

TESTIMONIALS

LANDMARK Mount Gambier sales agronomist Garry Allison says Guano Australia's range of products have a range of advantages in his area.

He said he recommended the products, such as Guano Gold, to a range of clients.

"There's obviously a fit, as a certified organic product, into organic systems, it is also good for those really interested in improving soil health," Mr Allison said.

He also said the fertilisers were a great fit in areas with difficult soils or those prone to nutrient leaching.

"There are a lot of sandy, acidic soils here, with sand over clay, and with our heavy winter rainfall, you can see a lot of nutrient leaching."

"Having a product such as Guano Gold, with its split release of P, is very useful in these circumstances to allow some plant available P later in the growing season."

Mr Allison told would be customers that although the Guano Australia's range of products were certified organic, they should not be pigeonholed as solely an organic fertiliser.

"The problem with many organic fertilisers is that they have very low rates of nutrients, meaning you need to put out high rates."

"A product like Guano Gold has 12pc P, whereas Guano Sulphur Gold has 10.5pc P, obviously with additional sulphur."

"These figures compare very favourably with something like a single superphosphate product."

"Agronomically, it's a good product in any setting, not just for organic producers."

Mr Allison said he also found the granular Guano Australia products good to deal with logistically.

"It's a good uniform size that makes for good spreading compared to a bulkier low analysis product or a really fine fertiliser like crushed rock phosphate."

"Being able to spread it out over 25 metres through the fertiliser spreader rather than only being able to throw it 10 or 12 metres, as is the case with different products, is a real saving."

Mr Allison also said while the cover price of the Guano Gold products, at around \$800 a tonne, was unfavourable compared to a single super at around \$300/t, when the entire nutritional package was considered, the dynamics changed.

"With Guano Gold you get calcium, silica, mg, copper, zinc, all that, it's a well-balanced product, whereas conventional super is just acidified phosphate."

Garry Allison
Landmark Agronomist, Mount Gambier, SA

ORD RIVER irrigator David Menzel has been using Guano Gold-based products for many years as part of his overall fertiliser program and says the in-paddock evidence is undisputable.

"There's no doubt the crops in paddocks where there has been a good Guano Gold history seem to grow a more solid plant," Mr Menzel said.

Mr Menzel's operation, Barradale Farms, near Kununurra in northern Western Australia, specialises in melon production, along with a range of broadacre crops, such as chickpeas, borlotti beans and maize.

Although the Guano Australia range of products have lower rates of macro nutrients such as phosphorus (P) than synthetic fertiliser options such as MAP or DAP, Mr Menzel said the crops where Guano Gold was used were often better.

"On the heavy clay soils, I think the plants can access the P from the Guano Gold better than they can from the MAP or DAP," he said.

Along with that, he said the suite of micro-nutrients available in the Guano Gold had a benefit to the crop.

"We're not quite sure about which elements cause the good growth, but it's enough to say that the evidence, in terms of crop yields, is there."

Mr Menzel also said in the crucial melon crop, the silica in the Guano Gold crop was fantastic for fruit longevity.

"Being so far away from our markets, durability is critical and the silica is really good in terms of hardening up the skin and making the melons better to transport," he said.

He said the Guano Gold products showed the benefit of investigating further than the headline number.

"It's a hard sell telling the bank manager you'd rather use a product with 12 units of P that costs more than the one with 21 units, but the results are there."

David Menzel
Barradale Farms, Kununurra, WA



Real life solutions to P problems

WHILE in a laboratory environment, synthetic phosphate products represent the most efficient source of phosphorus (P), the reality is that in harsh Australian soils this can be anything but the case.

Any number of soil constraints can result in P tie-up, leaving producers puzzled when they notice seemingly P deficient crops in paddocks ostensibly with ample P reserves.

Owner of Guano Australia John Jashar said his range of Guano Gold-based products were providing farmers with an alternate source of phosphorus with much better plant uptake rates.

Mr Jashar exclusively owns and imports the Guano Gold range of products derived from seagull bird droppings from Madura Indonesia.

The product range consists of Guano Sulphur Gold-Split P, Guano Gold-Split P-Kwik Start and the new Guano Liquid Gold/KMS range; produced in Australia in a new state of the art production facility.

He said his clients told him they reported a constant and steady release of phosphorus to the plant throughout the growing season, rather than the quick early season hit seen with synthetic products.

"The P in our Guano Gold-Split P Fertiliser range of products is mainly non water soluble giving a "Split P" drip feed effect for crop growth throughout the whole season," he said.

