



Newsletter December 2019

Welcome from our CEO – Craig Perkins

Dear Members and Customers,

I would like to thank those that attended our recent AGM, where we reported a positive financial result for 2019 and presented our strategic plan for 2020, which is on track after 5 months of trading. During my presentation, I shared details of some of the community groups we supported in 2019 and I have included a copy in this newsletter.

With Christmas fast approaching, the Co-op will have a number of excellent sales promotions so please follow our social media (Facebook/Instagram) or come into store to grab a bargain or that special Christmas gift. We also have Co-op and Saddleworld gift vouchers available if you are stuck for ideas. These can be purchased at our Retail counters. We have fresh Christmas trees for sale. Visit the Produce department to grab your tree while stock lasts.

The Co-op will be closed on Christmas day, Boxing day and New Year's Day, and we will close at 3pm on Christmas Eve and New Year's Eve.

We are pleased to advise that the Co-op calendar for 2020 will be available for collection from Monday 16th December from the Retail and Produce store or our Admin office.

As I have mentioned in previous newsletters, we still have funds available in the Drought Appeal account. If you feel you may qualify for Drought support, please visit the Co-op office to collect an application form.

I would like to take this opportunity (on behalf of the Co-op Board and all our wonderful staff) to thank you for your support and loyalty in 2019. We wish you all a safe and prosperous 2020.

Enjoy the newsletter

Best Regards

Craig Perkins

AGRONOMY

As the year draws to a close, we thought we'd look at one of our client success stories in 2019. Years like 2019 are difficult to be productive and make money, but these guys proved that when you set goals, you make informed decisions and you get timing as spot on as you can, you will be rewarded.

Most Highlands farmers would know the Merchant brothers Garth and Scott from their rural contracting business. The boys also have their own land, which they work just as hard on, to supplement their contracting income.

Coming off the back of a late finishing Sorghum crop from the summer of 2018/19 the boys were looking for an option that could be sown late with minimal ground preparation and would persist well in dry conditions. They were not looking for any grazing from the 15 hectares throughout Winter or Spring and only wanted to cut the paddock once with as high a yield and quality as possible, and have it removed early enough to prepare for another summer crop in 2019/20. At this stage we introduced the boys to Flinders Forage Oats from PGG Wrightsons. Flinders is the newest release forage Oat from PGG. It has outstanding rust resistance and upright growth habit, allowing it to build substantial yield and maintain high quality on single cuts.

We decided to sit down with Garth from Merchants contracting and ask a few questions about the Flinders Oats and find out his thoughts on growing them this season and into the future.

Why did you decide to grow Forage Oats?

"We had grown Ryegrass prior to this year, and we were never really impressed with it. It didn't really suit what we were trying to do but hadn't found an Oats variety that we liked yet either."

What was the goal for the paddock?

"We felt like we've put a lot into the paddock and hadn't really seen the benefits, so we just wanted to see something that worked. The goal was to grow as many bales as possible of good quality silage to sell to returning customers. Quality is super important to keep customers happy and more bales make us happy."

Why did you choose 'Flinders' Forage Oats?

"After talking with Alex (from the Co-op) he was certain that Oats and this particular variety would suit us perfectly. He explained what we could expect to get out of it if we did everything right as well as the pros and cons compared to Ryegrass – so it made sense. Sometimes these Forage Oats can seem expensive but looking back now this was worth every cent."

Did Flinders Oats meet your expectations?

"Yes. Given the season and terrible rainfall we had it did exactly what we asked and probably more. We got 420 good, heavy round bales from the paddock and that would be our best cut since owning the block."

Would you grow Flinders again?

"Definitely. If we are in the same situation here again or anywhere else that would be our go-to option. But I still think even if we sowed it early and grazed it through winter it would have been a very similar result with how many bales we got."

Is there anything you didn't like about Flinders?

"No. Only that I wish we'd had even more paddocks of it to cut!"

Would you recommend Flinders Oats to other farmers or customers of yours in the future?

"Well we already have. Anyone that was in a similar situation to us at the start of the season that hadn't spoken directly to Alex or been into the Co-op we just told them to grow what we were growing. With the planning and thought that went in the recommendation Alex gave us it just seemed pretty simple and likely to give a good result which is all anyone is after in tough years like these."

As Garth mentioned, they managed to cut 420 round bales of silage weighing around 500kg @ 30% moisture. These means they grew roughly 9.8 tonnes of dry matter per hectare from around 350mm of growing season rainfall. If you apply current market hay prices from further west or south of around \$350/tonne, they managed to generate approximately \$3,430/hectare in potential income.



The Co-op would like to thank the Merchants for their time taken to answer these questions and strong support over the last 2 years!

So, if you're finding your current varieties or species aren't working for you, your livestock or your individual farming system, give us a call and let's put together a plan to get you moving in the right direction and hopefully get better results in these tough conditions.

For all Agronomy queries, please contact **Alex Good**
Mobile: 0434 642 663 or Email: agood@bowralcoop.com.au

WATER MANAGEMENT SOLUTIONS

With the serious fires we have been witnessing in recent weeks, please make sure you have your Fire Fighting Plan in place and ensure your system is serviced and ready.

Alternatively, talk to us about our Fire Fighting Unit below.

FIRE FIGHTING UNIT
Davey 5255H Twin Stage Firefighter Pump

6.5HP
HIGH PRESSURE

TWIN STAGE WITH IBC

We can also change to a single impeller pump

Including 2 hoses and an IBC Water Tank



\$1942.30
MEMBERS - \$1841.85

(Price includes GST)

Call Chris on 0438 383 001 or email cheathcote@bowralcoop.com.au

PRODUCE SHED

Hygain Tru Care provides a balanced diet of highly digestible fibre, fat and carbohydrates along with essential vitamins and minerals specifically developed to meet the nutritional requirements of mature horse/pony (6 year plus) when in work, at rest or enjoying retirement.

