT WORKS". It is organic and kind to the soil. Farmers see more clover, increased yields in crops and are very happy with the concept. Some quick release of phosphorus with some slow release is ideal".

Colin Barnes, Sales Representative,
Norco, Lismore, NSW

testimonial

LIDDLE & SONS AGRICULTURAL SALES

"You cannot compare chemical based fertilisers against Guano Gold; Guano Gold has much more structure within itself to help develop any plant throughout its growing period". This a statement made by a man who has owned Sugar Cane farms and worked in the Sugar Cane industry for 30 years...Giano Celotto.

Now working as a Sales Representative for Liddle & Sons Agricultural Sales, Giano came across Guano Gold after reading an article in Acres Australia on the product and how Guano Gold was being applied to small crops and sugar cane. Ever since, Giano has not only used Guano Gold on his own sugar cane crops but in his current role as Sales Representative promotes the advantages and benefits of using Guano Gold to



Renzo Romano, sugarcane farmer of
Hawkins Creek Ingham Region.



Giano Celotto says "You cannot compare chemical based fertilisers against Guano Gold..."

farmers in the Ingham region such as Renzo Romano of Hawkins Creek. Giano chooses to promote Guano Gold for a number of reasons:

1. It contains 100% Natural Organic Phosphate;
2. Being a soil conditioner it has high levels of calcium, silica and organic carbon;
3. The basic elements within Guano Gold suit all the various difficult soil types in the region, ie. sandy, sand loam, heavy clay and clay loam, and
4. Chemical based fertilisers just don't compare with the overall effectiveness of Guano Gold.

Giano has been working and testing the effectiveness of Guano Gold on the above soil types for some time now and monitoring the overall results after planting and harvesting; with results proving to be extremely encouraging, especially with sugar cane crops. The yields and the C.C.S. levels are extremely positive and are a testament to the overall benefits of Guano Gold.

Guano Gold Head & shoulders above the rest.

BY John Kismet Jashar

Guano Gold has driven right through all of the so called “muck and magic” biological fertilizers!

It is amazing the number of manufactured miracle fertilizers on the market:

- Nutritionally Technical soft rocks, hard rocks and colloidal rocks;
- Naturally Mined rock/moon dusts;
- Naturally Technical “Never-Never” mineral rockdusts added with “fused calcium?” and mixed with “bacillus?”;
- Yeast based fertilizers claiming to be Nutritional Smart, and
- some made from all types of so called magic components.

The list is endless and in our assessment most of these products are classified as “SOUPS!”

Good grief, if only these companies would get jobs as Cocktail shakers in a Voodoo Bar, at least then they may have some real success. Many fertilizing manufacturers/suppliers have in some way endeavored to emulate and factory replicate Guano Gold only to have failed, and failed miserably. Some of the claims that have been made across Australia by some, if not all, of these companies are outrageous. Any wonder many farmers across Australia are questioning the merits of these products.

Guano Australia, having taken a lead position in ‘Biological Farming Input supplies’, is proud of the most important, No. 1 fact; Reefsafes Guano Gold is the market leader in the Australian Organic-Biological Phosphorus, Calcium, Silica market. When most of these companies attempt to duplicate your product and they can’t, you know the game is over and you know you have won! WHY? The answer is quite simple.....Guano Gold is a naturally formed product, never to be replicated.

Guano Gold cannot be factory made! Guano Gold is the ONLY naturally formed product on the world market that contains the following as a result of its own natural formation:

- 12% Phosphorus and is 100% Available
- 29% Calcium and is 100% Available
- 10% Silica and is 100% Available
- 8.6% Organic Carbon
- 129me/100g CEC - Cation Exchange Capacity with a range of trace elements.

Guano Australia, through Reefsafes Guano Gold, prides itself in being consistent in product quality; the provision of a service second to none; the provision of independent agronomic advice, and a strong commitment to undertake commercial replicated trial research by accredited registered laboratories. That is why Guano Australia and Guano Gold are Market Leaders NOT followers!

You only have to study the tested replicated trial data, which proves beyond any doubt that the

uptake of Phosphorus and Silica (the Silica component in the Reefsafes GUANO GOLD fertilizer) plays a significant role in driving the absorption of phosphorus and calcium. Leaf blade levels of phosphorus and silica are significantly higher in the Reefsafes Guano Gold treatments than the standard treatment. Silica reduces the tie-up of phosphorus by the aluminium and iron in the soil. Results indicate that plants in the Reef-safe Guano Gold treatments absorbed more phosphorus, even though almost 20% extra



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phosphorus was applied to the standard treatments. Referring to the Reefsafes Website (www.reefsafes.com.au), the equation is very simple and critical. The P, Ca and Si components of Guano are proven. Each component is available all year round as and when the plant requires them. The rest is HISTORY!

We constantly request farmers to research the Unit cost of fertilizers and not focus on the TONNE cost, encouraging them to determine what, in real terms, are they getting for their money when it comes to available Phosphorus, Calcium and Silica compared to other **Rock Phosphates**, Super phosphates, etc.... the cost differentials are substantial as is the quality and quantity of the crop.

At the end of the day farmers need to take into full consideration all of the following when choosing the right fertilizer for their crop:

1. Soil requirements;
2. The fertilizer which best addresses the needs of the soil and crop;
3. Unit cost of fertilizers;
4. Yield results (quality and quantity), and
5. Soil deterioration and which fertilizers reduce the risk of depletion of the natural nutrients in the soil (sensible farming methods will ensure soils continue to provide farmers and their families a decent livelihood for many years to come rather than be depleted of natural nutrients and literally become barren soil).

What then should “YOU” the farmer be asking and checking when purchasing fertilizers/inputs?

- 1. Request from your supplier:**
- i. Independent Laboratory Product Analysis;
 - ii. Copies of MSDS;
 - iii. Check for heavy dangerous metals eg. Cadmium, Lead, Mercury.
 - iv. Replicated trial data from an independent reputable laboratory;
 - v. Details pertaining to registration of the fertilizer you are considering purchasing, which Government Dept and where (most types of so called biological /rock phosphates/crusher dusts/soft rocks etc. of these inputs are NOT registered as fertilizers); as most of these products are sold as Soil Conditioners and passed off as fertilizers;
 - vi. Origins of the product, and
 - vii. Whether they meet all environmental guidelines and OH&S.

- 2. From your Agronomist you need to ascertain the following:**
- i. The type of soil tests they are using and whether they are adequate;
 - ii. How they try to educate their clients about sustainable farming methods, and
 - iii. Who is conducting the soil test interpretations, in who’s interest, and WHY? REMEMBER..... “YOU” the “FARMER” are paying for it one way or another!

- 3. Attend a training day run by Guano Australia Pty. Ltd.**

- 4. Above all else listen, explore and evaluate exactly what you are paying for.**

REMEMBER....“it is your livelihood on the line”. Farm inputs are skyrocketing in price and it all comes off your bottom line; the line which has just become that much thinner.

When incorporating Guano Gold as your source of available P, Ca, & Si, choose carefully what you blend it with; ensure it is a reputable proven product(s). Our national distributors are credible, proven companies located across Australia and they are here as part of the overall team to support you in your decision making.

With regard to inputs in the “Organic Industry” cheque book diplomacy has taken over and as a result hundreds of so called input products have been certified as “Registered Certified” inputs....in my opinion most of these products are “Snake OILS”. Farmers, who invariably endeavor to cut costs, go from one product to another, instead of focusing on genuinely running their farms/businesses with proven products. At the end of the day...how does that old saying go? “What you miss out on the spinning wheel you’ll make up on the merry go round!” The main point here is to stay focused on the real thing.

Another example of ineffective farm management would have to be when farmers go

130004 GUANO
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CALL NOW

from one soil test brand to another every year instead of sticking by the same soil test for two years straight. If you remain with the same soil test for at least two years you will then be able to obtain a reliable comparison.

After 13 long years of repeated agronomic success across Australia, Guano Australia now steps into the bigger picture of Australian Agriculture “mixing it with the best”. Along with our new product KMS FERTILIZER, our product list includes:

1. Guano Gold - Granular
2. Guano Gold - Custom Blends
3. Newly released KMS FERTILIZER
4. Agrispon, and
5. our associated AmSul product

Taking the opportunity of the crossfire between the larger players with regard to supplies and pricing, all the major fertilizer players have sharply increased their prices so high that farmers won't have a hope of survival unless they get a grip on proven alternative Biological farming and proven INPUTS. This is exactly where Reefsaf Guano Gold is playing an even greater role in Australian Agriculture by incorporating Reefsaf Guano Gold & KMS into a range of “Select”, specialised Custom Blends and enjoying the agronomic benefits in so far as cost effective inputs are concerned. Guano Australia has also been shaving its cost structure across the board. Suppliers, shipping, trucking, and many other areas have all been renegotiated.

NETT RESULT? Unlike the majority of Major Fertilizer suppliers, who all the way through 2005 increased their prices substantially, we here at Guano Australia did not follow the trend and increase the cost of our products. When one compares the cost of Guano Gold, ie available “P” from Guano compared to Super, MAP/DAP-

Guano Gold is streets ahead, it just takes a little longer for some to realize... But then again, regular repeat clients who have purchased Guano Gold during the past 13 years, worked out the cost benefits a long time ago; that is how and why we were able to successfully grow our business so “Kwikly.”

Based on the solid strengths of our long term national distributor relationships, Guano Australia is now poised to expand further into the Australian Agriculture industry. What with oil/fuel/ship-ping costs rising over the top and the ever increasing importation of fresh produce from many overseas countries, Australian farmers, in order to survive and prosper, will, without question have to seriously consider exactly which proven products and services to use. There is no room for error! Farmers don't have the luxury of error of margin to fall back on ANY MORE.....times up! It's time to farm “Biologically”.

Obtain independent, credible agronomic advice, be very selective in product purchases, turn the soils back into a proven balance, cut chemical inputs or they will be history.

In this comprehensive edition of GUANO NEWS we invite farmers across Australia to study what some of our select farmer clients, turf managers, agronomists and distributors have to report as to measured agronomic results and rewards by applying Reefsaf Guano Gold and associated products. For further product information and technical services please view our comprehensive web sites:

- www.guano.com.au
- www.kmsfertilizer.com.au
- www.reefsaf.com.au
- www.agrispon.com.au

or call your local nearest distributor or
Guano Australia Pty. Ltd Tel: 13004GUANO
or Tel: (07) 5445 5300

KMS Technical & Marketing Launch.

In the fertilizer industry, service is synonymous with the provision of superior, professional and effective technical know how. In order to set the KMS Fertilizer technical strategy and marketing development program in place, Kismet International Pty. Ltd. brought together an internationally experienced team of highly proficient professionals whose combined wealth of experience is second to none and

include Ian Grant, Peter James Martin, Paul Duckett, David Harbison and Richard Jackson.

This professional collective have been instrumental in the initial launch of KMS onto the Australian market and will continue to provide invaluable support to Kismet International Pty. Ltd. as KMS becomes firmly established in the fertilizer industry.



Pictured from left to right Ian Grant, Tian Hongjun, David Harbison, Peter James Martin, John Kismet Jashar, Richard Jackson and Lance Stapleton.

7. Fully water soluble.
8. Competitive Pricing.
9. Available in 25kg Bags, 1MT Single Trip Bulka Bags and Bulk.
10. Available upon demand.
11. Product quality maintained through optimal turn over.

KMS Fertilizer originates from the Qaidam Basin in northwest China's Qinghai Province, well known for its old lake bed resources. Potassium rich brine is extracted from reserves beneath the lake and refined into the high-quality potassium magnesium sulphate referred to as ‘Schoenite’.

In standing by his new product, John went on to say “We believe KMS Fertilizer will make a real difference in the Australian fertilizer market and we invite you to apply the product on your farm/crops in order to experience the agronomic benefits of KMS.

KMS Fertilizer will be aggressively marketed via our national distributor network backed up by a fully trained technical and marketing campaign. Given the shake up of the Australian fertilizer industry and an even bigger fallout by international players over the next few months, Kismet International Pty. Ltd. For and On Behalf Of Guano Australia Pty. Ltd with its new product KMS will meet the challenge head on across the board, that is in product supply, pricing, distribution and technical services.

2005 saw a record number of price increases in most if not all conventional fertilizers by the major companies. The large players eroded distributor margins and jacked up farmer prices way over the top, and they still can't make profit. 2006 will see Guano Australia make its mark in the national fertilizer industry and especially in select specific regions and market segments with its speciality range of fertilizer products.

Guano Australia has affiliated itself with major independent fertilizer companies, and now it's time to put a blowtorch under the system. International and multinational fertilizer companies for too long have bled distributors and farmers dry. It's time now for farmers to reap the rewards!”



Paul Duckett
Chairman Soil Management Systems &
CEO Meridian Fertilisers Pty. Ltd.

“Meridian Fertilisers is pleased to be associated with Kismet International Pty. Ltd./ Guano Australia Pty. Ltd. in bringing to the Australian fertiliser market an environmentally sustainable choice of products that will service the full NPKS needs of the Australian market.”

Paul Duckett
(Incorporating GUANO / KMS / AMSUL and related products)

THE ONLY PHOSPHATE YOU SHOULD CHOOSE GUANO GOLD® KWIK START
"10 OUT OF 10"
"ON TIME EVERY TIME"

COST EFFECTIVE PRICE
★★★★★

SUSTAINABILITY
★★★★★

PERFORMANCE
★★★★★

% UTILISATION
★★★★★

100% AVAILABLE SILICA
★★★★★

AUSTRALIA'S ONLY NATURAL DI-CALCIUM GUANO GOLD®
PHOSPHATIC FERTILIZER & SOIL CONDITIONER WITH MICRO-BIOLOGICAL LIFE
★★★★★

Madura
Guano® Gold
"Kwik Start"



100% Natural Phosphatic Fertilizer and Soil Conditioner



For all national supplies, blends, agronomic and technical advisory services.

Call details as listed below.

