

Noduline

BECKER UNDERWOOD - NEWSLETTER

ISSUE 5

Nodulator® Granules boost Serradella growth!

WA farmer Tim Scott has received a striking result with Becker Underwood's advanced granular inoculant, Nodulator.

With a keen interest in sowing improved pasture species, Tim's Poll Dorset Stud has been experimenting for some years with high production grasses. Following the escalation in nitrogen fertilizer prices, it then progressed to higher productivity legumes.

Tim's first 30ha foray into Cadiz Serradella was met with pleasing results. The Nodulator inoculant enabled the paddock to grow on to fix plenty of nitrogen and this played an important role in the season's sheep grazing.

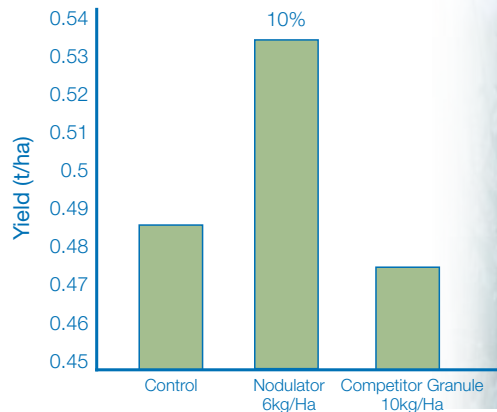
As Tim said "What I liked about the Nodulator granules was that it was an easy product to use. It mixed and flowed well with the seed. The granule size was similar in fact to the seed - which made me think it would be a bit more accurate to apply.

"It was pleasing to see the results and I believe we're getting a good return by getting money back into the ground for the future crop, whatever that may be." Recent trial results in WA (Table 1) have strengthened Nodulator's positioning as the premium granule on the market. Generating a 10% increase in yield in the lupin trials, Nodulator significantly outperformed the competitor granule.



L to R: Kynan Jackson (Elders), Tim Scott & David Clegg

Table 1: Lupin Inoculant Evaluation 2007 Eradu WA



Source: Agrarian Management Consultants to Agriculture, Geraldton, WA, 2007

Water Injectable Nodulaid™ making waves!

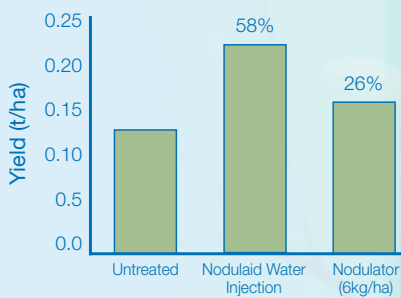
Becker Underwood's inoculation technology has been causing a stir at field days around Australia as interest grows in the unique benefits of Water Injectable Nodulaid.

Offering unparalleled ease of application, Water Injectable Nodulaid is simply mixed in water within an application tank enabling an even application to be achieved. With an ideal blend of low cost and high convenience, it is fast becoming the preferred inoculation, particularly in the Western States of Australia.

"I have spoken to several farmers recently who have chosen to switch to Water Injectable Nodulaid due to the convenience of already having liquid systems in place on machinery," said Helen Fisher, Product Development Manager for Becker Underwood Australia. "Both the Nodulator granule and the Water Injectable Nodulaid are convenient and easy to apply."

In recent trials (see Table 2) both the Water Injectable Nodulaid and the Nodulator granule generated significant increases in yield in dry conditions. Trials in Young NSW, for example, found Water Injectable Nodulaid increased yield by 58% for chickpeas. In the same trial, Nodulator granules generated a yield increase of 26%.

Table 2: NSW Field Trial Results Young 2007 Chickpea



Source: AgriTech Crop Research

Becker Underwood Global Specialist tours Australian seed companies

Wade Wiand, one of Becker Underwood's global Product Development Chemists, has just completed a whirlwind tour of Australian seed companies to discuss Becker Underwood's coating options and developments and to gain an insight into the specific needs of the Australian market. The objective of the tour was to position Becker Underwood to better service the local industry with our global product developments in Seed Enhancements.



SUPPORT YOUR LOCAL COMMUNITY

Do you know a charity or cause in your local community in need of some financial support? Then send their details to us and they will go into the draw to **WIN \$250** as part of Becker Underwood's initiative to assist struggling rural communities.

