

Precision SoilTech

2013 Harvest Newsletter

We trust that the steady flow of September rain has set you up nicely for a big harvest. With big crops comes a higher amount of nutrient removal and faster rate of soil acidification. This increases the importance of soil sampling to understand the nutrient and pH status of your soil profile.

You can ensure next years crop reaches the potential of the season by sampling with Precision SoilTech.

We would like to take this opportunity to explain some exciting new developments in the services SoilTech offers you this season, plus we share some of our recent experiences across the state.

Read on to ensure you get the most out of your soil sampling this year.

Things to remember from this newsletter:

- **Introducing Wes Lefroy** – SoilTech's new Research Officer
- **FREE Aglime limesand offer** - Free Aglime when you sample with SoilTech
- **FREE independent soil test interpretation** – complimentary Equii soil data mapping service
- **A better way to view your soil pH data** – improved soil pH reports and maps
- **NEW Soil Acidity Management Plans** – monitor your soil pH change and target lime applications
- **Spring field day wrap-up** – interesting grower group research from around the state
- **Non-recommending sample analysis** – \$40/sample; includes N, P, K, S, OC, EC, pH_{Ca} and PBI
- **Want extra test on subsurface samples?** – get any combination of tests you want
- **Soil acidity risk maps for WA** – DAFWA and SoilTech map soil acidity

Introducing SoilTech's new Research Officer, Wes Lefroy



Wes joined the team in August 2013 following the completion of his degree in Agricultural Economics at UWA. He has a strong passion for soil mapping, which he gained completing a thesis on the advantages of geophysical soil mapping techniques for identifying limiting constraints on yield and from working in the CSBP Plant and Soil Laboratory for 2.5 years.

Wes grew up on the family farm south west of Miling and has great practical knowledge of farming to compliment his mapping and soil sampling skills. Wes takes over the role of Research Officer and is a very welcome addition to our Team.

You can contact Wes on 0427 549 042 or send him an email at wes@precisionsoiltech.com.au

FREE AGLIME 50t of limesand free for sampling with SoilTech

As a part of the Precision SoilTech and Aglime of Australia commitment to building better soils, every 30 sites sampled at top, mid and subsoil depths will earn you 50t of Aglime for free! The more you sample the more lime you can get free. Sample 30 sites at top, mid and sub and get 50t of Aglime free (worth \$442.50 + GST). Sample 60 sites at top, mid and subs get 100t of Aglime free (worth \$885.00 + GST).

Lime must be collected by the end of June to claim the offer. Contact us for more details.



Aglime of Australia
BUILDING BETTER SOILS

FREE Independent Soil Test Interpretation and Mapping by Equii

As an introductory offer, Precision SoilTech has enhanced its services this year by offering clients the use of Equii - **FREE for bookings made before 31st December!** You can receive free phosphorus, potassium and acidity (pH) mapping from Equii at no cost.

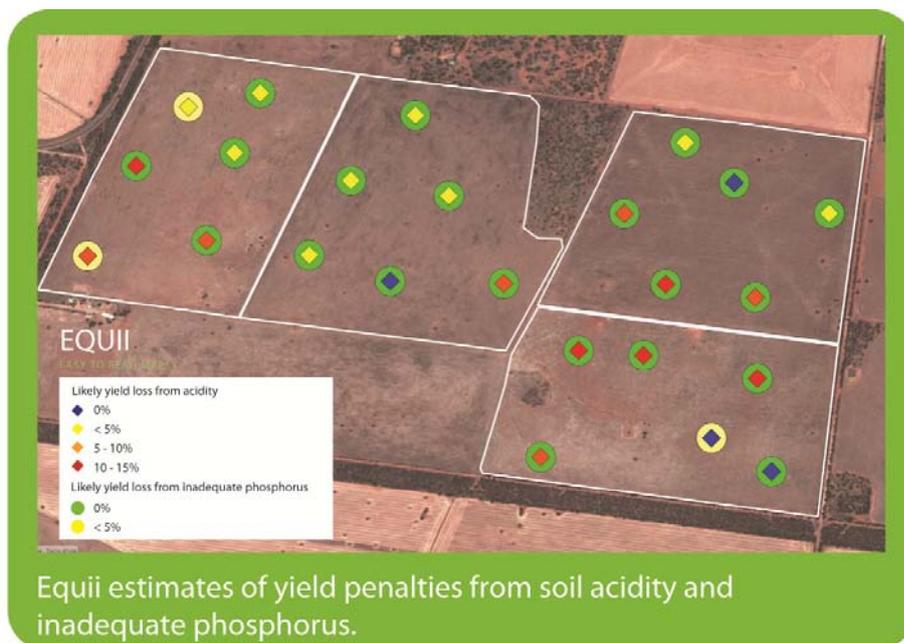
How? Simply fill out the information on the bottom of the booking form and send this back to SoilTech by the end of December.

