



ANNA BINNA update

Rainfall continues to keep us guessing

2019 is a season in which we keep receiving small rainfall events. Whilst they are small, they are not insignificant in that they continue to give us hope for the season. Our rainfall is down around 40% on average with a total of six inches (150mm) at Port Victoria and seven inches (175mm) at Maitland. Some of the crops at Port Victoria have struggled all year while crops elsewhere are looking pretty good.



Wheat pushing out a head at Point Pearce

Due to the lack of summer rain we have seen a lot more root disease in some barley crops. This rain shortage means the disease is not being washed through the soil. Some paddocks are showing signs of trace element deficiency and boron toxicity. Often, these are simply a sign of a dry year, but we aim to correct these issues with applications of trace elements. We use soil moisture probes to reinforce our gut feel decisions on how much nitrogen is enough to enable our cereal crops to reach their full potential without applying too much if the season shuts off.

Our commodities

The ongoing drought in NSW continues to create hardship in these areas, meaning the east coast continues to have strong domestic demand for grain. Last year, 460,000 tonnes of grain from South Australia was transported to NSW by rail, sea and road. The wheat price topped out at \$420 a tonne which was \$100 a tonne over the export market. This year we have seen high-protein wheat imported from Canada into the Manildra Flour Mills in NSW. This importation has not been seen since the drought of 2006 and is likely to cap the upper end of the wheat price. The crop is looking quite good in Victoria, so it's tough to guess whether domestic demand will influence our price in South Australia.

Locally, we still have huge concerns over our production, so forward sales are not an option. The lentil market continues to be quiet with prices at around \$500 a tonne. We have been slowly moving grain to Adelaide during the year with a few spikes in the price, but supply continues to be strong from both Canada and Australia. Our lentils are packed in containers at Semaphore with a lot of them going to Bangladesh for human consumption. The Indian government still has a 40% tariff on imported lentils to encourage farmers there to grow more lentils for their population. Lentils are now being grown in many countries all over the world including Russia. Lentils may have lost their niche crop status in the global market; good supply keeps prices at lower levels and means we will see less volatility in the market.

Our people

There is always lots going on with our team and we are constantly looking at opportunities to build their skills. Tom and Brodie, both new to our team, recently completed their telehandler and ChemCert accreditation. Tom is booked in to do his road train licence next month and they will both have a fair amount of additional training to complete in the next twelve months. We look forward to seeing them take on these challenges.

We encourage our staff to be healthy and to participate in the community. Danny and Marco



Loading the urea spreader



Road trains loaded with lentils bound for Adelaide



Brodie, Tom & their trainer

Luciani have taken up golf in the last few years. Danny is now in B grade with a handicap of 15 and Marco is in A grade with a handicap as low as 9. They display great tenacity and skills at work so it's no surprise they are performing well on the golf course.

Tour of the Coopers Brewery

My daughter Charlotte and I recently attended a tour at the new Coopers Brewery in Adelaide. Coopers is now buying barley direct from growers' on-farm storage. We are looking at this as an option for the future. We are growing a new malting variety called Planet Barley. It has great malting characteristics and should be a good fit for our high rainfall country. If you are visiting Adelaide, the Coopers Brewery is an amazing facility and of course you get to taste a few beers after the tour.

The Fat Farmers

As you may be aware, I kicked off the Fat Farmers Rural Health initiative a few years ago. We now have nine groups operating in rural communities around the state with 400 people on our database. Locally, we run three fitness sessions every week. Our aim is to cater for all ages and fitness levels with plenty of social interaction and banter during our sessions. After initially surviving on grant funding, this year we have started a sponsorship program to cover our insurance and running costs. I have been blown away with the level of support we have received. It's pretty tough to inspire people to change their lifestyle, but it's been great to give something back to our rural communities and see some of the life-changing outcomes we've delivered along the way.

If you'd like to read more about this initiative, visit our website at www.fatfarmers.com

Thanks for your ongoing support. I hope you enjoy this information about what's going on operationally at Anna Binna and within our local community.

Regards,

Christie doing telehandler training



Danny (left) & Marco enjoying their golf success



Charlotte & I enjoying a Coopers Pale Ale after the brewery tour



A few of the Fat Farmers crew after our Tuesday night session

Ben Wundersitz



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