



BACK Paddock  
Adviser



BACK Paddock  
Manager



BACK Paddock  
SoilMate



BACK Paddock  
Training

# Goings on in the Back Paddock

## NSW agronomist lauds SoilMate for soil test interpretation

NEW South Wales farm consultant Glen Pinn has lauded the use of the SoilMate program for soil testing and interpretation of test results.

Glen has been involved in the agriculture industry as an agronomist for 11 years and now operates his own consultancy business, Pinnacle Agriculture, at Gunnedah.

He has experience with all soil testing options available and rated SoilMate as "second to none".

"SoilMate is a very user-friendly program for processing soil and plant samples," Glen said.

"From ordering the appropriate analysis required for each sample through to choosing between three laboratories to handle the testing, it is a truly independent result, which I see as being of high importance when making a recommendation as an agronomist."

The ability to pay for and download the test results on-line also ensures a time efficient process.

He said when it came to creating the recommendation using SoilMate, the ability to allocate the appropriate paddock and interpretation chart was quick and easy.

"The variety of reports and recommendations that can be generated within the software gives you the option of creating a recommendation that can be catered to your client's individual needs."

"Within the software, you can combine a shallow and deep analysis for nitrogen budgeting, and the capacity for the addition of in-crop tissue test results is a great benefit.



Gunnedah-based farm consultant Glen Pinn.

"The flexibility for you to personalise and add your local knowledge and experience to the recommendation is a very useful tool."

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# Planning tool makes agronomists as valuable as independent consultants

PROVIDING farm planning tools that help growers better manage production, risk and profit has become an essential part of a modern agronomy service.

Landmark Horsham agronomist Matthew Sparke said his ability to offer the company's 'PaddockWise' planning services to his clients meant he could be at least as valuable to them as an independent consultant, if not more.

Matthew has been using Back Paddock Company's software program for the PaddockWise service for two years and said he believed its strengths were easy-to-follow reports and precise scenario planning.

"Through its Master Database of current prices, it gives the agronomist and the client access to a lot of important information for decision-making," he said.

Matthew has retrospectively added 13-14 years of herbicide and fertiliser paddock records to his client's PaddockWise files, mainly for herbicide resistance and nitrogen history issues.

He said for the past two seasons, especially, the program had been highly beneficial in being able to trace an individual farmer's historical fertiliser use to determine where money was best spent in the current season to curb costs and generate maximum returns.

In his region of broadacre cropping, he said the ability to track chemical use was vital for herbicide resistance issues.

"I use PaddockWise to check chemical application history and this helps with product selection, paddock rotations and determining strategic use of hay as a break crop for the coming season."

Matthew carries out a pre-harvest inspection with all of his clients around October to assess if there are any issues, such as ryegrass, that will be important to follow up for the following season.

He then visits clients early the following year – between February and April – to put together PaddockWise plans for paddock rotations and input use, and to compile scenario and gross margin reports.

These reports can be on a hectare, paddock, crop type or whole farm basis and can be continually updated and refined as seasonal conditions, input costs and grain prices change.

Matthew said several of his clients were



*Matthew Sparke, Landmark agronomist at Horsham in Victoria.*

using the PaddockWise on-farm Manager version of the software, which made it easy for them to make their own adjustments to plans during the season.

"Once you get your clients on to Manager it is very simple and easy for them to use, clearly telling them at each stage what they have to do next."

"As growers get more professional and need more information, it is the next logical step. And with chemical application, the need for good record keeping is increasing."

He said he believed he was offering his clients a service that was as good as – or better than – any service that an independent adviser could provide to them.

## Landmark developing a better all-round service with PaddockWise

THE use of Back Paddock Company's Adviser software program for Landmark's 'PaddockWise' whole farm and paddock planning service has assisted the development of more comprehensive plans for clients and improved understanding of their businesses for Landmark agronomists and staff, culminating in a better all-round service from the company.

Landmark National Farm Services Manager Bruce Cairns said agronomists previously conducted planning for clients more manually and on an ad hoc basis, so the introduction of PaddockWise through the use of the Adviser program had been a significant advancement for the business.

"Our agronomists now sit down with their customers and develop farm and paddock plans that can be adjusted throughout the year," Bruce said.

"It is particularly valuable to farm managers, giving them an idea of their budget for the year and allowing them to assess the impact of different 'what if' scenarios for their farm production. They can look at 'what if' scenarios with different crops, fertilisers and chemicals and the projected yields.

"We also give clients the opportunity to buy the Manager version of the software so they can swap information for PaddockWise with their agronomist.

"The agronomists get a better understanding of their clients' businesses and it helps to



*Bruce Cairns, Landmark's National Farm Services Manager.*

build their relationship with them and the loyalty to Landmark."

He said for agronomists, the introduction of PaddockWise had made their roles a little more interesting.