Equii is an independent company taking a fresh and innovative approach to site-specific interpretations of soil test data. It utilises both new and old soil tests to generate maps of nutrient and lime limitations and requirements.

Equii is a genuine service provider, not a product seller or

software supplier. Equii services bring soil tests to the table in easy to understand ways, saving you time and eliminating hassle so you can optimise all your soil tests to make more cost efficient decisions on fertilisers and lime. Equii provides three unique services to farmers, consultants and agribusinesses:

- **Soil Test Consolidation** – Collation and revitalisation of all soil test data
- **Soil Test Analysis** – Extracting the full value of all soil data.
- **Soil Test Mapping** – Simplified information for better decisions.



Improve the way you view your soil pH data with new pH reports

All soil pH reports created this season will have sampling locations and soil pH results mapped to make the interpretation of soil pH data quicker and easier. You will now be able to simply view topsoil and subsurface soil pH variation across each paddock on the map so you can effectively target your liming requirements (similar to the map below). There is no additional charge for this mapping as it is included in the cost of sampling.

In addition to our improved mapping service, Precision SoilTech provide free pH testing of all mid and subsoil samples which ordinarily cost at least \$28 from the big labs. That is our commitment to help you build better soils. For \$24 per site SoilTech samples mid and subsoils **and** measures pH - **cheaper** than getting pH measurements done elsewhere. Our approach ensures samples are collected and analysed accurately, providing the best possible information upon which to base nutrient and liming decisions.