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Fax: (07) 5476 6400

Email:sales@guano.com.au
www.guano.com.au

Guano Gold-Kwik Start
Tried - Proven - Trusted

Why It Works!

1. Available phosphorus - not tied up ✓
2. 50-50 phosphorus split ✓
3. Phosphorus not water soluble ✓
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.)
- Granulated (2mm-5mm), easy to handle and spread through all spreaders and combines
- Minimal in Cadmium & Mercury
- Suitable for blending with all other types of Fertilizer
- 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.

Available from over 250 Authorised Distributors Around Australia

13004GUANO

Blends Well, Applies Easily!

Elders Mackay, in north Queensland, has been retailing Guano now for near on four years. The bulk of the fertiliser business in Mackay is tied up with the growing of Sugar Cane, with a small emerging horticultural industry playing a secondary consumer role.

The Guano is sold as straight fertiliser, as a source of Phosphorus, with the added benefit of supplying silica and calcium to the plant cane crop. Further NKS Blends are added to the crop at fill-in stage. Some of our clients have requested blends be made, including Guano and Sulphate of Ammonia, or Guano and Potash blends. We have found these blends to be of a sound consistency, and are easy to store and apply. In non -replicated trials across some of the central growing areas, Guano has performed equally as well as synthetic derived blends, and as a sole fertiliser, Guano presents as an environmentally safe organic alternative. With the push to reduce phosphorus run - off to the reef, Guano is indeed worthy of strong consideration, because it has REEFSAFE status.



Blends manufactured on a Guano base have been used exclusively in major horticultural operations in the Bowen, Burdekin and Herbert areas. Crops such as Capsicum, Tomatoes, Cucurbits and Bananas have all performed extremely well on these blends. In broadacre areas to the west of Mackay, Guano based blends have been well accepted as a banded application. Some of these areas have a VAM problem, and growers have shown a willingness to use the Guano product in these situations.

Coastal pastures in this area require a regular top - up with Phosphorus, and Guano has been able to fill this void well, as it has the added benefit of supplying calcium to the highly weathered acidic coastal soils.



Noel James
Senior Agronomist
Elders MacKay

Jo Bartolo
Agronomist
Key Account Manager
Elders MacKay

Success with Guano Gold in the “Top End” of Australia.

David & Karen Menzel of Barradale farms in the Kimberley’s Ord Valley, Western Australia, who grow pumpkins, rockmelons, chickpeas and sorghum seed production, are well versed with the agronomic benefits of using Guano Gold on their large property. Mid way through 2005 David invested in new drip irrigation technology for greater control of water and managing pests; an irrigation system which will only work to further enhance the benefits that Guano Gold brings to his crops.

David’s crops look to have a very healthy future. Chairman of the Cucurbit Industry, David has shown confidence in Guano Gold on his large farm in Kununurra for several years with excellent results.

David Menzel, Chairman of the Cucurbit Industry
Ord River Valley, Kununurra



www.reefsafe.com.au

testimonial

Guano Gold Exceptional on Chickpeas

Mr. Scott Chalmers of Bundella, N.S.W. continues to use Madura Guano Gold-Kwik Start as the basis of his fertiliser cropping and is really happy with it. There is a lot of biology and other benefits happening as well according to Scott and he is extra pleased with crop progress this season.

The chickpeas, although later sown this year, look exceptional, and the nodulation is just unbelievably good now that they are flowering. They have not required any dithane unlike other local crops due to their exceptional performance and health. The grass crops of triticale, oats and canary seed (for domestic bird seed) are all growing very well as well, despite cutting back the nitrogen application to 30% of what was previously used.

Soil tests have indicated a need for sulphur and boron as well, and so some gypsum and boron has been applied with the Madura Guano Gold-Kwik Start. This combination has helped capitalize on these heavy black soils which otherwise have problems with calcium - magnesium rations. Scott says that there are major benefits from the silica component of the Madura Guano Gold- Kwik Start and the interactions bringing about this improvement in soil biology as well as the readily available nutrients. The silica pulls the cations out of the otherwise tightly bound heavy clay soils and we are very happy indeed with the results. The Madura Guano Gold-Kwik Start has been an easy granulated product to use without any handling problems.



Scott Chalmers of Bundella NSW 2005

testimonial

Sustainable Farming in Stanthorpe District a Winner.

My family are organic graziers on our farm “Mossvale”, on the Summit in the Stanthorpe District. The farm has been in our family for 51 years now and our vision is to produce quality beef and other renewable resources/produce using sustainable and economically viable systems to meet this generation’s life style goals and subsequent generations’ requirements.

We used Guano Gold on our crops of organic soybeans in a comparison trial against other organically certified phosphorus products. The yields were very similar the following year. However, soil tests showed “P” levels nearly doubled where the Guano Gold was applied. Subsequently in following years Guano Gold was blended with a compost mix to help in the growing of a number of good crops of organic soybeans.

Shane Gregg
Certified Organic Grazer
Stanthorpe District

BFA MEDIA RELEASE

January 25, 2006

New Group Formed to Promote Biological Agriculture

The Biological Farmers of Australia has formed a new sub committee to promote the principles, benefits and good practices of biological agriculture. Biological agriculture is identified as farming practices that seek to improve soil health by minimizing chemical input and pursuing best practice while still maintaining yields and product quality.

BFA CEO Paul Dargusch said that the Bionutrients sub committee seeks to promote the advantages of biological agriculture and educate people about best practice. “We often hear about the state of the environment and the various initiatives that are launched to reduce degradation.

Through the Allowed Inputters – companies whose products are approved for use in organic farming – we have a wealth of knowledge about biological agriculture and the benefits it provides,” Mr Dargusch said.

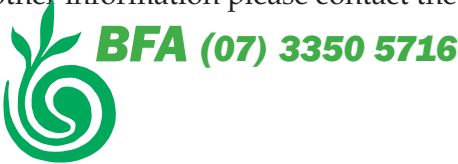
“The biological agriculture industry is growing and it is time there is a representative group that can clear up some of the myths surrounding this industry and communicate sound, well researched information to farmers, government and peak bodies.”

The broad objectives of the Bionutrients Subcommittee are to: promote the principles, demonstrate the benefits and educate about the good practices of biological agriculture. Through this, the Subcommittee aims to strengthen and unite the biological sector and partner with other organizations that are focused on sustainability in agriculture.

“The BFA is committed to providing this group with the support and resources it requires to take a lead role in the area of biological agriculture,” Mr Dargusch said. “We recognize that not all growers are headed along the organic path but still want to take a different approach from traditional farming.

“The role of the Subcommittee will be to provide accurate information for these growers and demonstrate to the broader industry that sustainability goals are achievable.”

For further details pertaining to the Bionutrient Subcommittee, its members and any other information please contact the



Seed Potato Operation Thriving

The Abel family grows certified seed potatoes near Warragul in the West Gippsland district of Victoria. Our goal is to increase saleable yields of certified potato seed through increasing the numbers and quality of the potato tubers.

Several years ago we trialled various fertiliser blends including one which contained Madura Guano Gold. Because of the short and long term benefits we saw each year since then, we have increased the area of the crop which is sown with Madura Guano Gold blends.

In our experience, Madura Guano Gold in the blend has contributed to:

- Significantly stronger root growth which has assisted the plant with greater capacity to access nutrition and water for the duration of the crop
- Increasing the phosphorus availability for the potatoes throughout the full duration of the crop because Madura Guano Gold contains phosphorus which is available short, medium and long term.
- Improving the calcium availability, because Madura Guano Gold is high in calcium, making plant cells stronger and improving the quality of the potato.



Peter Abel checking root growth



Peter Abel displaying his seed potatoes

- Improving the calcium availability also increases storage life of the potato and their capacity to withstand transport interstate and overseas
- Improving the yields in some of the potato varieties where it is typically difficult to achieve high yields. This is because of the balance of phosphorus, calcium and silica in Madura Guano Gold
- Increasing the phosphorus availability for crops or pastures which follow the potato rotation because the combination of phosphorus calcium and silica in the Madura Guano Gold reduces phosphorus tie up.

We are convinced that Madura Guano Gold has multiple benefits to our beef and seed potato operation.

It was only because Madura Guano Gold does perform in the paddock, that we added it to the range of conventional and sustainable fertilisers that we market through our fertiliser business, EPC Pty Ltd. Now a significant number of our fertiliser customers are also experiencing the benefits of Madura Guano Gold.

West Gippsland Potatoes Benefit from Guano Gold

TESTIMONIAL



Laurie Germano overlooking the family property in Delburn, South Gippsland.

Laurie and Maria Germano and family grow potatoes and other vegetables on their 105 hectre farm in the rolling hills of South Gippsland at Delburn.

In recent years Laurie has moved toward fertilizer blends containing Madura Guano Gold because:

1. the product grows as good or better quality vegetables of good size.
2. the residual phosphorus left in the soil

allows the following crops to get off to a good start without additional fertilizer being applied. “The Guano Gold does not get tied up in the soil like other sources of phosphorus” explains Laurie;

3. to highlight the above points, new Tetilla Annual Rye grass has been drop sown on paddocks recently harvested from potatoes. The clear benefit of the residual quantities of the Madura Guano Gold can be shown in how the pasture has grown so quickly despite very low rainfall occurring and the ground had been cracking. Note the photograph in the “Mushroom” paddock where the irrigator winch track that did not receive any Madura Guano Gold but was sown with the same seed at the same time, and

4. Madura Guano Gold is also very good on the garden around the house.

Laurie has been actively encouraging other farmers to look towards the benefits of using Madura Guano Gold – Kwik Start by incorporating some into their own fertilizer blends and to use it on their own local farms as well.

Guano Australia

Takes To The Air To Hit Drought Head On Big Time!



During a recent overland and air trip in June 2005 through the heart of Victoria and NSW, Agricultural Consultant to Guano Australia, Mr. Richard Jackson, witnessed first hand the severity of the drought and its effect on the Australian Agricultural Industry. It was made distinctly apparent the drought has brought the industry to a stand still with rice, vines and citrus farms drastically affected with many regional companies facing staff cut backs. Whilst the drought has affected many farms and their crops it was reassuring to have reported that those farms utilizing Guano Gold and Guano Gold customized Blends report outstanding results with their crops.

Driving from Gippsland, Victoria through to Parkes, NSW Richard met with MIA staff in Griffith. Staff here were very open to promoting Guano Gold and expressed the need for further staff training on Guano Gold-Kwik Start and Guano Blend products. Training will specifically target the horticultural/viticultural marketing sectors.

At Parkes Richard abandoned his trusty 4



Richard Jackson & Bruce Hockings calculating custom blends.

wheeled steed at the local air strip and swapped over to a small light plane. 'Air Bush Charter', run and owned by Robert Leonard, took to the air and flew our trusty Agronomist on to Gunnedah where Richard met with Elders staff.

Due to the very dry conditions staff reported a distinct drop in sales right across the board but were hoping to increase their sales when the weather broke Richard then went on to Tamba Springs to meet with Bruce Hockings of 'Tamba Industrial' whose emphasis on clean and green agriculture has resulted in some remarkable developments on farms in the local region. One farmer in particular, Scott Chalmers of 'Mount View', Bundella NSW was high on the agenda to meet.

Scott, an enthusiastic young farmer working at sustainable farming on his cereal and legume

crops, including mung beans and chickpeas, spoke highly of the benefits of using Guano Gold on his crops and how the use of the Guano Blend had produced a very pleasing crop of mung beans (.9 tones per hectre yield) earlier this year. The paddock where Scott applied the Guano Blend to his crops tested to higher soil nitrogen levels in comparison to his other paddocks resulting in soil conditions highly favourable to better cereal crops next season. Increasingly the roots showed advanced levels of mycorrhizae fungus together with a large amount of nodules associated with nitrogen fixation; elements which will encourage quality, higher yielding crops.

After an extremely productive visit with Scott, Richard flew on to the Cobcroft family property 'Paraweena' in the Blackville area. The property comprises of 22,000 acres cattle and 6500-7000 acres dedicated to various types of cropping.

The manager for the cropping, Joe Flemming along with John Hosking, Quirindi based agronomist, met with Richard to discuss the use of Guano Gold in sowing fertilizer for his winter crops or later on for summer cropping.

John explained that the local soils are very high in CEC and quickly lock up soil phosphorus.

Joe supported John in his assessment of the soil conditions pointing out the difficult

soil conditions he is required to work with: badly cracking black sticky when wet soil. Joe grew mung beans under these conditions at a rate of 45 tones from 50 hectares using triphos + 2% zinc or MAP. Naturally Joe, who also is a keen young farmer wishing to promote sustainable farming, wants to overcome these difficult soil conditions and improve the crop quality and output. Joe expressed a keen interest in trying out some Guano Blends and will be approaching Elders at Gunnedah to assist him in purchasing the necessary Guano Blend for his use at 'Paraweena'.

During his discussions with John Hosking, Richard was informed that another farmer in the region and agronomist in her own rights Carolyn Ditchfield had trialed Guano in crops of mung beans at 25kg per hectre and also some higher rates, producing the same yield results. Carolyn has been instrumental in recommending Guano Gold to

other farmers and will be conducting trial work on cotton later on this year.

After his meeting with Joe and John it was back on the plane homeward bound. Over the four days spent on the road, and in the air, it proved to be informative as to the actual conditions farmers in this region are forced to work with, due to the shocking drought. The effects of the drought are very apparent.

The role Guano Australia can play in assisting farmers in this region to overcome some of the effects the drought has had on the soil is high on our agenda and we are working closely with farmers in the region in so far as resolving some of the problems highlighted in this article.

Thanks to the likes of:

Richard Jackson
Independent Agronomist,
Bruce Hockings
Distributor,
John Hosking
Independent Agronomist,
Scott Chalmers
Cereal & Legumes Farmer
Caroline Ditchfield
Independent Agronomist,

Guano Gold is being highly promoted and utilized in this NSW region and making an obvious difference...NOW in light of serious drought conditions. Imagine the results once the drought breaks!

