



Media release

16 February 2006

Ballance out in force at Fieldays

Ballance Agri-Nutrients representatives will be at the Southern Fieldays in Waimumu this week to promote the importance of nutrient budgeting to farmers.

The Fieldays provide an opportunity for a large number of farmers to meet Ballance technical representatives and discuss the effective use of nutrient budgeting on their own farms.

Garth Dawson, Sales Manager for the Otago/Southland region says any farmers interested in learning more about the critical importance of nutrient budgeting are encouraged to visit the Ballance team on site this week.

“Nutrient budgeting is definitely the way forward, and we have found in recent times that more and more farmers want to see this tool used before fertiliser recommendations are made.

“Nutrient budgeting is not only about fertiliser, it can help farmers to better understand all their farm nutrient inputs including brought-in feed. Using nutrient budgets can assist farmers use only the amount of fertiliser they need to achieve desired production levels, helping reduce the costs associated with farm inputs. It is also environmentally friendly, as there is less potential for nutrients to be lost to the environment.

“We will also be talking to farmers about our unique product, *Bioshield Grass Grub*. A severe infestation of grass grub has the potential to dramatically reduce the carrying capacity of a paddock, and *Bioshield Grass Grub* has proven an effective control agent.

“We are particularly excited about this year’s Fieldays as we are celebrating 50 years of business in the South Island, and hope that patrons attending will stop in for a tea or coffee with us.”

As part of its anniversary celebrations Ballance will be running a competition with a grand prize of 50 tonnes of *superten* fertiliser up for grabs. That’s worth a fantastic \$9,500, so it’s well worth calling in to the Ballance tent and talking to the staff.

ENDS