



## Bio Dunder® – the most efficient way to farm

*Burdekin cane grower Michael Marson  
and Wilmar agronomist Menno Bokma  
on Michael's Upper Haughton farm.*

Burdekin cane grower Michael Marson regards Bio Dunder® liquid fertilisers as an essential part of his business model.

He produces about 35,000 tonnes of sugarcane annually across 950 acres of flat, irrigated farmland in the Upper Haughton area. And he does it on his own.

"Using Bio Dunder and a contract fertiliser applicator is a big part of my ability to run this place without having to employ a farmhand," he said.

"It's the most economical and efficient way for me to farm.

"It'd take me three days to fertilise a 100 acre paddock with bags. My contractor, Aaron Griggs, will come in here and do the whole paddock in seven or eight hours."

Michael said the precision of application was another major benefit.

"When I use Bio Dunder, I know the fertiliser is going exactly where it needs to go. The application is very accurate. There's no way I could be that precise.

"It means there's no waste and the plant gets maximum benefit."

Michael has been using Bio Dunder liquid fertilisers across his whole operation for close to 15 years.

He said the decision to convert to Bio Dunder was quick and easy.

"I saw an ad in the local paper offering a trial of liquid fertiliser and I was keen to try something different to see if I could reduce my workload.

"So I tried it and I liked it.

"The following year, I did 50:50 – I fertilised half the farm with Bio Dunder liquid fertiliser and half with granular fertiliser.

"On the Bio Dunder paddocks, I wasn't putting as much fertiliser on and I got better sugar content. The tonnes per acre never changed, but the sugar content was higher.

"So the next year, I went 100 per cent Bio Dunder and I've been 100 per cent ever since."

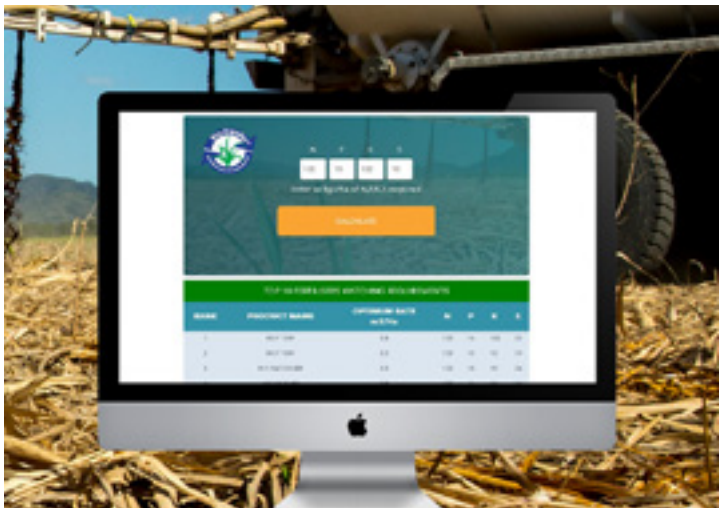
Asked why Bio Dunder appeared to deliver higher CCS, Michael put it down to the right amount of nutrient going on, as well as the added benefits of potassium.

"For me Bio Dunder has been a necessity. To be able to farm at this scale without having to pay employees. It's also knowing that the

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# New Fert Finder fast and easy



We've developed a new and improved version of our Fert Finder to make it easier for you to find the right products for your farm.

It's designed to make selecting the right fertiliser to match your farm's nutritional requirements quicker and easier.

Just go to [www.wilmaragservices.com.au/products/fert-finder](http://www.wilmaragservices.com.au/products/fert-finder) and enter the NPKS values required. Click 'calculate' and it will give you the top 10 fertilisers in our range that match your requirements.

The new Fert Finder doesn't require a download.

Instead, it has a simple bookmark feature that enables the link to your results page to be emailed to your inbox. This means you can go directly back to your results.

Give it a go today.



## Catch up with a contractor: Nathan Ross, Mackay

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right fertiliser for a particular soil type is being applied precisely where it's needed."

Wilmar AgServices Agribusiness Agronomist Northern, Menno Bokma, said Bio Dunder liquid fertilisers delivered more than crop nutrition.

"Bio Dunder products recycle key nutrients and elements back into the soil," he said.

"Apart from the required NPKS, you also get upwards of 200kg/ha of organic carbon when applying the full rate of dunder fertiliser on your crop," he said.

"Organic matter helps to improve soil structure, aeration, moisture and nutrient retention. It's a significant value-add to your fertiliser."



Michael Marson says Bio Dunder liquid fertilisers are key to him producing about 35,000 tonnes of cane a year without additional on-farm labour.