"Since this trip was made in June 2005 many areas across Australia have reported excellent falls of rain. As a result of this rainfall some of Guano Australia's cotton & broadacre clients have confirmed large orders due to new farmer demands. Thank you for supporting our excellent products."



Joe Fleming with Richard and John testing soil compaction



Farmers and suppliers embrace trials for new organic fertilisers

NATURE is a whiz at cooking up its own recipes to aid ailments, fill bellies and continue the great circle of life. So it comes as no surprise that a natural compound is holding its own against its chemical counterpart in the soil fertiliser stakes - and saving the Great Barrier Reef as well.

Throw in coral, sea birds, fish and seaweed. Compress for thousands of years. And there you have it - one of the best sources of phosphorus, calcium, silica and cation exchange products in the world.

The compound is called Reefsafes guano and is being marketed by Guano Australia Pty Ltd. The company's two main products are: Reefsafes Madura Guano Gold - Kwik Start Organic Fertiliser and Reefsafes Agrispon Bio-stimulant Multi Plant Extract - Soil Activator and Soil Conditioner. These products are also marketed under the Reefsafes label.

These natural fertilisers significantly reduce, by a massive 50 per cent, the run-off of nitrogen and phosphorus into the river systems and to the Great Barrier Reef. This run-off is a major environmental threat facing Australia.

After years of research and study of the ever-expanding growth of organic-based products and markets around the world, Guano Australia Pty Ltd's CEO John Jashar identified and secured a long-term supply of Guano Gold 100% Natural Organic Phosphatic Fertiliser from Indonesia.

Guano Gold - Kwik Start was launched into the Australian horticultural, agricultural and turf marketplace in early 1994.

Both products have proven their value in a number of independent trials recently conducted on Queensland farms by proving that farmers can cut their urea fertiliser concentration by 50 per cent and still enjoy the same quality growth and yield. These trials replicated those conducted in recent years around the world.

Mr Jashar said introducing the chemical free, granulated organic phosphorus fertiliser product to farmers across Australia had opened the doors to a more environmentally-sustainable future.

Guano Gold - Kwik Start is a certified organic product, (BFA-AI-M309), which has received outstanding support from certified organic growers across Australia.

"We value the support of the organic Biodynamic industry, all certification entities and in particular, the Biological Farmers of Australia," Mr Jashar said. "We are great supporters of agronomists, farmers and distributors who are our customer base - and we have a team of agronomists working across Australia."

Mr Jashar's research and studies proved that worldwide demand for chemical-free, organic products was increasing - underpinning the future of sustainable agriculture. Further investigations revealed that the Australian marketplace had no regular, reliable supply of high quality organic phosphate, yet Reefsafes guano had long been successfully marketed in the sensitive Japanese market.

"For 13 years our company has grown at a rate of 20 per cent every year. We have survived the drought and are opening new distribution points all over Australia," Mr Jashar said.

"We are not only dedicated to organic farmers - the



Guano Australia Pty Ltd's CEO John Jashar

bulk of our customers are conventional farmers heading down the organic track," Mr Jashar said.

"We must address the issues of soil inputs and run-offs - and reduce the amount of nitrogen and phosphates running into our rivers and the Great Barrier Reef.

"It has been proven that Reefsafes Agrispon is an important tool in decreasing the use of urea by 50 per cent - that's 50 per cent less not going to run-off into our rivers and the Barrier Reef. Our phosphate doesn't leach or run away."

Mr Jashar said his company had great faith in Australia's organic farming industry.

"We have a number of plans in the pipeline - company expansion and linking up with a greater number of companies aligned to our way of thinking and promoting more sustainable farming," he said.

"Farmers are now open to new products because they have been proven by independent trial data - they are no longer regarded as 'snake oils'," Mr Jashar said.

The Trials

IN the past few years a number of independent trials testing the value of Reefsafes Guano fertiliser have been carried out in Bundaberg by locally-based Crop Tech Laboratories. The trials, on cane farms, were overseen by Crop Tech's senior technical agronomist Robert Doyle. A similar trial with sweet potatoes was also conducted by P&H Rural Bundaberg.

"We conducted the study on four farms over one crop cycle only and at the end of the day it was certain that the Reefsafes trial blend cost the same amount, was less destructive to the environment but yielded a crop that was just as good - there is a long-term benefit," Mr Doyle said.

"We used the Reefsafes Agrispon on three farms in small trials and proved that if you cut the nitrogen back 50 per cent (using Reefsafes Agrispon) you still achieved the same results as using an industry-standard NPK fertiliser."

The farms featured different soils: red volcanic soil;

'Research and studies proved that worldwide demand for chemical-free, organic products was increasing - underpinning the future of sustainable agriculture. Further investigations revealed that the Australian marketplace had no regular, reliable supply of high quality organic phosphate.'



Suncorp's senior agronomist Robert Drewitt

white sandy soil; and thirdly; grey sandy loam.

Four treatments were used in the trials: Trial A had industry standard fertiliser with 100 per cent nitrogen; Trial B had industry standard fertiliser with 100 per cent nitrogen and Reefsafes Agrispon applied at one litre per hectare; Trial C had industry standard fertiliser with 75 per cent nitrogen and Reefsafes Agrispon and Trial D had industry standard fertiliser with 50 per cent nitrogen and Reefsafes Agrispon.

The plantings were also randomised so as not to favour particular soils. The trials were scientifically conducted.

"The results showed no differences at all between the four trial patches. Thus farmers can cut their nitrogen use back by 50 per cent and use Reefsafes Agrispon at one litre per hectare and still get the same result as they are getting with conventional fertilisers," Mr Doyle said.

"That's good news for the environment and represents dollar savings for farmers," he said.

"Reefsafes Agrispon works best in the worst soils - hard crusting soils. It encourages microbiotic growth in soil, encourages water filtration and allows stronger root growth because the soil becomes finer. Good, deep open soils may not show much of a response.

"It's a good tool in whole farm management practices," Mr Doyle said.

The trials proved that farmers could cut back urea application by 50 per cent, and yet still obtain same yield, CCS and stick count. Plus the trials showed superior shoot emergence in the Reefsafes Agrispon treated plots and a similar root development across all of the assessed plots. Results were better nutrient usage, improved soil texture and less compaction, improved root, plant and growth performance. This result achieved by applying one litre of Reefsafes Agrispon per hectare - repeated in 45 to 60 days.

Bundaberg farmer Tony Chapman allowed his farm to be used in the Reefsafes Guano trials. Half-an-acre of a 12-acre cane field was used for the trial.

Continued next page



This is the sort of research that needs to be done

From previous page

Two treatments (Reefsafes Guano and conventional fertiliser) were used side by side - three rows by three rows. This process was repeated 12 times, so there were 24 x 3 rows in the trial.

"Everything was replicated - tonnage, CCS - and at the end of the trial we could conclusively conclude that no one fertiliser was superior to the other," Mr Doyle said. "The farmer was no worse off financially or yield-wise, and yet the organic fertiliser more greatly benefited the environment."

The trials proved that Reefsafes Guano provided high amounts of available phosphorus, calcium and silica. Reefsafes was a very well suited fertiliser for problematic areas where leaching of phosphorus was an issue. The trials also proved that silica plays a major role in increasing the cell strength of plant tissue, and thus the rigidity of the plant.

The continuous release action of phosphorus from Reefsafes Guano fertiliser may also result in less lock-up and leaching losses than conventional chemical fertilisers. This would indicate that results from Reefsafes Guano fertilisers may be more significant in lighter coastal soils, in high rainfall seasons.

Mr Chapman said he was not familiar with the Reefsafes Guano product when the trials were held, but now believes we must become more aware of what we are putting into our soils.

"Visually, you couldn't see any difference between the trial crops. It showed there was a benefit in using the organic fertiliser because it reduced the amount of heavy metals being put into the soil to very little or nil," Mr Chapman said.

The trials have been enthusiastically supported by the senior agronomist for Suncorp, Robert Drewitt.

Suncorp is the biggest financial backer of the Queensland sugar industry and plays a vital role in the industry's future. Some 20 percent of the area under cane in Queensland is owned by farmers who are Suncorp clients.

"This is the sort of research that needs to be done to offer proven results to the cane industry to reduce their costs and reduce chemical inputs into the environment," Mr Drewitt said.

Meanwhile, trials using Reefsafes Agrispon conducted in Bundaberg last year on a sweet potato crop delivered similar results.

The trial, conducted by P&H Rural, saw alternate rows of sweet potato treated with Reefsafes Agrispon and conventional fertiliser - planted in heavy red clay soil.

P&H Rural's Craig Baker said the trial saw no improvement in either crop.

"There was no extra yield and the quality of the sweet potatoes were no different," he said.

"The surprising thing, though, was that when we dug the sweet potatoes from the Reefsafes Agrispon rows, we found that the soil had a lot finer silt quality compared to the other conventional fertiliser rows. This was a big advantage because when using the digger to remove the tubers, they were removed more easily and there was less damage to the tuber than those in the harder soils," he said.

Similar, but unreplicated, trials have been hosted by Elders Mackay in the past three years. Most of the trials have been conducted on sugar cane crops, but maize and smaller crops such as soybean and grass pastures have also been trialled.

Elders senior agronomist Noel James and field officer Joe Bartolo said the trials, while not published, did demonstrate that Reefsafes Guano and Reefsafes Guano blends did "stand up well against conventional grower methods with no loss of yield or CCS in the sugar cane".

"We also noted a higher rate of residue phosphorus and silica in the soil. The trials also demonstrated the product's versatility - it blended easily with oth-



Sugar cane rows in the trial at Bundaberg

er nutrients and could be applied quite easily using conventional farm machinery," they said.

The trials with the liquid Reefsafes Agrispon were conducted on sugar cane, maize and soybeans.

"The trials demonstrated that the product was equally as good, if not better than, conventional fertilisers," they said.

"We noticed that the trial plants showed a tendency for the plant to put down a more substantial root base - thus were healthier to take up more nutrients," they said.

Mr James said the farmers in the Mackay region were under immense pressure, particularly from the media, to reduce the run-off to the inner-reefs of the Great Barrier Reef region.

"We are more aware now that we have to re-consider conventional fertiliser products and become more educated in the use of organic products such as the Reefsafes products," he said.

Mr James said the Reefsafes products had also secured markets in the region's Central Highlands where sorghum growers had been working well with the products for the past two summer seasons.

For Trial Data and Technical information consult the new websites www.reefsafe.com.au and www.guano.com.au and www.agrispon.com.au □



Sugar cane shoots from a plant fertilised with conventional fertilisers during the trials at Bundaberg.



Shoots from sugar cane being fertilised with guano

Great Barrier Reef Threat

THE Great Barrier Reef and its catchment are an integrated eco-system. Over the past 150 years, sediment and nutrient levels flowing into the Reef have quadrupled.

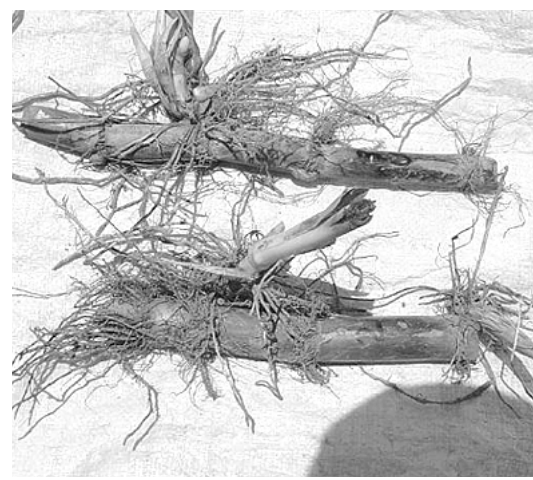
This has happened largely due to grazing and cropping expansion in the catchment and loss of native vegetation, wetlands and riparian areas.

At present, it is estimated that current sediment discharges into the Reef are around 14 million tonnes per year, which is much bigger than prior to European settlement (between 1-5 million tonnes per year). Current estimates suggest that around 43,000 tonnes of nitrogen (at least twice the pre-European level) and 7000 tonnes of phosphorus (at least three times the pre-European level) flow into the Great Barrier Reef every year.

Annual loads are increasing.

A Science Panel confirmed that there is a serious risk to the long-term future of at least the inshore reef area as a result of land-based pollution, and that action is necessary to avoid such damage.

If more effective action is not taken to reduce the sediment, nutrient and pesticide run-off, the present threat to the World Heritage Area and adjacent freshwater systems will worsen. □



Sugar cane shoots - the more vigorous shoot was treated with Reefsafes Agrispon, the other with conventional fertilisers.

An Australian family business that was founded over 20 years ago by Peter Stig (deceased) who was very well respected within the industry.

Now the business is owned/operated by his two sons Jason & Chris Stig. Jason is a qualified Greenkeeper and takes care of supplying products and helping with advice to customers, which include Golf Courses, Bowling Clubs and Sporting arenas to mention a few. Jason is also involved in new product research and development. Chris is a Mechanical Engineer who runs the Cylinder Grinding side of the business, which now includes the import and sale of Bernhard & Co (UK) Cylinder Grinding Machines which he believes will revolutionize the way we look at turf here in Australia.

On Agrispon (by Jason Stig)

My first introduction to Agrispon was when I conducted a soiltest on one of our customers Bowling Greens (Les Ruse of Wollongong RSL), I was astonished at the depth of his root system on his couch grass greens, when questioning Les about this, he replied “It’s got to be the Agrispon, it is the only thing different I have added to my program.”

PJC Sportsturf are a NSW based supplier to the Turf Industry.



Rob, Greg, Belinda, Jason, Sean, Rod & Chris

I was so impressed on leaving Les’ Bowling Club I rang Michael Finch of the Sydney Football Stadium who was having trouble with shallow root depth. Michael agreed to try Agrispon and has had tremendous results. These were the first two guys I know of using Agrispon on Turf. Since then, I have introduced many Superintendents, Curators and Greenkeepers to this wonderful product.



Takes on the Turf Industry & proves itself in grand style.

