

# QUARTERLY PROGRESS SUMMARY: October - December 2015

Clearview [Ballance Agri-Nutrients]

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## Summary of progress during this quarter

- Completion of spring nitrogen field trials for new nitrogen fertilizer formulations
- Completion of proof of concept biofertiliser field trials
- Delivered Nutrient Management Roadshow with Fonterra (7 workshops)

## Key highlights and achievements

- A second series of Nutrient Management workshops was conducted across three regions of New Zealand, in collaboration with Fonterra. Following the success of the previous roadshow in February 2015, Ballance held a further seven regional workshops in Morrinsville, Opunake, Te Awamutu, Gore, Otautau, Reporoa and Inglewood. The content of these events built on the previous events, helping farmers to interpret their own farm nutrient situations to maximise fertiliser use efficiency and reduce nutrient losses. A further series of workshops is planned in 2016
- Another key focus for extension this quarter has been the development of an N-Guru™ case study. Data was collected from the St Peters Demonstration Farm based in the Waikato, and N-Guru was used to work out how to improve their Nitrogen use efficiency through differential application on a spatial basis. Ballance then was able to present results from this analysis at the Farm Focus day held on the Demonstration Farm in November, with approximately 200 people in attendance.
- Three “Drop-in” Nutrient Management Clinics were piloted with Farm Source Merchant stores. These provided technical support to farmers at a one on one level.
- N-Guru™ – is a decision support software model used to more accurately predict pasture responses to the application of nitrogen at a spatial scale, thus improving the efficiency of nitrogen use on New Zealand pastoral farms. Total Soil N is a vital input for N-Guru that is used to inform how pasture will respond in relation to the differential application of N spatially across different farm blocks. To date over 1600 Total Soil N tests have been completed for 344 Ballance customers’ farms.
- Following completion of the independent review of the Programme by Maven the process of recalculating the outcomes and benefits for the Programme has commenced.

## Upcoming

- During the next quarter, the decision support software tool MitAgator™ will be tested with case study farmers/farms. This will result in the completion of Ballance’s third product from Ballance’s PGP Programme.

## Investment

<b><i>Investment period</i></b>	<b><i>Industry contribution</i></b>	<b><i>MPI contribution</i></b>	<b><i>Total investment</i></b>
<i>During this Quarter</i>	\$157,858.28	\$142,594.83	\$300,453.11
<i>Programme To Date</i>	\$6,610,603	\$6,971,639	\$13,582,243