Tru Care should be fed in conjunction with quality pasture, hay, or chaff.



BUY 1 GET 1
**HALF
PRICE**

HYGAIN

HYGAIN Tru Care
For more quality years

HYGAIN TRU CARE[®]
a feed that has it all.

AVAILABLE IN STORE NOW!

The advertisement features a woman with long brown hair gently touching the face of a brown horse. In the foreground, there is a large pile of brown, spherical feed pellets. To the left, a bag of Hygain Tru Care horse feed is shown, featuring a white horse silhouette and several circular icons labeled 'SUPER Fibre', 'JOINT Health', and 'Body CONDITIONING'. The background is a soft-focus green field.

Call Jono on 0488 009 150 or email jfudge@bowralcoop.com.au

RETAIL STORE



Beat the Summer heat and flies with Avenel hats and Enviro Safe Fly Traps.



Beat the sun with these summer hats!!!

Watering solutions are awash with our great range of hoses and sprinklers at your disposal.



Call Amanda on 0408 114 947 or email apullinger@bowralcoop.com.au

GARDEN NEWS

With the Festive Season fast approaching, come in and browse our new stock lines.

The arrival of new prefabricated garden beds and pots will make a great Christmas gift.



Super Savings 10% OFF

Spears and Jackson Colour Collection Hand Tools

GREAT GIFTS FOR THE KIDS

We have a limited number of Venus Fly Traps, Sundew and Pitcher Plants



DECEMBER CHECKLIST

1. Lawns can still be fed this month - however be sure to water in well.
2. Raise the level of your lawn mower blades - too short allows weeds to invade and dries out the soil. An application of **wetta soil** granules like **Saturaid** is very helpful at this time.
3. Regular inspections for Curl Grub is necessary and treat immediately.
4. Train shrubs, trees and flowers to withstand the dryness by avoiding frequent light watering. A deep soaking will encourage roots to seek down for water.
5. Keep regular and consistent watering up to fruit trees. Mulch well to retain moisture.
6. A tip to slow herbs from bolting is to erect a temporary shade cover through the hotter months. Harvest regularly and hang them to dry.
7. Erect trellis for climbing plants and vegetables. We have an extensive range of wires and plant supports available in store. Tomato and Vegetable cages are also now available.
8. Net fruit trees from birds with the white netting or try our prowling owls or humming line.

SOWING GUIDE

In the Vegetable Patch:

1. Plant all vegetables that could be sown last month.
2. Tomatoes must be planted now to ensure a crop in before frosts.
3. Supply sturdy stakes now ready for their quick growth.
4. Keep a watchful eye for the White Butterfly moth. Basil is said to help ward off this pest.

In the Flower Garden:

1. Sow annuals - Petunias, Lobelia, Celosia, Dianthus and Salvias.
2. Keep up regular Rose spraying program and remember to dead head.
3. Check Azaleas for Lace Bug. A dull mottling or silvering of the leaves is indicative of an attack.
4. Use Pyrethrum, Rose Shield to help rectify the problem.

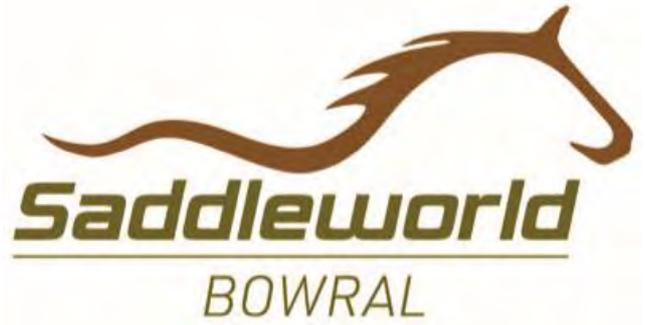
***If you're going away over Christmas, you should prepare your plants and pots for the holidays. Group your pots together in a sheltered area, and the use of saucers underneath is a good idea. A side watering of Seasol will help boost your plants now to ensure they are super healthy to be left unattended for a few days if necessary.**

Happy Gardening and I will see you at the Garden Centre,



Email: gardencentre@bowralcoop.com.au

SADDLEWORLD



WARM WEATHER ALERT

Did you know that salt is the most important mineral required by horses and can be lost due to exercise and excessive sweating?

Adding a salt lick or mineral block to your horses' diet is a great way to make sure that they get their daily intake of sodium, vitamins and minerals.



Come in and see our great selection in store.

GIFT CARDS



Don't know what to get for you horsey friend, instructor or family member? Why not get them a **Saddleworld GIFT CARD!**

You can give as little or as much as you want (*depending on whether they have been naughty or nice*) and all gift cards are redeemable at any Saddleworld Store across Australia.



Don't forget to follow us on Facebook and Instagram.

The Bowral Co-op is very proud of the support we give to local Community organisations and listed below are some of the organisations we supported in the 2019 financial year.

Community Support

Kollege of Knowledge Kommittee for Kids	Bowral Blacks	Harbison Care
Wingecarribee Adult Day Care Centre	Bowral Junior Cricket	Southern Highlands Hospice
Country Woman's Association	Bowral Show	Kangaloon School
CWA Drought Appeal	Moss Vale Show	Bowral High School
Woodlands Rural Fire Brigade	Robertson Show – Beef awards	Moss Vale High School
Sth Coast Beef Producers	Robertson Show – Pasture awards	Bowral Public School
Berrima Horse Trials	Chevalier College	Oxley College
Shibumi Pony Club	Southern Highlands Polo	Polo Crosse Club
Rosthwaite Farm Junior riders	Wallaby Hill Eventing	Bowral Dressage



BOWRAL CO-OP

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