Sincocin® Organic nematicide and Agrispon® Liquid Soil Conditioner

As of September 29th Sincocin® has been granted an APVMA permit for use in turf (Permit number: PER6751) for the control of plant parasitic nematodes.

How Sincocin® Works

Sincocin® is a highly efficacious biostimulant that is applied to moist soil to control plant parasitic nematodes. Sincocin® is made of natural ingredients and consequently is safe to use on the environment.

Fatty acids are added to Sincocin® to help disperse the plant extracts present. These interfere with the ability of nematodes to locate host roots and subsequently they die.

Under the terms of the permit application should be carried out aiming to apply a maximum of two applications per season with a maximum of 10 applications per year. The rate of application is 2L/Ha.

How Agrispon® Works

Microbial activity is necessary to transform nitrogen, sulphur and phosphorus into more plant available forms. However, modern day agronomic practices can quite often lead to conditions that are highly detrimental to microbial activity. This in turn can limit nutrient availability and in turn restrict turf growth even if adequate fertiliser has been applied. Root building phosphorus is especially dependant on microbes for its release into the soil especially in high or low pH conditions.

In 1994 a trial was carried out to identify the benefits of using Agrispon on golf course turf. In all instances the use of Agrispon resulted in healthier more vigorous roots and leaves, with chlorophyll content and leaf greening being better for those areas treated with Agrispon than the control. Copies of this report are available upon request by emailing spencerjh@optusnet.com.au

The use of Agrispon in turf fertility programmes has lead to increased root density coupled with an increase in the efficiency of nutrients such as nitrogen and phosphorus.

The world renowned Sydney Football Stadium has made 4 applications of Agrispon at 1L/Ha since April in an attempt to improve the historically poor root growth. The results shown on the left (2nd photo up) speak for themselves!

Curator Mike Finch claimed that the improved root growth had resulted in the surface being much better able to cope with the rigours of over 70 games in a season and that the surface did not suffer from poor stability.



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LINDSAY RURAL
‘Your Complete Solutions Package’

LINDSAY RURAL
a division of
LINDSAY AUSTRALIA LIMITED
Expanding further into agricultural areas and products.

Lindsay Australia’s Rural Supplies division (Lindsay Rural) supplies around 750 farmers with an extensive range of agricultural products including fertilizers, chemicals, irrigation equipment and packaging.

Group expansion over the past couple of years has included the addition of stores in the major cropping areas of Mildura, Robinvale and more recently Renmark in SA, giving the group major exposure in the Horticultural areas of Qld, Vic and SA; now totaling 10 outlets with further expansion inevitable.

The company’s integrated end to end rural solutions package also provides these same customers with the synergistic benefits of utilising the vehicles delivering these farm



GETS SERIOUS ABOUT SPECIALITY PRODUCTS

Retailing the Guano Australia range of speciality products such as Guano Gold-Kwik Start, Agrispon, Sincocin and the Reefsaf Guano Gold range have proven extremely successful and profitable for farmers in far north Queensland according to Landmark spokesperson Mr. Lindsay Horniblow. Landmark has been marketing this range of speciality products from Guano Australia for a number of years now with results that have more than proven their agronomic benefits on banana, sugar cane, and a range of other horticultural crops across the Tully, Mareeba, Innisfail and Bowen region.

Two of Landmark's leading clients, banana growers Mr. Stuart Flegler and Mr. Frank Grant, both of Tully, have reported amazing results on their crops after using fertilizer products from the Guano Australia range. Applying Agrispon, Sincocin and Guano Gold-Kwik Start, respectively, have proven to result in quite a number of benefits not the least of which is the improved soil conditions. Agrispon and Sincocin, two liquid bio-stimulant products, are starting to prove themselves in the fertilizer market in far north Queensland with results surpassing

previous estimates and expectations. Lindsay Horniblow went on to confirm that "we have had considerable interest from sugarcane growers in relation to Guano blends, which is a combination we intend to promote if we can. Blending facilities and cost effectiveness are the only hurdles we need to address to make this a reality. As a result of these changing conditions and farm input practices, Landmark will become much more focused in this area in order to meet the varying needs of farmers with Speciality Fertilizer products such as Guano Gold-Kwik Start, Agrispon and Sincocin".



Bernard Bruggemann (Sales Argonomist) Lindsay Horniblow (Branch Manager) and Rod Trost (Merchandise Sales)



The distinctive 'Lindsay Bros.' Truck

inputs to transport fresh produce outputs direct to major east coast consumer markets via Lindsay Transport refrigerated fleet. Mr. Brendan Coan, Group Product Manager for Lindsay Rural, stated that for the past 2 years Lindsay Rural has assessed and trialed Guano Gold Fertilizer in a wide range of applications. At this point in time after 2 years of successful repeat sales orders the word from farmers is

"You get what you pay for out of Guano Gold in relation to the desired results relating to available P, Ca & Si !"

To back this up Mr. Coan confirmed that the large scale replicated Sugarcane trials that were conducted by Guano Australia with Crop Tech Laboratories in Bundaberg have proved very successful, and after all this time LINDSAY RURAL is now convinced the time is right to further promote

the Guano Australia Speciality range of products and will be looking forward to a strong sales growth period. "The range of products from Guano Australia including, Guano Gold, KMS, Sincocin and Agrispon", will have a very strong fit in the range of products and services on offer. It is products like these that assist in **differentiation** and being able to give our customers a complete package and solution to best meet their requirements".

CONTACT:
LINDSAY RURAL PTY.LTD.
 65 Verdant Siding Road
 Bundaberg QLD 4670
 Tel : (07) 4150 0500
 www.phrural.com.au
 or Your Nearest LINDSAY RURAL
 BRANCH ACROSS AUSTRALIA

Childers
(07) 4126 1900

Nambour
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Stanthorpe
(07) 4681 0066

Emerald
(07) 4987 5155

Mundubbera
(07) 4165 3033

North Bundaberg
(07) 4159 9999

Mildura
(03) 5024 7744

Robinvale
(03) 5026 4085

Renmark
(08) 8586 3000

Visible Results in Only 6 Weeks!



Stuart Flegler

My name is Stuart Flegler and I own and manage a 100ha banana farm beside the Tully River just outside Tully, Queensland. I have been farming for about 13 years.

After various soil tests it was discovered that a phosphorus correction was required to improve the soil conditions on my farm. Guano Gold-Kwik Start was recommended which I subsequently used. Visible results were seen about 6 weeks after application.

Further soil tests have shown immediate deficiency corrections. As a result of the marked improvement in my soils I will use this product in the future.

Stuart Flegler

TESTIMONIAL

Benefiting from Non-toxicity and Ease of Application

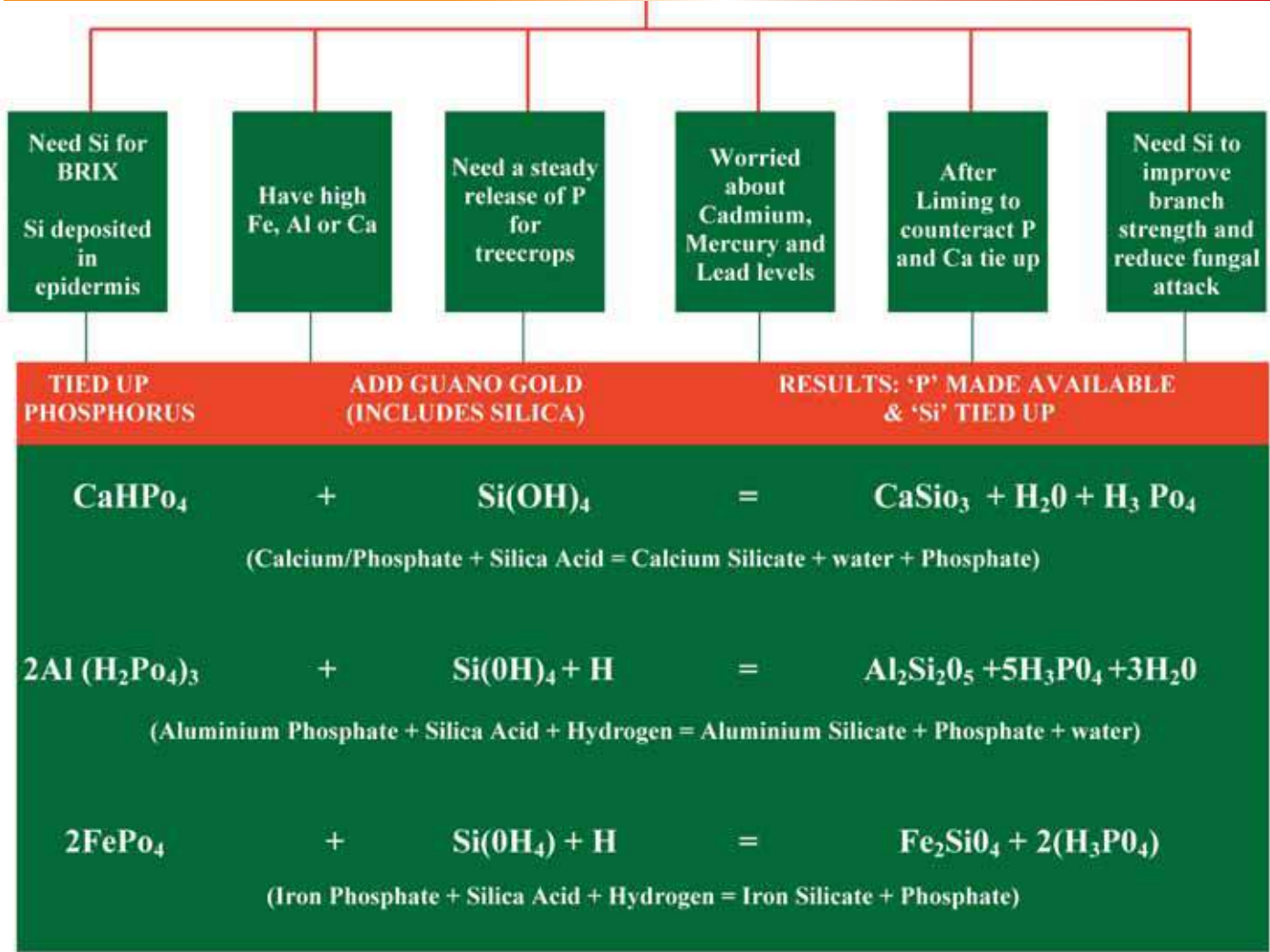


My name is Frank Grant and I have been banana farming for 30 years at Coffs Harbour and Tully. Six months ago I started using Agrispon and Sincocin on 55ha of bananas at 'Brick Creek Bananas' in Tully.

Three months after the initial application the change in general health and appearance of the plants was quite pronounced. I am so pleased with the performance of Agrispon and Sincocin that I have since used it for the second application. The benefits that come to mind are many but mainly the non-toxicity and ease of application. The products are also environmentally friendly.

Frank Grant

When Do I Need *Guano Gold* “Kwik Start”



GUANO GOLD -
ACID SOIL
STRAWBERRY
PRE PLANT WITH
SILICA & KMS



Acid soils have always required different management practices to reach their optimum potential. Low organic matter, low acid and low Cation Exchange (C.E.C) offer up real challenges in the management of phosphorus and potassium.

In sandy soils iron and aluminium are very active. When water soluble phosphorus fertilizers are added to these soils new compounds can be formed that “Tie up” the phosphorus. The young strawberry plants can’t use these compounds.

The problem with non-water soluble forms of phosphate fertilizer has always been to place this product at the billet or having to incorporate it through the soil profile.

So what is new about GUANO GOLD Acid Soil Strawberry Preplant? This Fertilizer contains three types of phosphorus as well as silica (Si (OH) 4). The role of the silica in the blend is to protect the water-soluble phosphorus. Silica does this

by binding with iron and aluminium and thus allowing the phosphorus to stay plant available for longer. The starter has a blend of water soluble, citric soluble and non-citric soluble phosphorus. This allows the phosphorus in GUANO GOLD Acid Soil Strawberry Preplant to “drip feed” into the crop over its whole growth cycle. Silica is also now classified as a beneficial element. Its function in the plant is related to cell thickening. Strawberries grown with silica have thicker skins, higher sugar levels and have higher “wilt points”.

Why Blend with KMS

“Yield and Quality”these are the two most critical factors that determine a strawberry crop’s profitability. Strawberries demand high levels of nutrients, particularly in the flowering-to-fruiting period. KMS helps supply needed nutrients throughout the growing season so superior crop quality can be achieved.

KMS is the fertilizer choice for profitable, perennial strawberry planting. When yields and quality are critical, growers rely on this naturally occurring source of three essential nutrients: POTASSIUM (20%), SULPHUR (16%) and MAGNESIUM (7%).

KMS Features and Benefits

A Balanced Diet
Effective strawberry fertilization programs must provide a continuous nutrient supply to carry this long-season crop through the demands of late-season fruiting. Quality strawberries require large amounts of potassium, but high K rates can restrict plant absorption of magnesium. Using KMS in a fertilization program will help maintain a proper balance between potassium and magnesium.

The Perfect Three Nutrient Combination For Superior Performance

Potassium, the quality nutrient, is a primary nutrient that helps build well-balanced root systems while increasing plants’ resistance to disease and drought. Petiole sap concentration results show that

strawberry plants assimilate more K during early development stages than at any other time.

Sulphur is vital for the synthesis of several important vitamins in plants. In fact, without S, proteins can’t be synthesised. S is an essential component of three amino acids; the building blocks of proteins.

Magnesium is essential for chlorophyll production, phosphorus absorption and stimulation of plant growth. The nutrient also increases plant strength and helps strawberries withstand stress caused by insects and spray damage.

Readily Available Nutrients
The magnesium in KMS, along with the sulphur and potassium, is in the highly available, water-soluble sulphate form, so the nutrients reach plant roots and go to work immediately. This is important, considering that most magnesium sources are not readily available.

Doesn’t Affect Soil pH
The optimum soil pH for strawberry production is 6.0 - 6.5. Strawberries will grow at a wider range of soil pH, however some micronutrients become less available as pH increases. KMS is a neutral salt and does not affect the soil pH, regardless of the amount applied.

