



# CUTTING COSTS BY IMPROVING EFFICIENCY



**Stoller**  
Unleashing The Power Of Plants

## CONVENIENCE FLOWS FROM LIQUID FERTILISERS

### THE CHALLENGE

Switch to liquid fertilisers to improve productivity

### THE SOLUTION

Trial Stoller's ClearStart 22KZ on farm and compare with traditional starter fertilisers

### THE RESULTS

- Increased sorghum yield by ~11%
- Minimal effort and expense needed to convert equipment
- Reduced operating and handling time

**"USING CLEARSTART HAS CUT OUR  
OPERATING TIMES DOWN – THAT  
SAVES US MONEY AND TIME."**

*Jordan Von Pein*



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## THE CHALLENGE

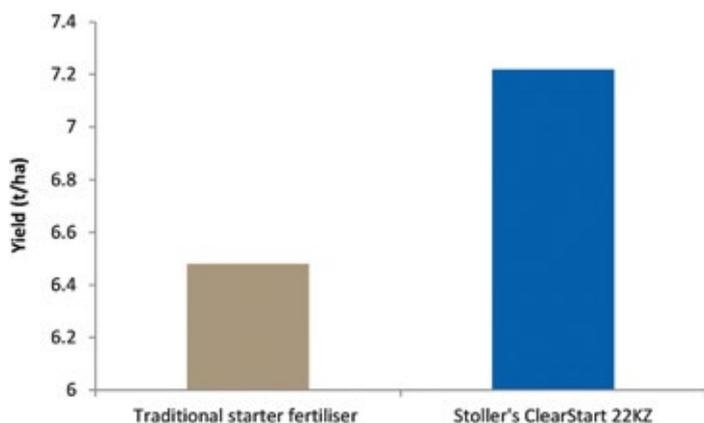
The Von Peins run their family property at Bongeen on Queensland's Darling Downs, growing sorghum, cotton, wheat, barley, mung beans and chickpeas. After many years of sowing summer crops with traditional starter fertilisers the Von Peins wanted to see if liquid fertilisers could help improve productivity. Four years on, the results are speaking for themselves.

## THE OUTCOME

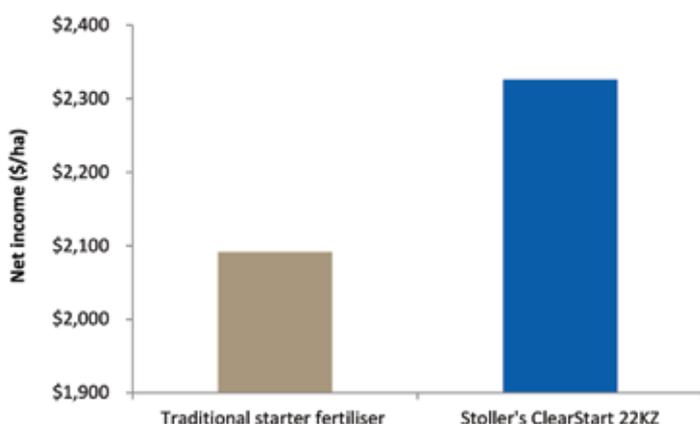
Cameron Steer, the Von Pein's local Stoller Australia representative, set up a trial in 2009–2010 comparing traditional starters with Stoller's ClearStart 22KZ. The Von Peins easily converted their existing planter so they could apply liquid fertilisers or traditional starters. In the trial traditional starter or liquid fertiliser was applied in-furrow at planting and yields, cost per hectare and net income per hectare were calculated at harvest.

Sorghum yields were 11.4% higher with Stoller's ClearStart 22KZ equating to an 11.2% increase in net income per hectare – an extra \$240 per hectare at current prices. The trial was run in a dry year and the Stoller products gave the sorghum crop a much better start compared to the traditional starter fertiliser. Even though the Stoller products cost more per hectare, that increase was more than offset by the increases in yield and income.

Stoller's ClearStart 22KZ increased sorghum yield by 11.4% compared to traditional starter fertiliser.



Stoller's ClearStart 22KZ increased net income by 11.2% compared to traditional starter fertiliser.



The Von Peins have used Stoller's ClearStart 22KZ in-furrow when planting sorghum and cotton for the last four years. It is applied in combination with Stoller's Zinc Chelate and Stoller "S", a sulphur additive, based on soil tests. The liquid fertilisers are delivered to on-farm storage via B-Doubles and the ease of handling and application is saving them the time and hassle of dealing with traditional starters.

Your local representative is:

**"ROOTS OFTEN  
LOOK HEALTHIER  
WHERE WE'VE USED  
THE CLEARSTART,  
THEY'RE NOT CHASING  
FERTILISER AS MUCH  
AS THEY USED TO."**

*Jordan Von Pein*

## THE BOTTOM LINE

Stoller's ClearStart 22KZ increased yield and net income by just over 11%. Minimal effort and expense was needed to convert the Von Pein's existing planter to use liquid fertilisers. At the rates the Von Peins use, Stoller's Australia's liquid fertilisers are as cost-effective as traditional starters.

The Von Peins now spend an equivalent amount on Stoller's liquid products as they did on traditional starters, but there's an added bonus. Because Stoller's liquid fertilisers are easier to transport, store and apply, the Von Pein's operating times have reduced significantly – and that is adding up to substantial savings in time and money.

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USE, STOLLER'S  
LIQUIDS ARE AS  
COST-EFFECTIVE  
AS TRADITIONAL  
STARTERS."**

*Jordan Von Pein*

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