Becker Underwood will randomly draw a winner every three months so send the details of your chosen charity or group today to sales@beckerunderwood.com.au. All nominations must be for non-profit organisations to be eligible to win.

WINNER of WOTIF promotion

Congratulations to Stephanie Belfield of NSW DPI Moree who was the winner of our last Wotif Accommodation Voucher promotion.

To receive our Noduline newsletter, simply send your name and contact details to sales@beckerunderwood.com.au.

R&D expansion off to a flying start!

Becker Underwood's recent commitment to double its R&D spend on an exciting range of cutting edge programs is now being realised with the appointment of two key specialists to the Head Office R&D team.

Kathleen Johns has joined the team as a highly experienced Microbiologist. After receiving her degree from Sydney University with a double major in Biochemistry and Microbiology, Kathleen gained valuable skills as a Hospital Scientist at RPA Hospital, the Australian Red Cross Blood Service and Royal North Shore's Microbiology Department. Her exemplary experience in Quality Control Testing and Good Manufacturing Practice have ensured Becker Underwood's laboratory and line of products are in good hands.



Becker Underwood's Laboratory & QC Supervisor Melanie Gengos has taken on the new position of Product Development Specialist - Metarhizium. After spending much time in the laboratory developing new and existing fungal products, Melanie steps into the role to further develop Becker Underwood's range of R&D Metarhizium based products.



As Becker Underwood Australia's Managing Director Richard Waterworth said "Currently, Becker Underwood is developing a number of fungal biological control agents. The R&D Department's expansion with this position will ensure each project is afforded the necessary commitment to enable new biological control agents to become available in the global marketplace."

Amanda Woods – Head Office Customer Service

We would like to introduce you to the face of Customer Service at Becker Underwood, Amanda Woods.

Amanda joined Becker Underwood in June 2007 with over 10 years experience in customer service to her credit. As preparations begin for the winter sowing season, Amanda is readying herself for the influx of orders and is looking forward to a highly successful season. For all product queries and order placements, please contact Amanda via telephone on 1800 558 399, facsimile 02 4340 2243 or email amanda.woods@beckerunderwood.com



National interest in Becker Underwood Mulch Colouring Systems

Becker Underwood's Landscape Enhancement division has experienced outstanding national interest in not only its premium mulch colourants, but also in its range of patented mulch colouring systems. This exciting development has resulted in an agreement to supply possibly the largest East Coast landscape products company with a Sahara X2 atomising mulch colourant system and associated colourant supplies.



"This will be the largest machine of its type operating in Australia," said Andrew Doyle, Becker Underwood's Specialty Products Manager. "It has a capability of colouring 150 cubic metres of wood fibre per hour. I anticipate this will be the first of a flood of purchases through southern and eastern Australia over the following months."

Coming events!

- 11-14 February 2008 Becker Underwood will participate as a Bronze Sponsor at the Biocontrol Conference in Sydney, NSW.
- 6-8 March 2008 Visit the Becker Underwood landscape enhancement booth at the AUStimber 2008 Expo, Mt Gambia, SA.
- 26-29 May 2008 ISF World Seed Congress takes place in Prague. Becker Underwood will be exhibiting on an international level.
- 23-24 July 2008 Meet the Horticulture & Specialty Products team at the AGSCA Golf Industry Show, Melbourne, VIC.

Agriculture GATS initiative

Becker Underwood is proud to be a sponsor of the Agriculture GATS Group at one of NSW's highest performing selective schools, Gosford High School.

The GHS Agriculture GATS Group is one of the school's highest profile and most successful groups. It has an enviable track record of successes including a Reserve Champion Carcase Ribbon at both the Singleton Prime Stock Competition and the Central Coast Schools' Prime Beef Competition. In addition, they were the winners of the prestigious Champion Schools' Carcase Competition at the RAS Easter Show.

Whilst operating successfully for over 10 years, this group recently found its continued activities under threat due to the increasing price of grain. Recognising the value of the groups' activities, Becker Underwood gladly accepted the school's sponsorship offer, meeting the cost of the grain needed for this valuable education program as well as providing lucerne for an additional trial.



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