**How long in the business:** This is the seventh season.

**Early years:** Grew up on a farm at Oakenden.

**What changes have you seen in the job since starting:** The focus on Reef Regulations has seen a shift from growers using a few different products at a couple of different rates, to growers now selecting a number of different products and rates used across the farm with some customers incorporating variable rate applications.

**How has this had an effect on the business:** A notable change has been having to do more work outside the tractor to coordinate the loads of various products, volumes and application rates.

**What are some of the changes you have made to your business:** Started to run a second truck based on demand. Safety is a big part of today's operation, particularly in the transport side of the business with the focus on areas such as load sizes and driver hours. This makes having a second truck available a good option. It helps reduce some of the pressure when things start to get busy.

**What do you enjoy about the job:** The technology – it keeps things interesting but it's also costly! There have been several electronic upgrades to the tractor applicator over the years with a big part of the spend setting up the tractor with guidance. This allows for the



Technological upgrades have enabled Nathan Ross to apply Bio Dunder liquid fertiliser with even higher rates of precision.

application job to be done with a higher rate of precision with an added benefit being that when running under guidance you can have a good look at what is going on and really monitor the application.

**Best part of the job:** The people you meet and the things you see. There are many examples of innovation around the place. It is always interesting to see what has been used or modified to be able to overcome a particular problem.

**The value in the service:** It's not about the

grower sitting on the headland watching the application take place. It's more about the customer knowing that they can organise to have their whole farm fertilised with a phone call and be confident the job is going to be done professionally. This creates a huge advantage for the customer as this time can be now used elsewhere. This is particularly important in the dry years where irrigation can take up a lot time and can impact on the productivity of the farm.

## FARM LIFE PHOTO COMPETITION

Submit your **BEST SHOTS OF LIFE ON THE FARM** and your image could feature in the Wilmar AgServices 2020 calendar.

- > The competition theme is 'Farm Life', so photos must be related to farming or agriculture
- > Email entries to [agservices@wilmar.com.au](mailto:agservices@wilmar.com.au) by **30 November 2019**
- > The best 12 photos will be published in the Wilmar AgServices 2020 calendar
- > All entrants go into the draw for one of 10 Wilmar fishing shirts
- > Winners will be notified on 2 December 2019

For the full terms and conditions, visit our website: [www.wilmaragservices.com.au](http://www.wilmaragservices.com.au)

**WIN A FISHING SHIRT**



# Time's ripe for soil testing



*Wilmar AgServices runs a professional soil testing service.*

Now is the perfect time to think about soil sampling for the 2020 crop.

There are several good reasons to take your soil sample straight after the last crop has been harvested, including:

- With the crop removed, the block will be at its lowest point nutritionally.
- If sampling shows the block requires ameliorants, there is time to look at the options and get the product on the ground.
- If you are planning on putting in a break crop, it is a good idea to check the status of the soil first, as some crops can vary in performance based on specific nutrient availability.

When planning your soil testing program, start with a soil type map that has your farm blocks overlaid. This will show you the soil type of the blocks that are to be planted so that you can target the blocks that will give you a representative sample.

If you do not have a map of your farm's soil type, your local productivity services representative can help.

Wilmar AgServices runs a professional soil testing service and can provide advice on how to put together a soil testing plan for your farm that is reef compliant.

## More information:

Damian Baxter (South) - 0417 161 805  
Menno Bokma (North) - 0419 174 616



## Contractors

### A1 Farming

Tractor  
M 0429 143 074

### Andrew Chetcuti

Truck  
M 0428 185 307

### Damian Gunning

Tractors  
M 0427 070 110

### Darren Little

Tractor  
M 0407 731 115

### Vella Haulage

Truck  
M 0419 651 242

### Joe and Jo Quattromani

Truck  
P 4950 3925  
M 0419 782 673

### Keating Haulage

Truck & Tractor  
M 0413 769 769

### Mark Daley

Truck  
M 0411 354 301

### Mel & Barbara Janke

Truck  
M 0408 147 740

### Nathan Ross

Tractor  
M 0438 523 774

### Van Damme

Plant Hire  
P 4956 2214  
M 0427 996 898

### Paul McDougall

Tractor – Proserpine  
M 0448 374 831

### Peter & Lyn Hackett

Trucks  
M 0428 564 607

### Phillip Ross

Tractor  
M 0408 701 693

### Shane Webb

Tractors  
M 0419 728 285

### Stacey Hadlow

Tractor Dunder  
Under - Proserpine  
M 0427 678 572

### Trent Janke

Truck  
M 0439 526 537

### Griggs Haulage

M 0407 731 213



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