Along with the 12 per cent of phosphorus, and high amounts of calcium, sulphur and silica and around 3pc of potash in the products along with trace elements like zinc. Mr Jashar said the package made for good plant health throughout the season.

"People say to me, they aren't quite sure what it is, but what they all know is the crops that receive Guano Gold

instead of your conventional MAP or DAP phosphorus products do that bit better."

As part of Guano Australia's customer service package, Mr Jashar said it now offered independent lab testing for; Phosphorus Buffering Index [PBI] as a part of its soil testing services.

The PBI is a critical tool in determining plant available P levels in soils.

"All soils are different in pH, iron, manganese, calcium and aluminium levels, all these factors will affect available P," he said.

Mr Jashar has been involved in the fertiliser industry for decades and has worked hard to build up the company Guano Australia as a premier source of the Guano Gold fertiliser range of products.

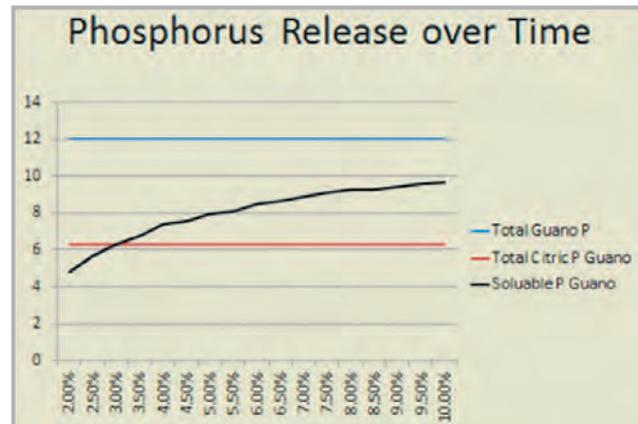
"I want to give people a brand they can trust."

He said the Guano Gold range of products were all certified organic by Australian Organic and NOP compliant by US Department of Agriculture (USDA), making it a natural fit into the organic sector, but equally said there was good demand from other crop production sectors.

"We do work with everyone from dairy, sugar cane, tree crop producers to broadacre crops through horticulture and viticulture," he said.

"The common thing across all these sectors is that they want a P product their crops can access throughout the growing season and not be tied up in the soil."

The various products have been designed for the different methods preferred in different enterprises. The Guano Sulphur Gold-Split P is a prilled product; tested and suitable for use in air seeders, combines and planters whilst the Guano Gold-Split P-Kwik Start is a granular line for ground spreading



GUANO GOLD® SPLIT P graph test as conducted by SWEP Labs, evidences the available Split P by the hour.



Guano Sulphur Gold® Airseeder. Tested & Proven!



Guano Gold® products being loaded & trucked nationally.

**100% Available
P & K With
GUANO GOLD®
SPLIT P**

- 100% available P & K with GUANO GOLD SPLIT P products.
- Extract more value from your Phosphate \$\$ by integrating GUANO GOLD SPLIT P products into your farming program.
- Air Seeder & Spreader tested & proven.
- Natural organic product.

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GUANO GOLD[®]

SPLIT P**TESTIMONIALS**

MOREE agronomist Rob Drewitt, Grainland, said Guano Gold-based products can help broadacre producers transform hostile soils.

"Farmers have a wide range of fertiliser options available to them, but where I really think Guano Gold comes into its own is on that tough 5pc of soils where you inevitably see synthetic phosphorus (P) tied up."

He said he had been using Guano Australia's range of products for years and said the split availability of the P, between an upfront flush of nutrient and a slower release, drip feed system that meets plant needs during the growing season, worked well.

"For the broadacre croppers, it works really well in paddocks where they have had issues with nutrient tie-up."

He said the majority of synthetic P products have large rates of water soluble P.

"The problem with that is that you can have instances where it ends up tying up zinc in the soil so you run into problems with zinc deficiencies."

"Not only does the slow release nature of the Guano Gold product work well over the entire season, it also contains zinc for the crop as well as the other nutrients."

Mr Drewitt also said there was a natural fit for the various Guano Gold products and horticulture and tree crops.

"The tree crops thrive on the slower release nature of the Guano Gold products, it is a really good fit, we use the two litre a minute drippers and it works well."

In terms of broadacre crops, he said he had noticed the best results in crops that were not efficient scavengers of P.

"We've found it really good on legumes that don't have the same ability to hunt around for P as some other broadacre crops like the cereals do."

Robert Drewitt
Grainland Agronomist, Moree, NSW

ANTHONY Beutel runs Googa Farm Organics on the rich red volcanic soils of the South Burnett region of Queensland, producing avocados and various vegetable crops such as snow peas and zucchini.

