

Get paid for using an independent consultant

ADVICE is best separated from buying decisions, a fact that has been well demonstrated in the financial services industry and is becoming increasingly true over a wide range of farm inputs.

Farmers can be excused for thinking that access to a company agronomist is "something for nothing," but these agronomists should be viewed as an extension of the sales team, in fact the official job description of many of them would be "sales agronomist."

Independent consultants are able

to give the best agronomic advice without commercial pressure and so leave the farmer free to make the best purchasing decisions, plus they are generally very experienced and can often provide more services or a service better tailored to individual needs.

Farmers who wish to use independent consultants could receive a reward of up to \$2000 this year.

Interested? Call Neil at 4Farmers head office for further details and conditions.

Solid technical backup from 4Farmers

Although 4Farmers doesn't push a sales agronomy service on to people, they do have a highly qualified support team to handle chemical queries.

Farmers can lodge chemical queries in the technical support area of the 4Farmers web page or they can ring 4Farmers head office.

If a problem needs someone on the spot, then 4Farmers also has a

service guarantee to ensure prompt attendance in the paddock of any 4Farmers customer.

4Farmers head of technical support, Dr Terry Piper, will also be in attendance at Wagin Woolarama and anyone who makes the point of talking to Terry there will receive a bonus entry into the draw for footy tickets.

Making your weeds work for you

Some people have questioned the morality of growing a food crop like canola and then using the oil to power diesel engines, but Tim Hardy, from Penong in SA, has no such qualms.

At the request of some local researchers, Tim harvested a local weed, Wards Weed, and then put the seed through the oil crusher he had procured from 4Farmers. To his surprise and delight, the seed contained 35pc oil.

Tim is more than happy to continue researching a weed that can be made to work for a living, but in the meantime he now powers his Lister diesel engine with the oil, a great example of Weed Power.

You may not have Wards Weed on your property, but a visit to the

4Farmers stand at the Wagin Woolarama will enable you to talk to the 4Farmers team and get the good oil on oil crushers.

To make on-farm oil production economic, it is necessary to find a profitable use for the high protein meal, so 4Farmers can also provide all the information needed on pellet presses.

Drop into 4Farmers at Wagin and have a ball!



Make a small detour at the Wagin Woolarama and have a yarn with the 4Farmers team, grab a coffee and find out how to turn a visit at Wagin into a trip to Subi.

How? Call in and find out!

New 4Farmers distributor in Wagin



Farmers in the Wagin district who have become used to the quality service from Wagin Spraying Service will soon discover that Dean and Melissa Morgan are now wearing new hats - 4Farmers hats.

Yes, Dean and Melissa are the new 4Farmers distributors for the Wagin area and will be stocking a full range of 4Farmers farm chemicals.

Dean has spent 24 years in Wagin and has experience of crop spraying that goes back 22 years, while they have been in their current business for 11 years, currently operating a 30m self propelled Rogator.

Ring Dean on 0428 611 732 and get the full story on how the 4Farmers range of products and their competitive prices can meet your needs.

Propyzamide Special

4Farmers will again be stocking Propyzamide, a cost effective herbicide for controlling a wide range of grasses, so farmers who have found a use for this chemical should call in at the 4Farmers stand at Wagin to discuss their needs for the 2007 season - and be pleasantly surprised at the price.

4Farmers Pty Ltd Suppliers of agricultural chemicals to protect your crops and animals.

Free Call 1800 038 445, Ph: (08) 9356 3445 Fax (08) 9356 3447
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FOR FARMERS**

Web Site: www.4farmers.com.au