Low Chloride
Because of KMS’ low chloride level, growers can apply it with confidence, particularly when using as a row or starter fertilizer. When high potassium rates are required, KMS provides this nutrient in a low-chloride form that works to enhance crop quality.

Strawberry plants require high levels of K, as well as Mg and S, to achieve yield and quality goals. KMS helps supply these essential nutrients in a balanced, water-soluble and low-chloride form.

If your strawberry plants require a boost in yield and quality, it may be time to consider adding KMS via a GUANO GOLD Acid Soil Strawberry Preplant. blend to your fertilizer program.

Analysis: P 4 K 13 S 10.5 Mg 4.5 Ca 10 Si 3.5



Landmark Backs Reefsafe Guano Gold Speciality Blends.

Listed below are several sample Speciality Custom Blends for Sugar Cane, Bananas, Capsicum/Horti and Broadacre crops.

Ultimately the blend mix will be determined by soil types and crop requirements; taking into account seasonal application requirements. Upon request individual Custom Blends can be made to suit each soil and market segment requirement. Adding Reefsafe Guano Gold as a base component in any of the following fertilizer blends will enhance crops and crop yields. Reefsafe Guano Gold contains available P, Ca and Si and is a trialled and proven product.

Refer to **www.reefsafe.com.au** for complete trial data.
For a blend of your choice contact

Guano Australia Pty Ltd on Tel 07 5445 5300 or Landmark as per below contact details.

SUGAR CANE BLENDS

| Description | Analysis | | | | | |
|---------------------------|----------|---|---|----|----|----|
| | N | P | K | S | Ca | Si |
| Acid Soil Starter | 11 | 6 | 0 | 11 | 15 | 5 |
| Acid Soil Starter High Ca | 8 | 6 | 0 | 0 | 24 | 5 |

TROPICAL BANANA BLENDS

| Description | Analysis | | | | | | | |
|------------------------|----------|-----|------|-----|----|-----|-----|----|
| | N | P | K | S | Mg | Ca | Si | Cl |
| Guano Gold High K No.1 | 8.3 | 3.2 | 25.3 | 4.1 | 0 | 7.8 | 2.7 | 15 |
| Guano Gold High K No.2 | 9.2 | 2.4 | 27.3 | 5 | 0 | 5.8 | 2 | 15 |

CAPSICUM HORTICULTURAL BLENDS

| Description | Analysis | | | | | |
|------------------------------|----------|-----|------|----|-----|----|
| | N | P | K | S | Ca | Si |
| Guano Gold / SOP / DAP / SOA | 10.4 | 8.3 | 10.3 | 11 | 5.8 | 2 |

BROADACRE BLENDS

| Description | Analysis | | | | | | | |
|--------------------------------|----------|------|-----|------|-----|------|-----|-----|
| | N | P | K | S | Mg | Ca | Zn | Fe |
| Guano Gold / Big Z / SOA / MAP | 4.3 | 13.3 | 5.1 | 3.1 | 0.2 | 12.9 | 2.3 | 0.4 |
| Guano Gold / Big Z / SOA / MOP | 11.2 | 5.2 | 5.5 | 11.8 | 0.1 | 7.9 | 1.2 | 0.2 |
| Madura Guano Gold / Starter Z | 5.2 | 15.5 | 0 | 1.1 | 0.3 | 14.4 | 1.2 | 0.5 |

Landmark
Lot 59432 Bruce Hwy
TULLY QLD
Phone: (07) 4068 3900

Landmark
Cnr. James & Basalt Sts
MAREEBA QLD
Phone: (07) 4092 3711

Landmark
Cnr. Bruce Hwy & Collinsville Rd
BOWEN QLD
Phone: (07) 4785 2068



Three essential nutrients

Potassium (K) 20% Sulphur (S) 16% Magnesium (Mg) 7%



100% Natural Fertilizer Features & Benefits

- A natural product free of chemical additives; environmentally friendly.
- The unique 3 in 1 combination helps maintain nutrient balance particularly where high analysis fertilizers don't replace magnesium and sulphur lost from soil each year.
- Particularly suited for horticultural crops and dairy pasture as either direct application or in blends to enhance the effectiveness of the other fertilizers and animal nutrition in the cases of dairy pastures where soil tests indicate deficiencies.
- Low magnesium levels means KMS is more suitable to a greater range of soil types across Australia.
- There is a strong antagonistic effect of Potassium on plant absorption of Magnesium; therefore it is important to maintain a proper balance between Magnesium and Potassium in soils and plants.
- KMS can readily replace traditional potassium based fertilizers such as MOP with the advantage of reduced chloride levels (50% vs 1.5%).
- Low Chloride levels helps prevent the build up of salts in soils; beneficial to potatoes and other Chloride sensitive crops.
- Suitable for blending with a range of other types of fertilizers such as Guano Gold-Kwik Start, AmSul, DAP, MAP, MOP, SOP & other related products.
- Available in 25kg Bags, 1MT Single Trip Bulka Bags and Bulk.
- Low in heavy metals (Cadmium, Mercury, Lead); meets Australian Standards.

KMS = Yield & Quality = Sustainability = VALUE = Profitability



Your fully soluble natural nutrient solution

Key Crops

PASTURES

Grass
Clover
Lucerne

BROADACRE

Cotton
Cereals
Corn
Sorghum
Rice
Sugarcane

TREE CROPS

Citrus
Nuts
Tropical
Stone
Pome Fruit

HORTICULTURE

GRAPES

Table
Wine

TUBERS

MELONS

BEANS

BRASSICAS

TOMATOES

FRUIT

VEGETABLES

PULSE/OIL BEARING SEEDS

Soybeans
Chickpea
Mungbeans
Peanuts
Sunflower
Canola

Potassium

- Required for synthesis of proteins and starch
- Activates enzymes to stimulate chemical plant processes
- Improves crop yields and quality and is essential for fruit formation

Sulphur

- Vital for protein and amino acid formation
- Promotes enzyme activation
- Important for high oil content crops

Magnesium

- Enhances Enzyme Formation
- Enhances phosphate absorption
- Essential for chlorophyll production and photosynthesis
- Key Nutrient in plant uptake of other nutrients alongside Silica



For a more detailed comprehensive report please refer to your nearest KMS dealer or check out the KMS websites: www.kmsfertilizer.com.au or www.kmsfertilizer.com



Guano Gold blends....

The majority of soils have the capacity to “fix” large amounts of phosphorus. Fixation occurs as a result of phosphorus being converted in the soil into chemical states that are less available to plants.

7 in one MEGA BLEND



With 7 Available Nutrients:

ARE 20% OF YOUR SOILS
GIVING YOU 80% OF YOUR
PROBLEMS?

Guano’s new range of blended fertilizers contain phosphorus in water and non-water soluble forms as well as Ammonium Sulphate and Silica. These unique blends are targeted at soils which are prone to phosphorus tie up.

CHECKLIST: DO I NEED THIS BLEND?

- Do I have elevated levels of Calcium, Manganese, Aluminium or Iron?
- Do my soils have rising levels of sodium?
- Do my soils have sulphur deficiency?
- Am I applying or have I applied lime, gypsum or dolomite?

If you answered yes to one or more of the above questions, then a custom blend containing silica and non water soluble phosphorus may be an agronomic option.

WHAT IS IN THE BLENDS?

The blends contain Potassium, Sulphur, Magnesium (KMS), Ammonium Sulphate (AmSul), Guano Gold &/or MAP or DAP in a blend of your choice.

1. Nitrogen
2. Phosphorus
3. Potassium
4. Sulphur
5. Calcium
6. Magnesium
7. Silica

Guano Gold/KMS/AmSul
Broadacre/Horticulture
Blend

5:6:5:10:14:2:0:0:0:5:0
Guano Gold/KMS/AmSul

WHAT IS THE BENEFIT?

Some soils are prone to phosphorus binding with other elements that then form compounds that are no longer plant-available. In these soils, using traditional water-soluble Phosphorus fertilizers can be inefficient. By blending phosphorus type fertilizers and adding silica these new blends drip feed ‘P’ into the soil system, the presence of silica protects the soluble ‘P’ by binding with Fe, Al, Mn or Ca and thus allows the ‘P’ to be plant available.

GUANO GOLD
P 12% + Ca 29% + Si 10%
“Kwik Start” natural & available

- ✓ Available Phosphorus & Calcium
- ✓ Phosphorus is 50% prompt and 50% sustained release
- ✓ Calcium to improve plant strength
- ✓ Silica reduces the leaching of potassium
- ✓ Silica and calcium improves plant stress tolerance
- ✓ Silica maintains phosphorus in a plant available form
- ✓ Silica reduces the ‘tie-up’ of phosphorus by aluminium and iron
- ✓ Safe for soil ecology and soil microbes
- ✓ Does not increase soil acidity
- ✓ Granulated for ease of blending

Complements conventional phosphorus fertilizers

- ✓ BFA Certified (309AI)

KMS
K 20% + S 16% + Mg 7%
Your Fully Soluble Nutrient Solution

- ✓ Natural Product
- ✓ Suitable for a broad cross section of crops and pasture.
- ✓ Low magnesium levels
- ✓ Low Chloride levels prevents the build up of salts in soils; beneficial to potatoes and other chloride sensitive crops
- ✓ Low in heavy metals (Cadmium, Mercury, Lead)
- ✓ Granulated
- ✓ BFA Certified (309AI)

AmSul
N 21% + S 24%
The Nitrogen Alternative
An Ammonium source of Nitrogen

- ✓ A choice of 1mm crystalline fines or Semi-granule
- ✓ Non volatile
- ✓ Less prone to Leaching
- ✓ Increased Nitrogen uptake
- ✓ Increased nutrient (P, Zn, etc) availability in high pH soils
- ✓ Reduced impact of soil pathogens on crops

CUSTOM BLENDS AVAILABLE ACROSS AUSTRALIA
For all your custom blend needs contact:

GUANO AUSTRALIA PTY. LTD.
4 Schwartz Street, Buderim, QLD, 4556 Telephone: 13004Guano or (07) 5445 5300
Email: john@guano.com.au
www.guano.com.au www.kmsfertilizer.com.au www.kmsfertilizer.com

SOIL MANAGEMENT SYSTEMS.
Level 2/22 William Street, Melbourne, VIC, 3000 Telephone: (03) 9629 3935
www.soilms.com.au

Neutralise “FIXED” Phosphorus

In winter some of the phosphorus can be “fixed” by aluminium, iron, calcium or manganese. When phosphorus is applied to these soils during winter the plants are not growing rapidly enough to take up the phosphorus before it is “fixed”. This phosphorus is not available to plants even when the soil dries out. Fertilizing these soils early, will ensure that the phosphorus is available to the Pasture/Crop for the maximum possible time before fixation begins to occur.

Customised Sustainable Blends For Pastures & Crops

Natural and Available Phosphorus, Calcium and Silica

Key benefits of Guano Gold:

- ✓ Naturally occurring and available phosphorus and calcium
- ✓ Phosphorus is 50% prompt and 50% sustained release
- ✓ Calcium to improve plant strength
- ✓ Silica reduces the leaching of potassium
- ✓ Silica and calcium improves plant stress tolerance
- ✓ Silica maintains phosphorus in a plant available form
- ✓ Silica reduces the “tie-up” of phosphorus by aluminium, iron and calcium
- ✓ Safe for soil ecology and soil microbes
- ✓ Good granulation for easy blending and spreading
- ✓ Complements conventional phosphorus fertilizers
- ✓ Analysis of 12% phosphorus, 29% calcium and 10% silica
- ✓ Certified input for organic production

Guano/KMS Blends

Combining Sustainability with Productivity

We can blend to your specific requirements using conventional and/or organic components. Blends are available in bulk and in one tonne bulka bags. For custom blends of your choice with Guano Gold - Kwik Start and any of the following: KMS, AmSul, DAP, MAP, MOP, SOP and/or trace elements suitable for Sugarcane, Bananas, Broadacre, etc.

KMS

Natural and Available Potassium, Sulphur and Magnesium

Key benefits of KMS

- ✓ K (potassium) and Mg (magnesium) balanced and together
- ✓ Soluble sulphate form with phased release characteristics
- ✓ Phased release of potassium and magnesium; reduced leaching
- ✓ Improved stress tolerance and water utilisation in the plant
- ✓ Naturally occurring mineral - Schoenite
- ✓ Certified for organic production
- ✓ Low in chloride and low in heavy metals
- ✓ Improved fruit colour, sugar, quality and firmness
- ✓ Improved leaf crop, strength, crispness and shelf life
- ✓ 20% potassium, 16% sulphur and 7% magnesium

**CSIRO Supports Silicon to lift yeilds
up to 10%**

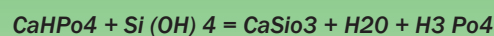
as published in Acres Australia p12 June Edition 2001

Mechanisms of Silica

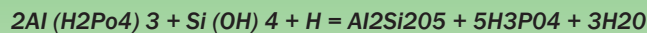
Silicon Fertilizers such as Guano Gold-Kwik Start increase the concentration of monosilica acids in the soil solution and their absorption on soluble phosphorus of calcium (CaHPo4), Aluminium [2Al(H2P04)] and Iron [2FePo4]. By this it means Silicon Fertilizers initiate the following processes.

1. transformation of slightly soluble phosphates into mobile forms, and
2. physical absorption of mobile phosphates by silicon-rich surfaces.

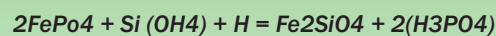
All facts suggest that Si rich materials can be used for reducing ‘P’ “TIE UP” and keep applied Phosphorus in plant available form.



Calcium/Phosphate + Silica Acid = CalciumSilicate + water + phosphate”



“Aluminium Phosphate + Silica Acid + Hydrogen = Aluminium Silicate + Phosphate + water”



Iron Phosphate + Silica acid + Hydrogen = Iron Silicate + phosphate

Silica & KMS

Silicon Fertilizers exhibit very good absorption properties. Owing to this, leaching of potassium from the soil surface horizon was reduced by the application of silica.