After converting to an organic system close to a decade ago, Mr Beutel said one of the major issues was finding certified organic fertilisers with enough guts to do the job.

"You find yourself paying a lot for products that contain a lot of water."

With this in mind, he has been delighted with the results using the Guano Australia range of products, including the granular Guano Sulphur Gold and the foliar spray Guano Liquid Gold. "They are high analysis products so you get your nutrients without having to put too much fertiliser out."

Mr Beutel said he had achieved good yield and robust fruit on his tree crops using a system where the crop is consistently fed an application of fertiliser every six to eight weeks.

"A lot is fed out through the irrigation line, but we can also go out with a granular product."

In terms of the horticulture side, Mr Beutel said it was critical to ensure there was a good spike of P as the crops emerged and then a steady source of plant available P throughout the growing season.

Mr Beutel said having products such as the Guano Australia range helped in his organic system.

"We don't always have the widest range of options, so to have some good high analysis fertiliser products available is great."

Mr Beutel, who also runs a wholesale business distributing organic produce, said the demand for organic fruit and vegetables continued to rise.

"I'm constantly looking for more producers to get more product to my customers to meet demand."

"Growth in the organic fruit and vegetable sector in the last five years has ranged between 10 and 18 per cent per annum."

"It's important we have input products that allows us to grow more to meet that demand."

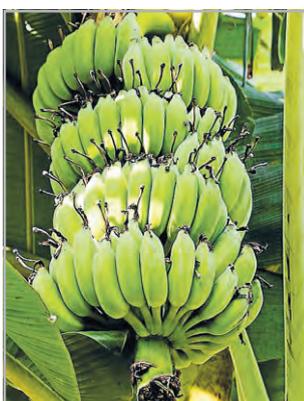
Anthony Beutel
Googa Farm Organics, South Burnett, QLD



Guano Liquid Gold[®] & Guano Liquid Gold with KMS[®] are both available in 15L pails & 1000L IBC tanks.



Guano Liquid Gold[®] & Guano Liquid Gold with KMS[®] are both suitable for foliar, fertigation & liquid injection.



GUANO GOLD[®] SPLIT P

**Get More Value,
Get More Phosphorus!**

Guano Liquid Gold[®]

WITH **Kms[®]** FERTILIZER

throwing the same as single super through a belt spreader.

Guano Liquid Gold IS a full suspension product for use through fertigation, foliar boom and liquid injection applications.

Mr Jashar said P uptake rates on hostile soils could be as low as 30pc, but improvement to the soil could see up to 80pc of the P taken up.

"You can see the sums really stack up for Guano Gold in these environments where they are also improving soils."

He said this soil health factor was often overlooked when making P decisions.

"The real cost of the effective Phosphorous is dramatically affected by the soil characteristics."

"Soils with low fertiliser uptake tend to only receive about six weeks of P from the fertiliser then must rely on

soil mineralization to extract further P from the soil during the growing season."

He said growers did not need to use exclusively Guano Gold on their crops, but could blend with conventional MAP and DAP products to obtain both water soluble P and citric and non-citric P.

Mr Jashar used an example of a soil with a PBI of 400 (tying up substantial amounts of P) and an average P soil reading would require 30kg per hectare of DAP mixed with 60kg of Guano Sulphur Gold-Split P.

He said this mix would give 6kg of P per hectare for early growth and 6kg of P per hectare of drip feed P through the constant release Guano Gold to sustain the crop.

better defences against abiotic stresses such as dry or hot conditions," he said.

Mr Jashar said the organic certified products were suitable for use on a range of crops, from horticulture to viticulture right up to broadacre crops.

"We've seen some really good responses in terms of plant development with the GLG, the customers have been very pleased," he said. The product features 10.2pc P, 31pc Ca, 13.6pc Si and is diluted with water via a sprayer.

THE LIQUID ADVANTAGE

GUANO Australia's Guano Liquid Gold (GLG) gives growers the flexibility to apply an in-crop fertiliser application that is gentle on the plant.

The product features a mix of phosphorus (P), calcium (Ca) and silica (Si). Along with that there are other fertilizing elements such as potassium, magnesium and zinc Guano Australia's John Jashar said the silica played an important role in strengthening the plants.

"It is important in terms of allowing the plant to develop

- 100% available P & K with GUANO GOLD SPLIT P products.
- A natural source of liquid Phosphorus, Potassium, Sulphur, Magnesium, Calcium & Silica.
- Suitable for fertigation & foliar application.
- Contains a surfactant to assist in foliar application.
- Contains a range of trace minerals including useful levels of Zinc & Manganese.