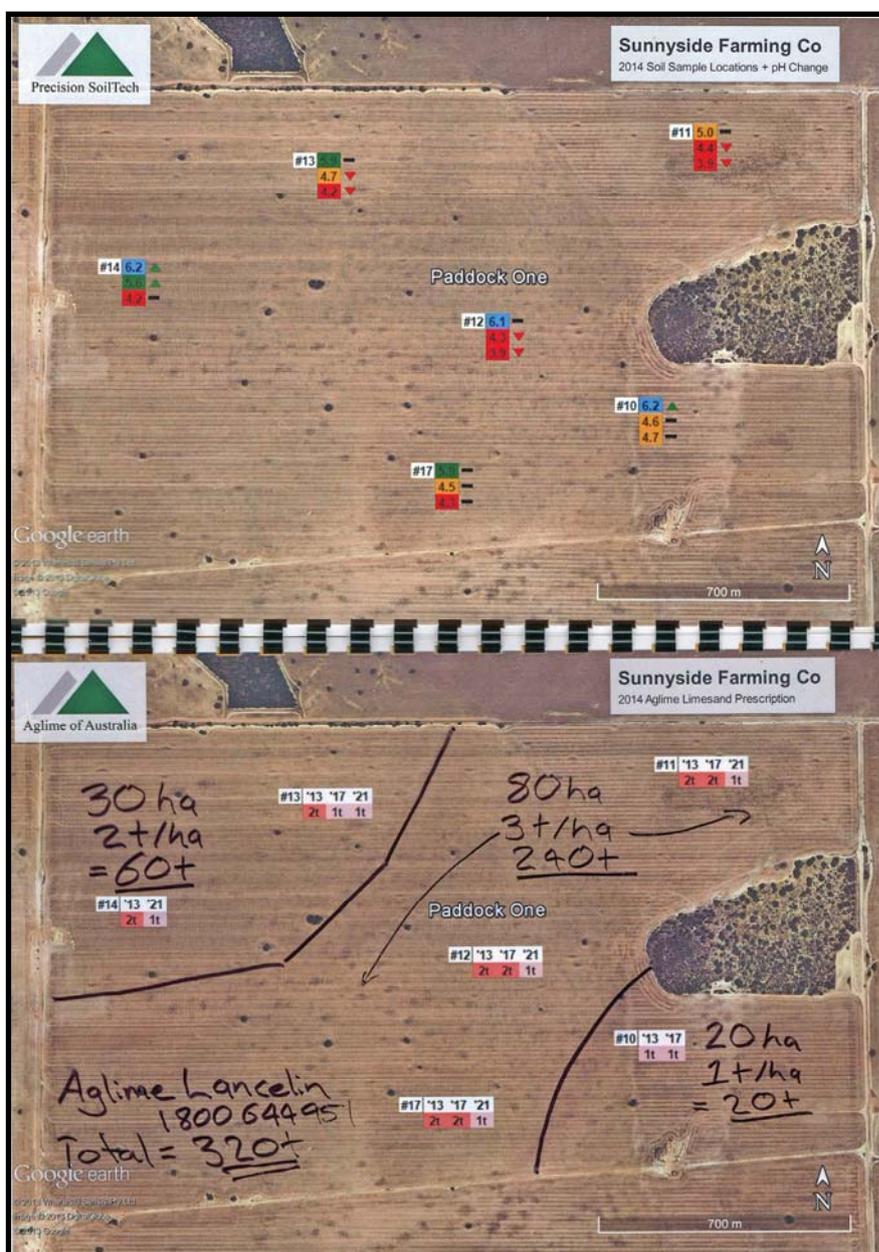
NEW Soil acidity management plan with premium mapping service

Get the most out of your soil sampling this season by purchasing a **Soil Acidity Management Plan** from Aglime of Australia. The management plan is designed to be a very practical booklet that can be used in the office and the paddock to increase the effectiveness of your liming program.

This new service maps the soil pH change that has occurred at each site since the last time of sampling so you can evaluate how your management practices are affecting soil pH across your farm (see top map to the right).

The plan also maps the lime requirement of each site sampled so you can strategically target liming application. A clear plastic cover on each map allows you to draw in zone boundaries and assign lime rates to each zone while preserving the integrity of the original map underneath (see bottom map to the right).

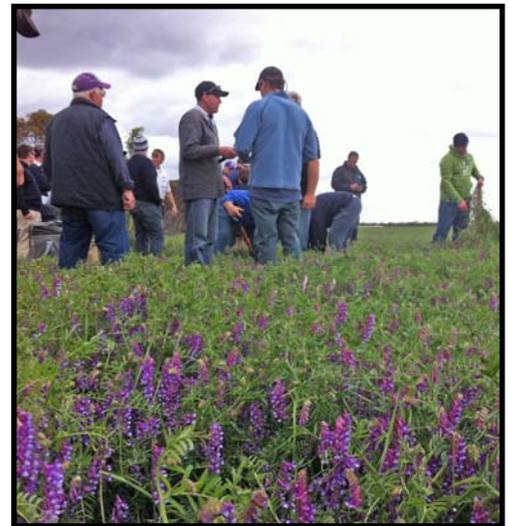
This premium mapping service is available to those sampling with SoilTech this season and will cost \$300 + GST.