"They have another tool they can use to help their grower clients."

Bruce said if an agronomist was promoted, they could also now hand over detailed history and up-to-date information on clients to their successor.

He said agronomists were now enhancing their use of some of the advanced components of PaddockWise for clients, including the farm and paddock mapping and water use efficiency (WUE) features.



*Daniel Andrews, agronomist with New South Wales CRT store, Rich River Rural, at Moama.*

## Comprehensive farm plans assist improved business at Moama

THE ability to provide clients with a comprehensive farm plan using Back Paddock Company's Adviser program has led to increased customer loyalty and expanded business opportunities for New South Wales CRT agronomist Daniel Andrews.

Daniel works for CRT's Rich River Rural, in the broadacre cropping and grazing area of Moama.

He said he had predominantly used the software as a farm planning tool for many clients.

"It enables you to do the planning with your clients and present them with a complete report package," Daniel said.

"Typically I sit down with clients after harvest to collect data about seed, fertiliser and chemical inputs for the next year, discuss

crop rotations and then drive around their property to look over the paddocks.

"Then I compile a comprehensive plan of inputs for the following year, analyse a wide range of scenarios and gross margins and put together a variety of informative reports – all without costing me too much time and effort."

He said one of the most beneficial aspects of the Adviser program for agronomists was that it generated excellent and reliable records of paddock histories and a detailed paddock-by-paddock plan for the current season.

"As the season progresses – using the clients' Adviser plans – I have a good reference as to what is going on in each paddock."

Daniel said one of the biggest advantages of the system for his clients was its ability to

generate highly detailed gross margin reports on a paddock and whole-farm scale.

"It really shows them what they need to do in their budgets to break even and – at the click of a button – how different scenarios will affect their bottom line."

"This really helps with rotation and whole-farm planning and with obtaining finance for their businesses. I had many clients take their Adviser plans to the bank and machinery dealerships to back-up their finance requests."

He said the Adviser reports were also excellent for paddock record management at a farm level.

Many of Daniel's clients already had farm planning processes in place when he joined the CRT store in Moama. But, after using the

*Continued overleaf*

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Adviser program with Daniel, at least one of these growers decided to introduce Back Paddock Company's farmer-specific Manager program to enable him to have more information at his fingertips and interact better with his agronomist's program.

Daniel said using Adviser had also been beneficial for the CRT store, mainly in the ability to forecast and plan orders around what its clients would be buying for the year ahead.

He said it had also boosted client loyalty and sales business because it helped him and the store differentiate what they were offering in the market.

"Because the Adviser reports are so professional, comprehensive and expansive,

many other growers became interested in what we were doing."

"I can see that rural merchandise stores that have a high percentage of clients using the Back Paddock Company Adviser and Manager programs would really benefit from improved stock ordering, increased sales, greater merchandise efficiencies and more customer loyalty."

Daniel said the back-up and Helpdesk support provided by Back Paddock Company was another key advantage of the program for both agronomists and farmers, who were time limited.

"There are always little things changing and they are really helpful in sorting things out whenever you call," he said.

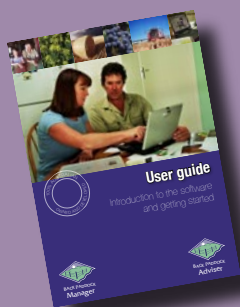
## Update to Version 8.5.8.1

BEFORE commencing work with Back Paddock, it is important you are running the latest version of the program.

To check that you are, select 'Check for updates' under the 'Help' command and follow the prompts. You will be amazed with the robustness of this new version.

## Useful tips and page numbers in Back Paddock User Guide

- ▶ Update all prices from Master Database: page 23
- ▶ Refine fertiliser applications by soil testing: page 31
- ▶ Add Timerite date to pasture paddock plans: [www.timerite.com.au](http://www.timerite.com.au)



## Update from the Helpdesk

### GENERAL INFORMATION

Mapping is one area in Back Paddock in which our customers require assistance. With this in mind we have added a significant amount of new content to the Adviser/Manager User Guide. See the "New Features" section for details.

### SOFTWARE UPDATES

#### New Software Version

A new version of Back Paddock has arrived, please update your software!!

By now you should have received a notification email advising you that there is a new version of Back Paddock available, along with instructions on how to update your software to this version.

If you require any assistance with the updating process please contact our Helpdesk on 1800 557 166.

### NEW FEATURES

#### New Mapping content in the Adviser/Manager User Guide

New mapping content has been added to the Adviser/Manager User Guide. The updated User Guide can be viewed by clicking on the below link.

<http://www.backpaddock.com.au/pdfs/help/BPS%20User%20Guide.pdf>



## Next Issue

- ▶ Software directory for Australia
- ▶ Planning the season is the key
- ▶ Back Paddock Red wine going down well



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