Thanks to all those members who were able to attend our recent Open Day in May. Because of the support and attendance of our members, the Yolla Open Day has now become a key annual event for our key national suppliers with many suppliers already expressing their desire to be included in next year’s event.

A large factor in the success of the day is the degree of hard work and planning that Brian and his staff put into the event. Thank you to all those suppliers who so generously support the Day; to the Yolla Cattle Handlers who once again so professionally catered on the day and finally to Rivalea who donated a huge amount of very well received pork for the BBQ.

Major Prize Winners - Congratulations to all our prize winners on the day. We estimate that around $15,000 worth of prizes were given away on the day. Major prize winners included

- Kincrome Tool Chest and Tools P&M Bidwell
- 2 Engel Fridges Winners D. Pointon & T.Wells
- Waratah Fencing Tools T Coldicutt
- Trutest $500 Accommodation Voucher Robertson Farm
- Heritage Grass Seed G Duniam
- 2 Rolls Silage Netwrap W Wells M Mclaren
- 4*10 bags Rex James Feed E.Ranson, J Hine, M Rice B Radcliff
- 2*$250 Philmac vouchers S. Cann, T Wright
- Rocky Cape Bale Feeder G Terrey
- 2*$275 WFI Store Vouchers L Barrett, G.Neal
- Wrightsons Flight Centre Voucher P Richards

Winner of the Kincrome 6 drawer Tool Chest and tools Maria Bidwell with Store Manager Brian Stokes

End of Financial Year
The end of Financial Year is approaching rapidly!

Don’t leave your end of financial year purchasing decisions to the last minute. If you need to organise forward purchasing, pre-purchase fertiliser or merchandise or take advantage of the generous $20,000 full deduction on capital equipment get in early to discuss your options with Teresa or Brian. Don’t forget that prepayments automatically qualify for the full loyalty reward which has recently saved members making prepayments a further 1.5% discount as well as a tax bill.

Loyalty Rewards

During June members will receive nearly $50,000 worth of loyalty rewards credited to their accounts. Since the program’s inception three years ago we’ve now returned over $1/2 million dollars back to members. To ensure you get your share ensure

- your monthly account is paid in full on the due date,
- If you use WFI insurance, ensure WFI are informed you are a Co-op member. Members receive a 2.5% discount on their premiums. (paid quarterly by the Co-op.
- Maximise your spending with the Co-op by purchasing your fuel and/or grain through the Co-op. With fuel for example in the last two years members have received roughly an additional 2 cents a litre off their fuel purchases over and above their initial savings)
- Guarantee your savings through end of year prepayments.
News from the Board

I recently wrote to members announcing the Board’s decision to purchase our current warehouse site at 83 Mt Hicks Road Wynyard. It’s a major decision in the growth of our Co-op. Five consecutive record annual sales results at the Wynyard site and prudent financial management has enabled us to be in a position to purchase this site; a site we believe is strategically unique and very important to our future.

The Co-op has enjoyed particularly strong sales growth this year due in large part to the continued loyalty and support of our members. This support was once again clearly on show at our recent Open Day. An impressed Peter Law CEO of AIRR commented on the day that AIRR spend 6 months and considerable expense organising their national Conference. AIRR manage to get 80 national suppliers to attend, Yolla manage on a shoestring budget to regularly get 60 national suppliers attending their Open Day.

We’re at an exciting stage in the development of our Co-op. We’ve worked patiently in recent years to build the financial and skills base of our Co-op. As we continue to grow we’re increasingly in a position to seize strategic opportunities as they arise for the long-term benefit of our members.

Rod Rylah

Winter fertiliser applications

Traditionally pastures have relied on legumes to “fix” nitrogen. In high producing ryegrass pastures nitrogen fixation will never be sufficient for maximum grass growth. During the colder winter months when soil temperatures drop below 10°C clover no longer fixes N, however most grass pastures will continue to grow at soil temps down to 3 - 4 °C thereby creating a nitrogen deficiency.

Research indicates that efficient pasture response occurs at application rates of between 25 – 50kg of N/Ha (55 – 110 kg Urea /Ha), at any one time, providing soil temps, soil moisture and other nutrients are not limiting. Rates above 60 kg of N/Ha (130 kg Urea/Ha) exceed the plants requirements and thus N is lost to the environment. Likewise, very low application rates will produce highly variable responses.

Plants can only utilise Nitrogen if sufficient Sulphur is also present, the manufacture of proteins in the plant depends on the presence of Sulphur containing amino acids. Comparisons between Urea and Urea/SOA blends clearly show increased dry matter response in rye grass pastures particularly in Winter when the mineralisation of organic Sulphur to sulphate Sulphur is slow, Ammonium sulphate is also less prone to losses to the environment.

