





**About
GETTING VALUE FOR MONEY**

QUESTIONS I SHOULD ASK MYSELF

How am I going to choose my product ?

Can I get extra benefit for the same amount of money ?

Will I be able to alleviate paddock variability ?

Can I get a secondary benefit ?

Will it actively improve this year's crop ?

**RLF ULTRA FOLIAR PRODUCTS
CAN DELIVER ALL THIS**

Grant Borgward,
Farmer and RLF Manager



Grant Borgward talks about GETTING VALUE FOR MONEY

Farmer and National Sales Manager for RLF

About this Series

An informative and insightful video series featuring Grant Borgward has been released for 2016.

It has been called FARMER TO FARMER with very good reason.

This series has been developed to enable farmers everywhere to draw knowledge and inspiration from a fellow farmer as well as to spread further the message of RLF products.

Grant Borgward talks about Getting Value For Money

So, as a farmer, when I'm making a nutrient purchasing decision, I can do a very basic analysis and say, "well based on the cost, and the product analysis, that's how I'm going to choose my product". That's one dimensional.

Or, I can go a bit further, and start evaluating it by some other means to see if there is some extra benefit I can get from that same spend.

So, if I'm going to choose a product - and let's say I need zinc - I can say to myself : "So, okay, I'm looking for zinc. What else will I get for that \$8.50 per hectare ? Well, I'd also like some phosphorus, and some copper and perhaps some manganese".

So, based purely on nutrients, I'm going to get the zinc I need, plus I'll also be getting other nutrients to help lift yield, and hopefully alleviate paddock variability when it comes to nutrition.

The other thing I'd like is a key secondary benefit. And this is extra root growth.

When I look at these other nutrients, on the other products available on the market, are they going to add to root growth? Most other products on the market have little impact on root growth, therefore they are not really on the list for me, so far as what I can actively put on this year to improve the crop.

So if I'm going to evaluate a product based on price, product analysis, and also on root growth, then it certainly shortens my list.

RLF Ultra Foliar is the product for me. It is definitely value for money.



About Grant

Grant farms nearly 10,000 ha of mid-west land located southeast of Geraldton in Western Australia. A son of a farmer, Grant's been bought-up on farm all of his life. In professional life Grant is the National Sales Manager of RLF for the last 18 years.

RLF Products

Seed Priming	Ultra Foliar	Crop-Specific Foliar
BSN Superstrike	Plasma Fusion	Canola Plus
BSN Ultra	Plasma Power	Cereal Plus
BSN-10	Broadacre Plus	Cotton Plus
	Fruits & Veggies Plus	Horticulture Plus
		Viticulture Plus
Foliar	Rapid Foliar	Nutrient Charger
Boron Plus	Rapid Zinc	Unidip
Calcium Plus	Rapid Max	
Potassium Plus		
Foliar Nitrogens	Fertigation/Furrow	
PowerN26	Fertigation Plus	AdBlue
PowerN42	Plasma Furrow Inject	Bulk Fertilisers
PowerPK	Nutricover	

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