

Orica launches fertiliser business

GRAIN and cotton growers across NSW and Queensland are set to benefit as Orica launches its new fertiliser business with plans for a local manufacturing plant for urea ammonium nitrate (UAN) in Moree, NSW.

Orica Agriculture also expects to begin supply of anhydrous ammonia to east coast growers in April next year, with dedicated line haul and on-farm nurse tank fleets.

Construction of the UAN plant is scheduled to commence in 2018, but growers can access transported UAN immediately.

These investments will bring increased competition, as well as secure and consistent supply of liquid and gas nitrogen fertiliser, to growers on the east coast of Australia.

Orica Agriculture Senior Business Manager, Paul Scutt, says liquid fertiliser is a speciality product used with great success in Western Australia and other markets globally and there is growing interest in the eastern States.

"We believe the market is ready to embrace the benefits of UAN including precision application during specific crop growth stages, reducing passes over paddocks and the reliance on pending rainfall for incorporation of fertiliser.

"We are building on Orica's extensive manufacturing footprint and proven track record in safe and reliable transport to provide direct delivery to farm," he said.

In addition to the new UAN plant, Orica Agriculture will supply anhydrous ammonia from Orica plants in Newcastle, NSW and Yarwun, Queensland. No solid urea supply will be offered by the company.

Moree Plains Shire Council has welcomed Orica Agriculture's



Katrina Humphries, Moree Plains Shire Council Mayor welcomes Paul Scutt, Orica Agriculture to Moree.

investment, and Mayor Katrina Humphries says the UAN plant brings major benefits to the region, including job creation.

"Employment is a key 'plus' for our community – more than 10 permanent jobs together with the potential for more than 20 jobs in the trucking industry represents a good, solid boost.

"We see Orica's commitment to Moree as an important catalyst that will encourage other firms and industries to explore the commercial advantages our region can offer.

"Given our Shire's rural productivity, this is exactly the type of manufacturing enterprise we are keen to attract. It's a great example of commercial players in the supply chain recognising Moree's unique position in the agricultural sector," she said.

Moree cotton grower Michael Seery also welcomed Orica's investment and commitment to ensuring fertiliser supply and competition.

"Anhydrous ammonia has been a pivotal part of the farming process for our family-run agricultural enterprise over the last 20 years. The ability to apply large amounts of nitrogen with relative ease is the reason we have used this product," he said.

Michael also praised the Orica team that ran a pilot program on his property.

"The Orica Agriculture team has been easy to work with; right from dealing with the management team when the concept was first raised, all the way to the transport personnel and the people handling equipment on site. The process was under expert supervision at all times.

"This seamless transition down the supply line gives me confidence in their ability to deliver. I think they will be a great asset to the agricultural community – both irrigation and dryland."

Key resellers will stock Orica Agriculture nitrogen fertiliser products including Precision UAN and Precision Ammonia.



Moree cotton grower Michael Seery and Paul Scutt, Orica Agriculture Senior Business Manager inspect the progress of the cotton crop at Brighann Cotton where Orica ran a pilot fertiliser project.

New online sales for machinery market

MACHINERY auction expert Ritchie Bros. is about to raise its stake in the Australian market with the introduction of its new online-only brand: IronPlanet.

Complementing Ritchie Bros.' onsite auctions, IronPlanet is an online-only marketplace offering new benefits to customers, including selling without transporting items to a centralised location and the ability to sell items for a fixed price, negotiate offers or set a reserve. IronPlanet also offers a world-class inspection service that gives buyers confidence to buy online, sight unseen.

"We are excited to bring the IronPlanet marketplace to Australia. Since IronPlanet launched in North America 18 years ago it has grown to become a leader in online auctions and marketplaces, with 1.9 million users globally," said Richard Tucker, Ritchie Bros.' Director, Operations, Asia-Pacific.

Ritchie Bros. acquired IronPlanet earlier this year, deciding to quickly expand the brand and its service to its Australian customers.

"By introducing IronPlanet we're now offering a true multichannel solution in Australia, with options for customers to sell, buy and list equipment when, where and how they want, whether onsite or online," added Richard.

"We believe IronPlanet will be very beneficial for all Australians, but especially those located in cities like Sydney and Perth that are located further away from our permanent sites in Brisbane and Geelong."

Ritchie Bros. has been helping Australians sell construction, mining, transportation, and agricultural machinery for more than 20 years through its full-service onsite auctions. In 2017 the company has sold more than 8000 items in Australia.

"Today we are dealing with customers who are much more comfortable with the online sales experience. Last year approximately 49 percent of the equipment sold in our onsite auctions was sold to online buyers."

Buyers can virtually inspect items online and review detailed inspection reports completed by qualified inspectors. Equipment sold through IronPlanet is backed by the company's IronClad Assurance, guaranteeing the accuracy of the inspection report on each 'item' sold.

"Our goal is to be a one-stop-shop for all asset management and disposition. As well as providing equipment buyers the largest selection of equipment available anywhere in Australia."

For more information, visit IronPlanet.com and RBAuction.com



\$600,000 boosts community programs

RURAL schools, men's sheds, Country Women's Associations and community halls are among the 30 not-for-profit organisations in cotton growing communities to receive a \$5000 boost from the Monsanto Fund this year.

30 not-for-profit and community organisations across cotton growing regions will benefit from a \$5000 grant just before the festive season, awarded under the 2017 Aussie Cotton Farmers Grow Communities grants program. The program is delivered in partnership by the Monsanto Fund and the Foundation for Rural and Regional Renewal (FRRR) and has now distributed \$600,000 to New South Wales and Queensland cotton communities in the past four years.

"After four years, the positive effect that these grants have on recipient communities is becoming even more apparent," said Natalie Egleton, Chief Executive of FRRR.

"With these grants, local community groups are able to address ongoing challenges and deliver lasting benefits in their communities. Often the funding is a catalyst for further investment, with grants typically leveraged at least three times over with additional financial or in-kind support.

"Sometimes they may seem like simple things, but new transport equipment for the Meals on Wheels Service or upgrading disabled access to a community hall has far-reaching impacts. With increasing pressures on rural communities making it harder to raise funds locally, we are delighted to be able to provide support for the wonderful work that many local leaders do, to build strong, vibrant and sustainable communities."

Cotton Australia Chief Executive, Adam Kay, said the organisation was encouraged to see another 30 diverse projects awarded grants for the betterment of cotton-growing communities.

"In recent years these grants have played an important role, either as seed funding to enable organisations to get projects off the ground, or as the deciding factor in an existing project's successful completion.

"We congratulate all of this year's recipients and look forward to seeing what is accomplished in the coming year," Adam said.

Monsanto Fund Representative in Australia, Jessica Douglas said that it was clear from the nominations received that there are many dedicated people within cotton areas committed to providing quality and much needed community services.

"This year we saw many community support programs being nominated, providing the opportunity to fund a range of projects that focus on mental health, disability care and education.

"It is important that the projects articulate long term benefits, in this way we can ensure that each individual grant has an enduring impact.

"Monsanto would like to thank all the cotton growers who nominated community projects – your support for the program ensures its success," Jessica said.