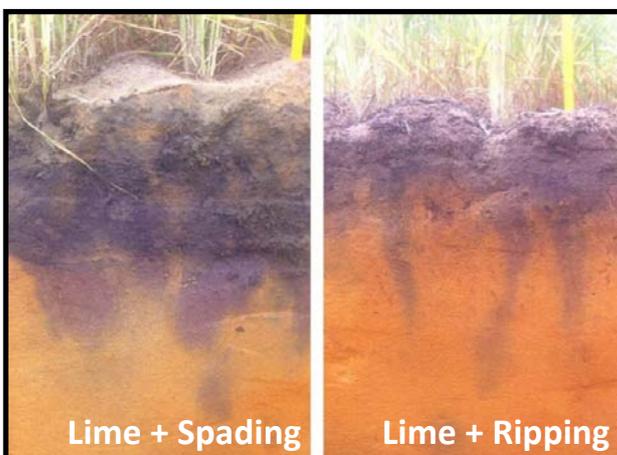
Grower Group Spring Field Day Highlights

It was a big September on the road for the Precision SoilTech and Aglime team travelling everywhere between Northampton and Esperance for the grower group field days. It was certainly a very satisfying experience to see the smiles on a lot of farmers' faces around the state.

Precision SoilTech, along with ALOSCA technologies took a group of farmers from the West Midlands group to the ASHEEP pasture field days in Esperance. It was a great experience for the northern growers to gain some insight on growing sustainable pastures not only for fixing free nitrogen, but also for fodder and seed harvesting.



Lime incorporation trials at both West Midlands and Liebe Group trial site attracted strong interest from growers. The work being done by Craig Scanlan and Gavin Sarre at DAFWA is looking at the benefits of lime incorporation by scarifying, spading, deep ripping and mouldboarding for increasing the speed of lime response (see photo from the West Midlands trial to the left). We look forward to the results of those trials coming through some time after harvest.



The photo on the right from Miling illustrates the benefits of lime incorporation for response in the first year on a larger scale. The farmer, Tony White spread 2.5t/ha lime across the whole paddock in autumn 2013, then spaded the paddock (left) and left a portion of the paddock unspaded (right). The results speak for themselves!



No doubt one of the most satisfying events was the Corrigin Farm Improvement Group field day, which included a crop tour of east Corrigin. Seeing 4-4.5t/ha wheat crops (left), 6t/ha oat hay crops and some canola plants above our heads, grown with very little or no spray and fertilizer is something we will never forget!

CHEAPER ANALYSIS with our new nutrient package

Following considerable grower demand and interest from many consultants, Precision SoilTech is continuing to offer a non-recommending nutrient analysis package for \$40 a sample + GST. This option will suit farmers who do not buy fertiliser off a specific supplier and/or calculate fertiliser rates themselves or with the use of a consultant.

Tests in this package are:

Nitrate, Ammonium, Colwell P, Colwell K, Sulphur, Organic Carbon, EC, pH_{CaCl2} and PBI

All results will be returned to growers and their consultants in spreadsheet format and will work out to be between \$5 and \$15 dollars **cheaper** than the other similar analysis options. A soil sampling program of 60 topsoil samples will save \$350—\$900 in analysis costs!

With this service you will still get Precision SoilTech's improved mapping service which shows where each site is located and the variation in topsoil and subsurface soil pH across your farm. In addition to this, you can choose to receive the free Equii interpretations for phosphorus, potassium and acidity.

Please keep in mind that you, or your consultant, will have to interpret the results for fertiliser requirements.

MAXIMISE subsoil knowledge with cost effective post sampling analysis

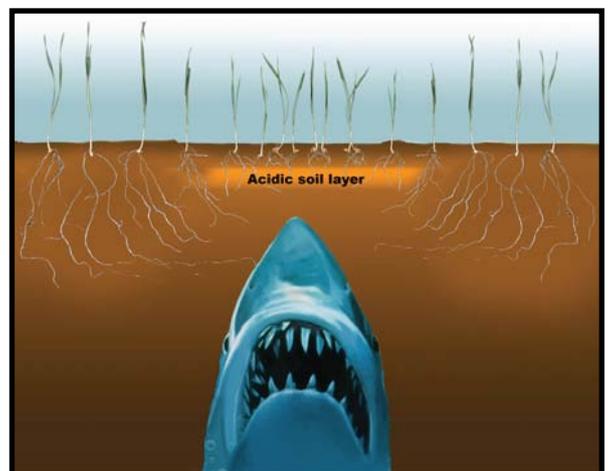
Farmers have increasingly wanted additional tests carried out on the subsurface samples we collect. This is in order to more accurately diagnose constraints to root growth. Most farmers have been interested in the concentration of aluminium in subsurface samples with a pH less than 4.8, however with a greater level of accuracy being required in the application of fertilisers and soil ameliorants, other properties such as sub-soil nutrients are now being looked at.