Therefore GUANO GOLD Kwik-Start blended with either KMS, MOP or SOP will allow for maximum availability of both P and K in soils that are high in Fe, Al or Ca.

The interaction of Silica allows the blend to work in both acid and slightly alkaline soils.

The Best Of Both Worlds

In the combination of Guano Gold (dicalcium phosphate) with conventional phosphorus fertilizers such as DAP or MAP. The combination is highly suitable for acid soils because it provides balance and sustainability with:

- ✓ Water soluble phosphorus for immediate availability
- ✓ Citrate insoluble phosphorus for prompt availability
- ✓ Citrate insoluble phosphorus for sustained release
- ✓ Nitrogen for a moderate boost to plant growth
- ✓ Calcium and silica to improve plant strength and stress tolerance
- ✓ Silica to allow the ongoing availability of phosphorus by minimising phosphorus ‘tie-up’



KISMET INTERNATIONAL PTY. LTD.

ABN: 31 078 696 367

For and on Behalf of

GUANO AUSTRALIA PTY. LTD.

ACN: 074 053 026

4 Schwartz Street, Buderim Queensland, 4556, Australia

Tel: (07) 5445 5300





Key Crops

- Pasture / Grass / Clover / Lucerne
- Sugar Cane
- Cotton
- Broadacre/Cereal Crops
- Tree Crops / Citrus / Nuts / Tropical / Stone / Grapes



0:0:20:16 Mg 7%

Features

- 3 Key Nutrients in one granule; Potassium, Sulphur and Magnesium
- Natural Product
- Lower Magnesium Level (7%)
- Low Chloride Level
- Can be blended with other fertilizer products
- Evenly granulated
- Low in heavy metals (Cadmium, Mercury, Lead)

Benefits

- Well balanced fertilizer suitable for crops and pastures.
- Can be used safely with confidence that it is free of chemical additives.
- Having one of the lowest magnesium levels makes KMS Fertilizer more suitable to a greater range of soil types across Australia which in turn will appeal to a broader market application.
- Helps prevent the build up of salts in soils; beneficial to potatoes, other chloride sensitive crops.
- Can provide prescription fertility blends to suit most crops and conditions for Guano Gold-Kwik Start, AmSul, DAP, MAP, MOP, SOP and other related products.
- Granular size is suitable for accurate spreading with most machines (always refer to operations manual for suitable calibrations.)
- Meets Australian Standards.

Advantages of KMS

KMS Fertilizer is a soluble and highly bioavailable form of Potassium, balanced with Magnesium to aid in chlorophyll production and Sulphur to assist in enzyme activation. As a result KMS is being recognised for the multitude of other advantages which flow on from this unique product makeup:

- Unique natural product with long term reserves
- KMS can readily replace traditional potassium based fertilizers such as MOP with the advantage of reduced chloride levels (50 vs 1.5%)
- KMS in organic farming allows for higher inclusion rates for K as opposed to SOP
- Product quality maintained through optimal turnover
- Ideal product for Specialised Custom Blending with Guano Gold-Kwik Start, AmSul,DAP, MAP, MOP, SOP and other related products
- BFA Certified (BFA - 309Al)
- Preferred nutrient ratios
- All nutrients are fully water soluble



Key Crops

- Pasture / Dairy/ Beef
- Sugar Cane
- Bananas
- Broadacre/Cereal Crops
- Fruit & Vegetable Crops
E.g. Watermelons, Mangoes, Avocados

Guano Gold
“Kwik Start”

0:12:0:0 Ca 29% Si 10%

Features

● Natural Organic Fertilizer

● Low in Heavy Metal Contamination

● 50% Citrate Soluble Phosphorus

● 50% Citrate Insoluble Phosphorus

● High in CEC

● High in Silica

● No Odour

● Granulated

● Suitable for Blending

● Excellent Grower Reports

● Organic Product

● High in Organic Carbon

Benefits

● Widely recognised and endorsed by Organic Organizations and growers

● Environmentally Friendly

● Rapid release for plant establishment and growth

● Residual phosphorus supply towards plants maturity

● Excellent for plant growth/soil enhancer/conditioner

● Important for flavour, colour, taste; assists to resist pest and disease, plant cell structure and untie “P”

● No objection to humans or attraction to dogs or cats

● Easy to spread

● Ability to blend to suit any growing requirements

● Assurance of yields if used appropriately

● Directly and indirectly adds organic matter. Improves water and nutrient holding capacities

● Important for soil structure

Why It Works

1. Available phosphorus - not tied up
2. 50-50 phosphorus split
3. Phosphorus not water soluble
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 levels
10. Acts as soil conditioner

Secondary Factors That Flow From Why It Works

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 and more flavoursome to eat

THE IMPORTANCE OF PHOSPHORUS

- Phosphorus is 50% prompt and 50% sustained release
- Safe for soil ecology and soil microbes

THE IMPORTANCE OF CALCIUM

- Improves plant strength
- Improves plant stress tolerance

THE IMPORTANCE OF SILICA

- Reduces the leaching of Potassium
- Improves plant stress tolerance
- Maintains phosphorus in a plant available form
- Reduces the “tie-up” of phosphorus by aluminium and iron
- Transformation of slightly soluble phosphates into mobile forms
- The physical absorption of mobile phosphates by silicon-rich surfaces

THE IMPORTANCE OF PHOSPHORUS, SILICA & CALCIUM COMBINED

- Does not increase soil acidity
- Complements conventional phosphorus fertilizers
- Certified input for organic production
- Analysis of 12% Phosphorus, 29% Calcium and 10% Silica



Key Crops

- Lucerne
- Sugar Cane
- Pastures
- Cotton
- Peanuts
- Fruit & Vegetable Crops
Eg. Corn, Potatoes, Pineapples
Citrus & Stone Fruits



0:6:10:8 Ca 14% Mg 3% Si 5%

Why Utilise a Guano Gold / KMS Blend?

This 50:50 blend creates a nutrient balance which is completely safe to both the soil and the soil life. Combined, Guano Gold and KMS provide the farmer with a premium, high quality organic fertilizer which can be applied to numerous crop types; is 100% water soluble; low in chlorides so crops benefit from the nutrients immediately without the risk of chloride damage; contains citric soluble phosphorus, soluble calcium, potassium, sulphur and magnesium and 10% plant available silica. Need to know more?.....Then read on!

Advantages of Guano Gold and KMS as a Fertilizer source

- Naturally Occurring Mineral
- Contains a unique 6-in-1 combination of Phosphorus, Potassium, Sulphur, Calcium, Silica and Magnesium
- Contains Citric and Non-citric soluble Phosphorus
- Safe to the soil ecology
- Essential Chloride free at 2.5% maximum Sulphate source of all three nutrients
- Neutral salt that does not change the soil pH at any application rate
- High CEC
- KMS/Guano Gold is classified as suitable for use in certified organic crop production
- Very economical when all six nutrients are needed
- Low salt index
- High in Organic Carbon

Guano Gold as a Silicon Fertilizer

Silicon Fertilizers such as Guano Gold-Kwik Start increase the concentration of Monosilica acids in the soil solution and their absorption on soluble phosphorus of Calcium [CaHPo4], Aluminium [2Al(H2Po4)] and Iron [2FePo4].

As a result Silicon Fertilizers initiate the following processes:

1. transformation of slightly soluble phosphates into mobile forms, and
2. physical absorption of mobile phosphates by silicon-rich surfaces.

All facts suggest that Si rich materials can be used for reducing ‘P’ “TIE UP” and keep applied Phosphorus in plant available form.



Silica & KMS

Silicon Fertilizers exhibit very good absorption properties. Owing to this, leaching of potassium from the soil surface horizon is reduced by the application of silica.

Therefore GUANO GOLD Kwik-Start blended with KMS will allow for maximum availability of both P and K in soils that are high in Fe, Al or Ca.

The interaction of Silica allows the blend to work in both acid and slightly alkaline soils.



Key Crops

- Pastures
- Turf
- Sugar Cane
- Cotton
- Broadacre/Cereal Crops
- Fruit/Vegetable & Citrus Crops.
Eg. Corn, Potatoes, Pineapples
Citrus & Stone Fruits



What is Agrispon?

Tested and proven world wide for more than a decade. Agrispon is a natural, easy-to-use and cost-efficient bio-stimulant 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.

Features

- Bio-stimulates
- Improves Crop yield
- Cost Effective
- Improves Soil Texture
- Natural Product
- Enhances Nitrogen and other Nutrient's Release
- Safe for the Applicator and the Environment

Benefits

- Stimulates beneficial processes in the soil that stimulate plant and root growth.
- Yields can increase significantly as can material, sugar or protein content, which are the standards of quality.
- Returns more than it costs.
- Improves soil aeration, water infiltration and percolation. This limits run off and soil erosion, adding to the sustainability of agriculture and horticulture.
- No chemical residue problems or withholding periods.
- Cost savings and fits into integrated plant and soil management.
- No withholding period and worker safe. Fits the clean and green concept that many primary producers are striving for.

How Agrispon Works

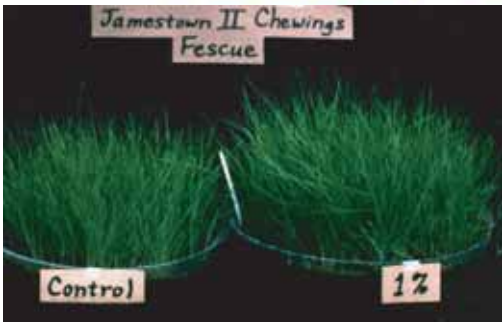
Microbial activity is necessary to transform nitrogen, sulphur and phosphorus into more plant available forms. However, modern day agronomic practices can quite often lead to conditions that are highly detrimental to microbial activity. This in turn can limit nutrient availability and in turn restrict turf growth even if adequate fertilizer has been applied. Root building phosphorus is especially dependent on microbes for its release into the soil especially in high or low pH conditions.

In 1994 a trial was carried out to identify the benefits of using Agrispon on golf course turf. In all instances the use of Agrispon resulted in healthier more vigorous roots and leaves, with chlorophyll content and leaf greening being better for those areas treated with Agrispon than the control. Copies of this report are available upon request by emailing spencerjh@optusnet.com.au

The use of Agrispon in turf fertility programmes has lead to increased root density coupled with an increase in the efficiency of nutrients such as nitrogen and phosphorus.

The world renowned Sydney Football Stadium, Brisbane's Suncorp Stadium and Melbourne's Kingston Heath Golf Course all apply Agrispon to their turf with outstanding results.

AGRISPON For Better Turf



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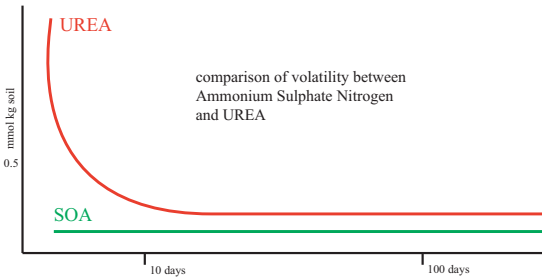


SOIL MANAGEMENT SYSTEMS

Ammonium Sulphate
the ‘Nitrogen Alternative’ 21%N + 24%S

- An Ammonium source of Nitrogen with the added benefits of Sulphate Sulphur! The ‘cost effective’ farmers product of choice.
- A choice of Imm crystalline fines or semi-granular (1-4mm)
 - Non Volatile
 - Less prone to Leaching
 - Increased Nitrogen uptake
 - Increased nutrient (P, Zn, etc) availability in high pH soils
 - Reduced impact of soil pathogens on crops

Ammonium Sulphate Non-volatile



Percentage of surface applied fertilizer Nitrogen lost by volatisation in the field. (source CSIRO Canberra)

| Form of Nitrogen | Autumn Application | | Winter Application | |
|---------------------|--------------------|---------------|--------------------|---------------|
| | After 4 weeks | After 7 Weeks | After 4 weeks | After 7 Weeks |
| Sulphate of Ammonia | 3.7 | 6.9 | 1.0 | 2.5 |
| UREA | 59.9 | 58.4 | 36.8 | 38.9 |

Being non-volatile in soils less than pH 8 1/2-9, according to CSIRO research. Amsul is perfect for post emergent applications. Amsul is less prone to

SULPHUR: ESSENTIAL FOR PLANT HEALTH & NUTRIENT UPTAKE.

leaching. Ammonium Nitrogen is a positively charged cation NH4+ and binds to the soil particle, lessening any leaching loss. This in turn leads to increased use efficiency as a Nitrogen source to the plant. As a general rule apply at 1 1/2 times the rate of normal UREA application for similar N based results.

This makes AmSul a cost-effective alternative!

Sulphur, Nitrogen & their ‘Synergy’

The need for Sulphur is closely related to the amount of Nitrogen available to crop plants. This close relationship should not be surprising, since both are constituents of proteins and are associated with Chlorophyll formation.

Response of Canola to both Nitrogen and Sulphur

| Rate of fertilizer kg/ha | | | | |
|--------------------------|---------|------------|-------|-----------|
| Nitrogen | Sulphur | Yield t/ha | Oil % | Protein % |
| 80 | 0 | 1.03 | 34.6 | 30.9 |
| 80 | 10 | 1.73 | 41.1 | 32.2 |
| 160 | 10 | 1.39 | 38.6 | 31.4 |
| 80 | 40 | 2.15 | 43.4 | 33.3 |
| 160 | 40 | 2.19 | 43.3 | 34.0 |

Nitrogen and Sulphur are further linked by the role of Sulphur in the activity of the enzyme Nitrate Reductase which is necessary for the conversion of Nitrate/Nitrogen to amino acids in plants.

