

RURAL Contractor

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& LARGE SCALE FARMER

FEATURE

What's new in
Spray Technology



INDUSTRY NEWS

The Future is Ant-Like
says Valtra



FEATURE

What's new in Fertiliser
Technology and Spreaders





CONTRACTORS CAN HELP CUSTOMERS CUT COSTS WITH BIOBREW

RURAL CONTRACTORS PROVIDE MORE THAN JUST EQUIPMENT SERVICES. THEY HELP THEIR CUSTOMERS GET BETTER RESULTS AND SAVE MONEY.

Many useful inputs such as lime or urea are sold in bulk. Rural contractors and their customers are able to fairly negotiate with multiple suppliers to find the best price and terms for their needs. Other products are nothing more than pre-mixed combinations of bulk ingredients, many if not all of which are avail-

BIOBREW MICROBIAL BIOSTIMULANT ENABLES PLANTS TO ABSORB MORE NITROGEN.



able to farmers individually at much lower prices.

The experienced rural contractor can often help his customers by suggesting equivalent or even superior alternatives to the more costly pre-mixed options. Careful selection of inputs and methods can also play a significant role in reducing the environmental impact of fertiliser application.

BioBrew Ltd is a Kiwi company founded to provide rural contractors and their customers with fresh, affordable and high-quality microbial tools that are readily combined with other ingredients for particular applications.

BioBrew founder and director Don Pearson says the company's products are used in animal health, soil conditioning, foliar feeding and effluent treatment applications.

He illustrates how contractors can add value to their customers' businesses. One BioBrew customer is an experienced spray contractor. He was asked by a farmer to help with the selection of an alternative to granular urea.

"Our contractor customer arranged a trial comparing a commercially available liquid N product with a mixture he prepared himself," Don Pearson says.

"The contractor dissolved granular urea in water using a recirculating pump. Prior to application of the liquid urea, he added BioBrew, our fresh and affordable microbial biostimulant, and a low dose of gibberellic acid.

"He determined the rates from knowledge of the farm and current local conditions. He also selected an optimum window of opportunity for application, a key factor in the successful use of any product."

Don Pearson says the contractor advised his customer to apply only the amount of N that his pasture could readily absorb. The BioBrew and gibberellic acid assisted absorption. This approach reduced costs to the farmer and reduced the environmental



BIOBREW DIRECTOR DON PEARSON

impact of urea use when compared to conventional bulk applications of granular urea.

The commercial premix produced results that could be measured with a pasture plate but the mix the contractor prepared gave visibly superior results.

The cost of the commercial premix was \$115/ha applied. Even with an improved margin for the contractor, the cost of his mixture was only \$70/ha applied.

Rural contractors have the advantage of seeing the results, good and bad, costly and affordable, of many products and methods. Helping farmers to choose from the often-confusing array of commercially available products and also selecting the best method and timing of application are important parts of the valuable service provided by an experienced rural contractor.

For more information on BioBrew fresh, affordable and high-quality microbial tools email biobrewnz@yahoo.com or call (0508) BIOBREW. **RC**

◀ downtime. This intelligent, automated technology will bring more precision, convenience, and up-time to a producer's equipment operation.

"These intelligent machines also will be able to talk to each other," Jerry Roell says. "Imagine a combine harvesting in the field that is ready to unload on-the-go. The tractor operator can see the fill status of the combine on a monitor in the tractor and then pull the grain cart to a predetermined spot identified by the monitor near the combine to begin the unloading process.

"The machines will lock on to each other while the combine maintains its harvesting speed. The combine operator can automatically control the speed of the tractor, nudging it for an even fill of the grain cart. This technology will improve overall harvest efficiency by automating machinery for almost non-stop harvest production."

Since John Deere manufactures the machinery and develops the software and wireless connectivity, all systems are integrated to work seamlessly with easy plug-and-play technology. Nobody but John Deere and your

local John Deere dealer has the capability to bring all these technologies together for more efficient, profitable farming.

"John Deere FarmSight solutions are supported globally by John Deere and your local John Deere dealer," Jerry Roell says. "Regardless of where you farm, John Deere will provide systems and support to optimise equipment utilisation and improve the profitability of your operation."

For more information on visit www.JohnDeere.com.au or call 0800 303 100 to contact your local John Deere dealer. **RC**