We can send any samples collected by SoilTech off for extra tests. We believe this provides invaluable management data and extracts even more value from soil sampling. Any analysis can be carried out on the subsurface samples and there is no fixed suite of tests you have to measure, you can genuinely request any test for any sample. Watch out for the 'Additional Analysis Form' that will be sent out straight after sampling to request this testing and keep in mind there is a small administration charge for this service.

Avoid any nasty surprises through sampling to 50 cm

A recent soil acidity survey carried out by Precision SoilTech and DAFWA has found that more than 50% of sandy soils across the Southwest have a pH less than pH 4.8 at 50 cm. Sampling beyond 30 cm allows you to truly diagnose and map soil constraints and effectively manage them so you can target your production potential.

SoilTech is the only company in WA that can quickly and accurately collect soil samples to 50 cm. If you would like to know more about the soil nutrient and pH status of your farm below the 30 cm layer, call us at the office on 1800 644 951.

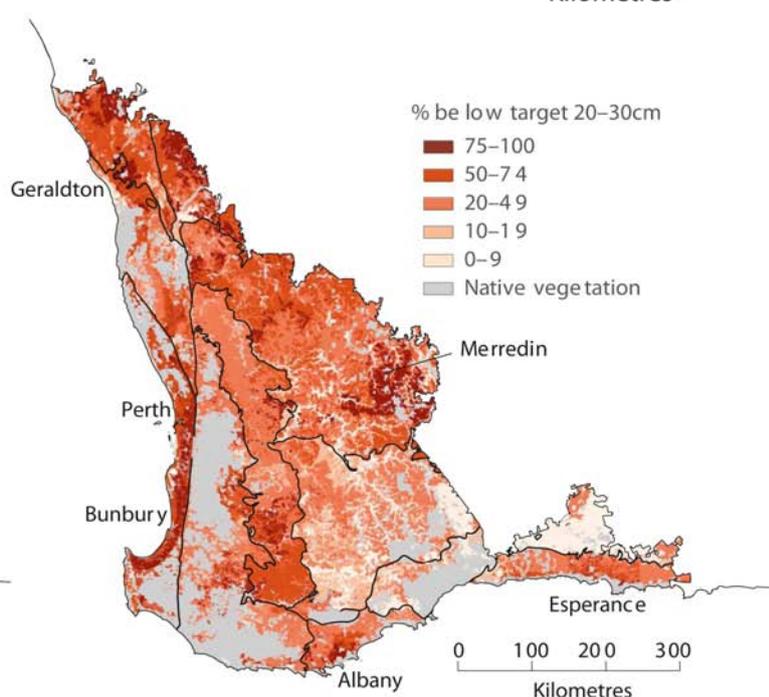
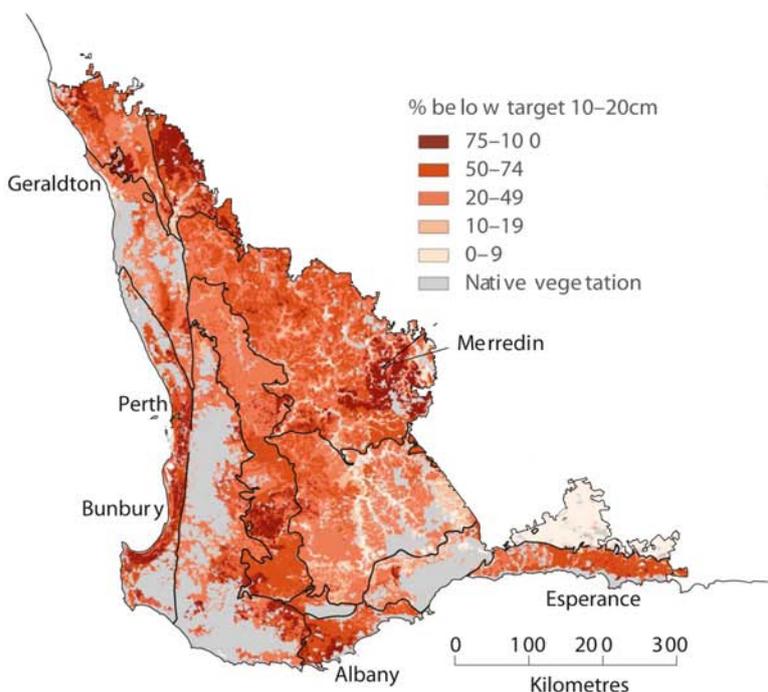
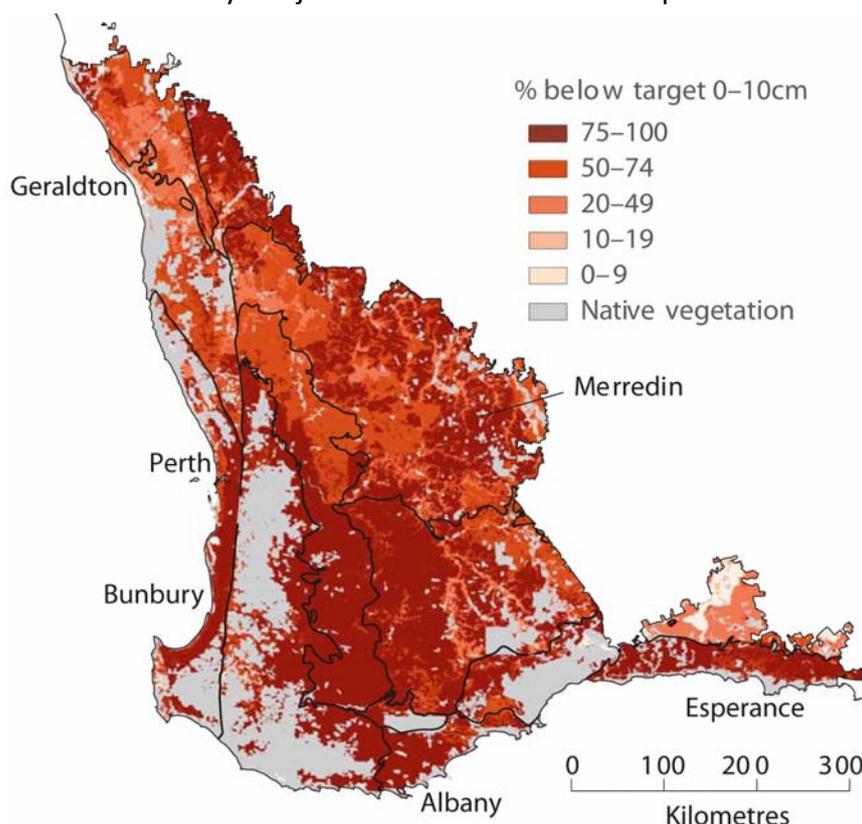


Soil acidity risk mapping for Southwest WA in DAFWA Report Card

Precision SoilTech have been working with DAFWA to produce soil acidity risk maps of WA's agricultural soils as part of our involvement with the CFOC Soil Acidity Project and these have been published in 'Report card for sustainable natural resource use in agriculture'.

The Report Card highlights that much of our farming area is below the topsoil target of pH 5.5 and also below the subsurface target of pH 4.8. Because of this, annual production losses due to acidity have been conservatively estimated to be \$498M annually. That is roughly an average loss of \$100,000 for each farmer in WA, every single year!

The link to the report card can be found on the homepage of the DAFWA website or by searching for 'DAFWA Soil Report Card' in your internet search engine.



For more information on anything soil related, please call us on

1800 644 951

Thanks for reading and all the best for harvest