Ammonium Sulphate for Pastures

The Product of Choice

Nitrogen 21, Sulphur 24,

Non-volatile, Less prone to leaching

A balance of Nitrogen and Sulphur is essential for healthy pastures and livestock. A Nitrogen to Sulphur ratio of less than 15:1 is required to maintain healthy pasture growth. Sulphur is also essential for stimulating nodulation on clover roots. Of greater significance is the N:S ratio in animal nutrition and it is widely accepted that ruminant animals require a N:S ratio of 10:1 or less for their healthy production. Because of the efficiencies and synergy of Ammonium N and Sulphur, less units of N are required, by applying AmSul compared to Urea, thereby saving costs.

Contact Us For Your Local Agent

Telephone: (08) 8659 0000 Facsimile: (08) 8659 0021 Brenton: 0428 810 088 Email: sms@soilms.com.au Website: www.soilms.com.au

"Honey from the Rock"



"Balanced Nutrition"

for all your soil and plant nutrition needs.

AmSul blended with Single Super-Phosphate should be top dressed after first Autumn rain to stimulate pasture growth before the onset of Winter. A Spring application would then further stimulate growth. As a guide apply 100-300 kg/ha or 1.5 times the normal Urea application ratio. Dairy pastures which traditionally may have a pre-Winter and late-Winter application with UREA will find a single application of AmSul in late Autumn, gives a significantly better result. Spring application will then promote a bulk of pasture into Summer.

Ammonium Sulphate for Crop Production

Effective management of Nitrogen is seen by many as the most limiting factor to crop production in Australia. Nitrogen plays an important role in the production of Protein, Nucleic Acid and Chlorophyll. Nitrogen is seen by farmers to affect both crop yield and grain protein. When selecting amount and type of Nitrogen fertiliser best management practices:-

- ❑ Setting of realistic yield goals for production and protein, undertaking gross margin analysis
- ❑ Previous production history in regards to production and nutrition management.
- ❑ Risk of nutrient leaching, run off and erosion and susceptibility to losses of different types of nutrients.
- ❑ Soil pH and its effect on nutrient availability and toxicity
- ❑ Soil and plant nutrient status through the use of available technology such as soil audits and tissue analysis.
- ❑ Ammonium sources of Nitrogen can offer farmers some distinct advantages when used in the correct environment.

Rapid Increase In Pasture Growth

Hoogies of Yarra Glen have been serving the Yarra Valley agricultural industry for over 6 years. Our main focus has been on viticulture, but more recently pasture improvement.

Tanya Cowley said “a visit from John Jashar introduced us to Guano Gold when we first got into agriculture. With increasing interest in organic farming, Guano Gold has been a good option as it is certified organic. Our vineyard customers showed specific interest in the silica content for berry health/strength. A vineyard customer noted the rapid increase in pasture growth within the covercrop of the vineyard it was applied to, compared to grass on the other side of a paddock fence.”



“LOOKING TO THE FUTURE”



John Gosper and Colin Barnes

“It was a good day when I was introduced to Guano Gold by my progressive local dealer-Norco. Colin Barnes suggested I try it. I have been using it for two years now and I am pleased with the trees yield and general health. The fact that it is organic is a plus in the general trend to use more environmentally friendly products.

“One cannot live in the past!”

New products are available to replace products like ‘Super’ and ‘Triple Super’ that I can use in a long term approach to look after the soil.”

John Gosper, Surprise Farms,
Northern Rivers Gismore, NSW

BFA PRESS RELEASE: For immediate release Tuesday, November 15, 2005

Healthy Soils Healthier Habits

The Healthy Soils for Sustainable Farms Program, launched by Minister McGauran recently, is very welcome but is neglecting a key component of farm productivity, according to Biological Farmers of Australia CEO, Paul Dargusch.

Mr Dargusch said that conventional fertilizers and pesticides are used to boost farm productivity, but some habits, such as over fertilizing, can have an impact on soil health.

“The issues of salinity, sodicity and acidification have been identified through numerous scientific sources, and in part these are caused by bad habits when it comes to fertilizer and pesticide used,” Mr Dargusch said.

“Growers need to be undertaking regular soil and leaf tissue tests, and considering using more biological fertilizers and pesticides, to ensure that the physical, chemical and biological components of the soil are brought into balance, therefore making them healthier.

“The Healthy Soils for Sustainable Farms Program has neglected to take into account the importance of applying a balanced nutrient regime.”



The Program aims to build the health of Australian farming soils and the Australian Government is committing more than \$5 million over four years through the National Heritage Trust.

The communication from Minister McGauran’s office indicates that the program outcomes will include ‘practices like crop rotations, nitrogen-fixing crops, raised-bed farming, remote sensing and radiometrics.’

“It is great to see the government committing funding to such an important issue as the health of our farming soils, but I hope we will see some of the funding allocated to projects that examine fertilizer and pesticide use,” Mr Dargusch said.

“The BFA will be watching the development of the Program through our newly formed bionutrients sub committee that is focused on soil health and the use of biological nutrition products.”

Guano Gold introduced by Colin Barnes of Norco



Ken Bryant

The Byant family operate a 260 cow dairy on 150 irrigated acres of improved Kikuyu, Setaria oversown with clovers, chickory and plantain. This is supplemented with forage sorghum and corn silage.

Ken outlined how he was introduced to Guano Gold by Colin Barnes of Norco.

“I use it in a 50/50 mix with single super at 250 kg per ha as required. This helps with the price of Guano. I feel that the extra response from clovers has been great in general pasture and I now use it across the whole farm.”

TESTIMONIAL by Ken Bryant

GUANO GOLD A WINNER IN LIGHT SANDY SOILS

The use of Guano Gold fertilizer either alone or in a fertilizer blend is likely to work very efficiently in light sandy soils, which are generally nutrient deficient.

Sandy soils have both low organic matter and cation exchange capacity. This combined with low pH creates a soil environment that best suits the Silica and non-water soluble Phosphorus compounds in Guano Gold. There are several reasons for this. Firstly, Guano Gold has low levels of water solubility so that it will not readily be leached away from plant roots between the large soil particles that sandy soils consist of. Secondly, as Guano Gold contains Silica as well as Phosphorus and Calcium, the Silica binds with Aluminium and Iron to form a new compound. This new compound ties up the Iron and Aluminium allowing the Phosphorus to stay available longer for quick and efficient utilization for plant growth. Being low in organic matter further exposes Sandy soils to leaching and makes the use of Guano Gold alone or in a blend more efficient than water-soluble alone based fertilizers.

Soil tests taken on the South Australian vineyard “Cape Jaffa” described the soils as Sandy Loams where problems had been experienced in building and holding soil nutrient levels. As a result plant yields and quality was suffering until a Guano Gold blend was applied to the soils several years ago. With an improved productivity the management of Cape Jaffa intend to use Guano Gold well into the future to maintain those improvements.

Similarly Michael Schulz has a combination of sandy and clay loam soil on his dairy enterprise at Timboon. Michael has also chosen to use Guano Gold blends on his pastures over a number of years, and reports significant improvements as a result of using Guano Gold in blends. These improvements have elevated his soil fertility levels both on the lighter sandy soils as well as those of the clay loam soil type areas, and Michael intends to continue to use Guano Gold and will be reducing application rates in line with that elevated soil phosphorus level.

On the fine sandy soils of Kentish & Sons Pty. Ltd of Mount Gambier Guano Gold blends have been used with great results at their potato growing enterprise. Both the yield of the potatoes and their quality have been high and the owners also intend using Guano Gold blends that maintain this advantage into the future.

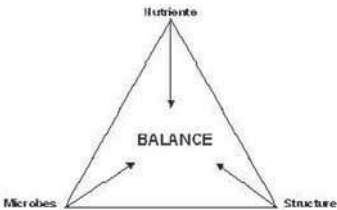


SAVING OUR SOIL!

While the list of 'ills' in agriculture seems to grow almost daily (salinity and sodicity are on the increase, soil structure decline is rampant, biodiversity is threatened, soil and nutrients wash down to pollute rivers, even the climate seems to be affected), the question remains: "Is there anything left to be done, or have we left it all too late? One man who has devoted himself to finding solutions to these kinds of problems is Ted Mikhail - founder and Managing Director of SWEP Laboratories. Now after more than 40 years, Ted's research continues to ensure that the light at the end of the tunnel continues to shine brightly. Still based on his concept of 'Balance' and a belief that soil is the foundation of everything in agriculture, he has now extended the analytical 'reach' of SWEP laboratories into the 'final frontier' of agricultural management - soil biology.

Ted's vision is that three functional components of soil contribute strongly to sustainable agriculture - Cation balance (as they influence the physical nature of the soil), balanced plant nutrition and soil biology. Each of these components needs to be managed in a balanced way and then balanced with each other if true sustainability is to be achieved.

"I believe in treating the soil as a living system," Ted says. "The health of this system has similar requirements to those of healthy people. For example, it is important to have good strong bones and for this you need Calcium, Magnesium, Sodium and Phosphorus - in the right proportions. In a similar way, strong, healthy soil needs Calcium, Magnesium, Sodium, Potassium and Hydrogen - in the right proportions."



Similarly with plant nutrition (in contrast to the usual system of using the soil as a nutrient sponge for plants - filling it up to 'Luxury' levels with a few major elements, squeezing it dry and filling it up again), Ted has developed a system of balanced plant nutrition that adjusts the levels of all essential nutrients in the soil to a point where they are sufficient to provide the needs of a specific Land Use through the period of its growing season. This system has proved successful in maintaining high levels of productivity without the need to maintain luxury levels of soil fertility.

It is also important to understand why the Mikhail System places such an emphasis on achieving BOTH cation and nutrient balance in the soil. "Without a good skeleton, a man or woman cannot grow strong muscles. But they need more than just strong bones; they also require carbohydrates, protein and fat - in the right proportions. So too with plants, the main nutrients are N, P, K - in the right proportions!

"But healthy people need more than just 'Carbs', Protein and Fat - they also require certain amounts of minerals and vitamins. Plants are no different and they need the right balance of Trace Elements for good productivity."

The validity of Ted's vision has been confirmed several times over the years, with the successes achieved through application of his soil balance and plant nutrition principles. Now it has been confirmed yet again with results from recent research showing that soils balanced according to the Mikhail System show a consistent and predictable balance in proportions of certain key indicator groups of soil organisms.

Again, Ted likens this to the situation with other living organisms - including people. "Healthy people do not live in sterile bubbles", he says. "We all need the right balance of 'good bacteria' in our digestive systems and on our skin to help us make the most of available nourishment and help ward off infection. I have always believed that the same would be true in soil and now our research has proved it."

One particular breakthrough from the SWEP research has been in establishing a link between the active populations of the five indicator groups of micro-organisms (Fungi, Yeast, Photosynthetic Bacteria, Lactic acid Bacteria and Actinomycetes) in well-balanced soils and the Adjusted Cation Exchange Capacity.

This is important, because while other soil biology tests are available, none has ever been able to accurately relate their results to basic soil functions and develop meaningful corrective recommendations. But as a result of its proprietary research into this field, SWEP now offers the first truly complete diagnostic service for those interested in genuinely sustainable, high quality production.

Ted Mikhail has long contended that the key to sustainable soil management lies in 'Balancing' each of the three main soil components - Chemistry (nutrients), Physics (cations) and Biology. This approach has come to be known as the "Mikhail System" and is now proving to be one of the most successful and reliable production support systems available.

The new Complete Soil Balance Report includes 33 laboratory tests and 17 calculated results in three sections, covering Plant Nutrition, Soil Cations and Soil Biology. The tests also include both Total Phosphorus and Total Nitrogen as standard inclusions (optional inclusions with the Standard Soil Analysis). The introductory price for the Complete Soil Balance Analysis is \$350 per sample (plus GST). This makes the new service significantly cheaper than other 'biology-only' tests presently available - while providing much, much more! The price for our Standard Soil Balance Analysis remains at \$100 per sample (plus GST).

**If you have any questions about soil balance or would like a free soil kit, call SWEP on (03) 9701 6007.*



E.H. (Ted) Mikhail MSc, BSc Agri, Dip Land Recl. & Improv., Dip Agric Ext. MAIAST, MRACI. Founder and Managing Director of SWEP Laboratories.

In 1980 he established SWEP Analytical Laboratories in order to better serve the agricultural community by applying his principles in soil, plant and animal relationships to achieve the highest quality in life through our soil. He was then also able to extend his research to soils from around the world. In 1986, this all came together into what we now call "The Mikhail System".

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- > You get results in no more than 5 working days from the date we receive the samples (less for some tests and urgent samples).
- > Our work is based **exclusively** on research on **Australian Soils**.
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Steve Cuddihy, Vine Grower, Baldivis.

Woody Pear Wines is a small organic vineyard run as a family business by Steve, Anne and Michael Cuddihy. It is located in Baldivis W.A., about a half hour drive south of Perth.

The vines were planted on virgin Tuart soils that were lacking in most of the major nutrients and trace elements. The soil was acidic with a pH of 5.3.

We planted cabernet sauvignon, verdelho and chardonnay with a customised compost mixed with Guano Gold and applied substantial quantities of mulch for weed control and water retention. Crushed lime-

stone was added to improve the acidity.

We are pleased with the development and the health of our organically certified vines and plan to apply more Guano and compost to the area between the vine rows. This will be utilised for healthy cover crops of clovers and rye grass that will be slashed for green manure.

Australian Government signs off on a National Water Initiative Intergovernmental Agreement

Article supplied by
The National Water Commission
February 2006

At a landmark meeting in 2004, most state and territory governments and the Australian government signed off on a National Water Initiative (NWI) Intergovernmental Agreement that became the blueprint for changing the way Australia manages its water. In March 2005 the Australian Government created the National Water Commission, an independent authority, to drive this reform of water management.

The Commission advises the Prime Minister and state and territory governments on national water issues and also administers two key programmes under the \$2 billion Australian Government Water Fund.

As part of its role the Commission works closely with state and territory governments to help them to meet actions and commitments under the NWI. The NWI is aimed at expanding water markets for greater permanent trade in water, promoting more flexible and profitable water use, improving planning and accounting and improving the way water is allocated, used and managed for

environmental outcomes. Many of the objectives of the NWI are relevant for farmers, irrigators and those living in rural Australia. The irrigation sector is one group that the Commission is working closely with to inform them of how the NWI might impact on them and also how they can assist in the national water reform process.