In summary

- Only apply Nitrogen to actively growing pastures
- Apply N at rates of 30 – 50 kg N, application less than 30 kg produce unpredictable N responses & applying twice as much Nitrogen will not generate twice as much feed.
- Avoid applying Nitrogen to waterlogged soils, avoid applying N fertilisers before heavy rains and for at least 2 – 5 days after heavy rains.
- Urea is currently the cheapest form of Nitrogen
- Do not graze areas treated with Nitrogen for 3 weeks.
- Know your soils! Remember to have regular soil tests so we know what is going on and can treat deficiencies effectively.

Suggested blends:

- 38-00-00-08 @ 110 kg / Ha Urea / SOA
- 33-00-00-12 @ 125 kg / Ha Urea / SOA
- 30-06-00-08 @ 135 kg / Ha Urea / SOA / DAP
- 24-04-13-05 @ 175 kg / Ha Urea/ DAP / SOA / MOP
- 29-04-08-04 @ 145 kg / Ha Urea / DAP / SOA / MOP

We’re keen as a member focused Co-op to help our members be more profitable and sustainable. We’ve been approached recently by a body; Eat Well Tasmania; a statewide non-government organization keen to promote healthy Tasmanian grown, produced and value-added food. Several of our members products are featured in their publications, but the organization is keen to talk to any member wanting to promote fresh seasonal Tasmanian produce. Contact Carly Flemming on (03) 6223 1266 or via email on eo@eatwelltas.org.au
End of Financial Year Deals including clearance and discontinued stock lines

**Speedrite 36,000 RS**

- **RRP** $2,395
- Powers up to 500 acres / 200 ha (360 km) of fence
- J maximum output energy (54 J stored energy)

**Member Price** $1495 incl

**Clearance items**

- ✓ **4.5 metre mobile Feed Trough**
  - Was $3500
  - now $2,500
- ✓ 1 only **40-ton Log Splitter** (unassembled)
  - Key electric Start - was $2090 now $1920
- ✓ Whites Wires Special Order **3.6 metre (12 ft) farm gates**
  - Members Price $97.90 incl
- ✓ Cyclone Galvanised Field Gate Sets
  - $15 incl

**Gallagher S22 Solar Energiser** *(discontinued line)*

- **RRP** $350
- **Member Price** $220 incl

**Timac Lick Blocks - quality lick blocks clearing at cost**

- Company discontinuing Australian operations - all stock must be cleared at cost value

**Farm Biosecurity Signs**

- Now in Stock in both Wynyard and Smithton

**Cattleguard 5 Litre**

- A great value and quality MOXIDECTIN pour on for cattle
- Was $440 incl for members
- **Conference Special** $385 incl

**Profelac Silver**

- Profelac SILVER milk replacer can be used to feed orphaned foals and can be used as an emergency milk replacer feed for other farm species.
- **Member Price** $75 incl per bag

**Castrol Hyspin AWS 46 Hydraulic Fluid 20L**

- ISO 46 hydraulic fluid that provides outstanding anti-wear and anti-oxidant qualities for all kinds of machinery and equipment
- **Member Price** $76 incl while Stocks Last
- Also - **Castrol AWS 68** $76 incl

**Blue Wash Laundry Powder**

- June Special (or while current stock lasts)
- **12.5 kg bucket**
  - **Member Price** $46.95 incl
- **5kg refills**
  - $17.75 incl

**End of Financial Year Specials on Weigh Systems and EID Equipment**

Both Speedrite and Gallagher have some great deals on weighing and EID systems

If you’re in the market for new livestock sales, stick readers or indicators contact Brian, Nick or your nearest stores now.
Tankworld End of Financial Year advertised Special
24,000 smooth walled tank plus pump and cover
Yolla Member price
$2,920 incl

Contact Midland tractors for great deals on the full range of John Deere equipment from heavy duty farm machinery to all-purpose utility tractors Contact Tim Coldicutt on 0429 902 639

Co-op Diary - Saturday June 30th
Please note we are closed for Stocktake at Wynyard this day

Win a $5,000 Travel Voucher to any destination you choose!

Spend $150.00 or more in one transaction on any of the Veanavite Calf Pellets range and go in the draw to win a $5,000 travel voucher to a destination of your choice. This Victorian, Tasmanian promotion finishes on June 30th.

Attendive Members during the recent Open Day at Wynyard.