Water reform, as outlined in the NWI, is important to ensure we manage our water resources better so that we are able to deal with the challenges of drought, climate change, seasonal variability, river health, salinity, water pricing and over allocated water systems. With the guidance of the Commission, these issues, and many others, can be addressed holistically.

Supporting this blueprint for reform, the Australian Government has invested \$2 billion through the Australian Government Water Fund (AGWF) to improve water infrastructure and the management and understanding of Australia's water resources. This is done through three

programmes, two of which are managed by the Commission — Water Smart Australia and Raising National Water Standards. The Commission is continuing to work with the irrigation sector to engage irrigators in the Water Smart Australia programme. A third programme, Community Water Grants, is administered jointly by the Australian Government Department of Environment and Heritage, and the Department of Agriculture Fisheries and Forestry.

Productively managing our water resources — through effective collaboration across governments and investment in improved water management practices — is essential to our continued economic growth and regional development and is one of the greatest conservation challenges facing Australia.

The National Water Commission will continue to work with governments, industry and communities to meet this challenge. Further information on the Commission is available from www.nwc.gov.au

TESTIMONIAL



A sure way to save water.

"Since using Agrispon on my greens the average depth of the root system has increased from 15mm to 55mm. Due to this improvement my water usage has decreased by 25%."

Nathan Elder.
Superintendent
Wakehurst Golf Club, NSW

A small batch of Verdelho and Chardonnay has been produced from the recent vintage and we are delighted with the results from such young vines.

We believe our decision to go organic and the subsequent soil management programme has been vindicated.

Steve Cuddihy - Woody Pear Wines



ROOTS GROW AT LEAST TWICE AS LONG

I was having a lot of problems with my Number 2 Green. It is a Tifdwarf and had a lot of Spring Dead Spot. After renovation it would not come back and suffered severely during hot dry weather. I took some plugs and noticed very little root growth. It was suggested to me that I try Agrispon. After two applications I noticed a vast improvement in the green. I took further plugs and observed that the roots were at least twice as long and much denser. I have been very impressed with the product and continue to use it, particularly after renovation.

Steve Pescud
West Deakin
Hellenic Bowling Club

Robert Leonard Flies The Flag For Guano Australia

Servicing customers across the length and breadth of Australia has presented no problems for Guano Australia especially in the Ord River, Kununurra region of Australia where sustainable crops include pumpkins, watermelons, chickpeas and sorghum seed.

Living and working within this region Guano Australia is extremely fortunate to have on board a highly experienced, talented young man, Robert Leonard who not only is an exceptional Agronomist but in his spare time (a term used loosely I must add) is a skilled pilot running his own aircraft business.

As recent as July 2005 Robert flew Richard Jackson, Agronomist undertaking consultancy work for Guano Australia, to Gunnedah and Tamba Springs in NSW, putting a new meaning to the old catch phrase “Those magnificent men in their flying machines”.

Whilst Robert is aptly qualified with a Bachelor of Business (Agricultural Commerce) obtained from the University of Sydney, NSW and an Associate Diploma in Farm Management, obtained from Orange Agricultural College, it



Robert Leonard taking off in his “flying machine”

is his wide and varied work history which establishes him as a highly proficient Agronomist.

Roberts interest in organic farming and the use of organic products such as Guano Gold-Kwik Start has encouraged the development of sustainable farming in the Ord River, Kununurra region.

Robert’s humble beginnings working on his family 5000 head feedlot, 900 ha mixed farm began in 1974 which provided him with an outstanding start in the agricultural industry; setting the foundations for a very bright and promising career. Highlights in Robert’s career include:

1975 to 1976
Jackaroo at “Neyliona” Colleambally, NSW;

1979
Returned to manage the family farm;

1980 to 1981
Branch Accountant for Dalgety Winchcombe providing data in an acceptable form for the early computer systems;

Personal Profile



Robert Leonard Pilot for Guano Australia

1981 to 1983
Foreman on a large cotton farm at Wee Waa, NSW;

1983 to 1987
Managed two properties, “Wirrigai” and “Nundah”, at Narromine, NSW, growing crops for Edgells, Pacific and Pioneer Seeds under low pressure centre pivots and flood irrigation. Obtained Australian record Triticale crop. Extensively used trash planting and experimented with double summer cropping growing sweet corn and then maize in the one summer;

1987 to 1996
Self employed, contract farming, sharefarming, tomato harvester driver and aircraft charter. Applied Trichogramma by ultralight aircraft to organic cotton which was written up by the World Bank;

1996 to early 2002
Manager ORDCO Agriculture at Kununurra involving marketing, seed cleaning, Bt cotton growing, gin operation, fertilizer mixing, purchasing of agricultural products both local and overseas and budgeting advice to farmers. During this period Robert furthered his interests in organic farming and encouraged the use of organic products such as Guano Gold-Kwik Start. Robert soon recognized that as Guano Gold contained specific benefits such as available phosphorus, calcium and silica, the product had huge potential to deliver the desired organic results to the large melon and pumpkin growers in the region;

Early 2002
Moved back to Dubbo to develop aircraft business and sharefarming, whilst continuing his role as ambassador for Guano Australia.

GUANO AUSTRALIA SUPPORTS REGIONAL TRADE FAIRS

Each year Guano Australia attends a number of agricultural trade fairs throughout Australia in an effort to meet farmers face to face and attempt to resolve some of the issues currently affecting their farms/crops. In 2005 John Jashar attended three trade fairs: the annual BSES (Sugar Cane Field Days) in MacKay, Queensland; the Tully Banana Field Days in Tully, Queensland and the National Potato Conference held in Gippsland, Victoria.

Trade fairs give all involved an excellent opportunity to see what is new, hear about the latest developments, network with colleagues and farmers alike and obtain more of a national perspective on farming methods and the issues that impinge on effective farm management.

Guano Australia provided the National Potato Conference with Trade Sponsorship Support and was one of only 26 trade exhibitors. The conference ran from 19th September to 21st September 2005 with conference themes revolving around tomorrow’s trends, promoting product, organised management, technical issues and effective water use. Guano Australia and its Agronomy team was also represented by local Gippsland Guano Gold distributors Peter and Yvonne Abel of EPC Pty. Ltd. who provided physical assistance in running the company sponsored stall. Targeting the potato industry Guano Australia ensured that interested farmers were given the opportunity to obtain detailed information pertaining to the spud industry in which the Agronomic benefits of Guano Gold and specialised custom blends are playing a very important role.



From left to right John Kismet Jashar, Yvonne Abel and Peter Abel in front of the Guano Australia Display at the 2005 National Potato Conference.

Having a strong presence at the conference ensured growers and company representatives were in a position to obtain detailed information about the full range of Guano Australia speciality products. Opportunities also arose to discuss with the Guano Australia representatives particular farming issues that were of major concern to the farmer and be in a position to speak at length with one of our experts.

All in all the value of attending trade fairs far out way the monitory outlays of attending. Great personal satisfaction is gained when you see farmers and colleagues leave the stall happy knowing their particular issues have been addressed.

Guano Australia will continue to support regional trade fairs by attending as many as is physically possible, but in so saying we wish to acknowledge that sometimes time is a constraint and if our attendance is not possible, it is not because we think it inappropriate to attend, to the contrary. Unfortunately (or fortunately depending which way you look at it) there is only one John Jashar.

MATTA NETA ORGANICS

TESTIMONIAL by Tony Walker

We grew olives on Kangaroo Island using plants purchased from Olives Australia. Prior to planting we used a comprehensive soil analysis through Australian Perry Agricultural Laboratories, which provides reports based on the Albrecht model. A deficiency in phosphorus was indicated, along with elevated magnesium. Guano Gold-Kwik Start was chosen as the 'P' source provides an almost immediate supply of Phosphorus ('P'), has no burning effect on roots so can be added to the planting hole, has good Calcium levels (29%) and has 10% Silica available. In addition Guano Gold is very easy to apply and no particular precautions need to be undertaken when applying it. The product was applied at planting, directly into the planting hole. Some had previously been added to the planting rows and cultivated in. We have also used Guano Gold-Kwik Start on other olive plantings we undertook as contractors for clients. The ease of application, good response of trees to the product, reliable analysis and sound environmental outcomes have made this product the 'P' source of choice.

In differing soil conditions, it is easy to provide the required amendments of 'P' and

'Ca' by using Guano Gold-Kwik Start. We also did some cost comparisons against 'P' delivered to the plant, and we are satisfied that we get more available P for the dollar by using this product.



Chris Ridout inspecting the crop.

GUANO GOLD-DRY LICK FOR CATTLE



MCGREGOR AG SERVICES in Bingara's storeman

MCGREGOR AG SERVICES at Bingara has been busy over the past 12 months formulating and manufacturing basic loose dry licks for cattle and sheep.

From the Bingara branch, the product is shipped to Warialda, Bundarra, Moree, Glen Innes, Coolatai, Barraba and Manilla.

The science behind dry lick is simple, according to former, McGregor Ag Services consultant, agronomist and Dry Lick formulator Rob Drewitt. "We wanted to find the easiest cheapest and safest way to supply phosphorus and urea to cattle," Mr Drewitt said.

The lick is based around granulated Di calcium, phosphate (Guano Gold 12;29), zeolite, bentonite and dolomite, urea, salt and feedlot minerals. Mr Drewitt said an adequate intake for cattle would be about 150- to 200 grams/day. He said knowing the lick may become wet, he adds clays such as bentonite and zeolite to the mix.

"These help absorb dissolved urea, reducing the risk to cattle from urea poisoning," Mr Drewitt said. "By using Madura Guano Gold - Kwik Start, the 29 percent calcium in the product allows us to remove lime stone from the mix, this combined with the use of granulated bentonites reduces the fines in the blend and therefore reduces packing."

"The mix is varied for different soil types and pasture conditions, with yellow sulphur, dolomite (grass tetney) and cottonseed meal being adjusted to suit each client's needs." "For ease of use it is packaged into 15kg bags that equal about 100 cow days each," Mr Drewitt said.

BUY NOW AND PAY LATER

Testimonial by Chris Ridout

I have been using Guano Gold for over 13 years. It seems to work well in all soil types. I like the product because it is all-available to the plant. It also has no sulphuric acid in the product,

which over time, I believe is bad for the soil and soil microbes, being one of the most important workers in our soils.

The product is imported by KISMET INTERNATIONAL PTY.LTD. and is marketed out of Elders, who provide a 30 day credit facility, which allows you to buy now and pay later.

'The Guano Gold was good to use and handle and there were no problems/blockages with the air seeder.'

What I also like about the product is there is no sulphuric acid and it was easy on the machinery.

Dealing with Guano and Kismet has been only the one phone call and all has been taken care of by their team. They can give all information from soil samples, plant tissue, the Agronomist if wanted. I have been pleased with the results from using the products. The year



Chris Ridout and daughter Courtney checking the grain crop.

most of Western Australia had very good rain fall, where we farm 60km on the east side of Narembreen we had only 225mm of rain for the year. The season started off well with 75mm in May and good rain in early June. Come late June to early August we had very little rain to the point possibly two more weeks of dry and we may not have harvested much at all. Along with the dry July and August, there were many frosts, but fortunately we weren't affected. In mid August some rain and another late rain in September which gave us the crops we harvested.



Overall the district had mixed results, from badly affected with frost, to 2.3 tonne per hectare.

TESTIMONIAL



John,

We have been using Agrispon monthly at 1.0 lts per ha for root development and I have found that the roots have maintained length during the football season.

We applied a fertiliser mix of Guano earlier in the year and received some good results from the application.

We have not used the Guano on a regular basis as I have a complex fertiliser program in operation and I did not want to include another product.

In all I have found that the Agrispon has assisted in conjunction with our other

fertilisers to maintain root length and I will be using it again next year as part of our maintenance program.

John-

You are permitted to use those photos

Regards
Peter Cronin
Grounds Manager
SUNCORP STADIUM

'Suncorp Stadium' is a venue of the Major Sports Facilities Authority managed by Ogden IFC (Brisbane) Pty Ltd.



Inspecting the grounds are Mr Peter Cronin, Robert Drewitt, Richard Jackson and John Kismet Jashar.

TESTIMONIAL



Mark Quayle of GroTech Services, Buderim. QLD

Mark Quayle of GroTech Services, has been working with Shane Biddle, of the University of Queensland, in monitoring penetrometer readings on nine sportsfields at the University.

Penetrometer readings were taken before and after soil amendments and treatments were carried out. The object of taking before and after penetrometer readings was to put a measureable value on actual physical changes in the soil, and the benefits (or otherwise) of the practices being employed.

Each field has been subject to a range of soil amendments and treatments over the last three months of 2005. Penetrometer readings at 300 psi were taken before treatments were commenced, and then again 2-3 months later after treatments had been completed.

The improvement in achievable depth at 300 psi was 45.5% or 28.4mm - a significant improvement. Further monitoring will take place during 2006.



TESTIMONIAL



Aussie Stadium is one of the most highly utilized rectangular sporting venues in Australia. Our hirers include the Australian Rugby Union (ARU), National Rugby League (NRL) and the Football Federation of Australia (FFA).

On average, the playing surface will endure approximately 90 games, 70 training sessions, 45 events and other various activities including film shoots and major outdoor concerts.

I have been using Agrispon for the past 2 years as part of our turf management program. The product is utilized every 2nd month and applied through a high volume spraying tank. The product once applied is lightly watered into the top profile (5min).



Sample clump of turf from the Sydney Football Stadium demonstrating the healthy root system

We are very pleased with the results that we have achieved over the past 2 years. Our root system is bigger, stronger and healthier which is creating a more stable playing surface throughout the year. This in turn is creating more resistance to nematode attack.

We will continue to use Agrispon every 2nd month and would highly recommend this product to all turf growers.

Michael Finch
Aussie Stadium Curator

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