



# The Cross Slot® Drill Down

CROSS SLOT NORTH AMERICAN NEWS NOVEMBER 2014

## Cross Slot – The World Leader in No-Till Technology

### Biochar—Black Is The New Green

'Carbon farming'—adding a form of charcoal to the mix of soil amendments is currently being tested in laboratories, test plots and field demonstrations in Eastern Washington.

The carbon is called "biochar". It can register in the 80% organic carbon range and can be produced from a wide variety of forest and agriculture wastes. The 'why' of biochar comes from a wide stream of environmental and economic benefits but, briefly, biochar increases water and fertilizer use efficiency improving plant growth for greater yields.

Leading this research effort in Eastern Washington are Manuel Garcia-Perez, WSU professor, Debbie Page-Dumroese, USFS

RMRS scientist, Mark Fuchs, WA State Ecologist, Chuck Hersey, WA State DNR, Dr Phil Appel, CEO Ag Energy in Spokane, and Terry Morgan, Rosalia farmer.

In a field demonstration using barley-straw based biochar provided by Ag Energy, Terry Morgan noted "...a distinct color difference between the treated plots and the controls. The plants looked healthier." Morgan is quick to admit that it will take several rotations and years of study under different weather conditions, but "I'm encouraged with these preliminary results."

Morgan applied biochar using a "broadcast" method; then, worked the biochar into the soil. "I'd like to see an injection

system—putting the char right into the root/growth zone of each plant. That way it will take less biochar and it will be right where it needs to be", Morgan said. "I'm anxious to see how the plots respond to a second growing season".

(Additional information on biochar can be found at this WSU website, <http://csanr.wsu.edu/biochar/> and this international biochar association's site, <http://www.biochar-international.org/biochar> )

Note: This article is contributed to the Cross Slot newsletter by Dusty Moller, Wood Utilization Manager at the University of Nevada Reno.

### Report from the UK/Nuffield Scholars

It seems that North American farmers are not the only ones discovering the benefits of Cross Slot to their arable farming systems.

In the past two years there has been a significant increase in the number of UK farmers enquiring about, and buying, Cross Slot drills.

By USA and Canadian standards, the machines are small (10–20') and generally self-contained drills. But the farming systems are more intense and yields, higher.

Consequently the residue management ability of Cross Slot plays an important role when seeding into the residue from 150 bu+ wheat crops.

An example are Worcestershire farmers Tim and Chris Smith who have just completed their first

season drilling with a 6m (20') Cross Slot drill on 8" row spacing.

*"The rape (canola) is just coming up. I cannot believe the amount and depth of rooting going on! It has been in the ground just over three weeks and already roots are down at least 20cm (8"). I am very surprised how quickly worm numbers are increasing and how fast the residue is disappearing."*

The Smiths used Primewest Limited, a contractor (custom seeder) using a Cross Slot drill to seed some fields for them prior to them purchasing their own drill.

It took only one season for them to be convinced this was the technology they wanted to drive their farming system forward.

They recently commented:

*"You wouldn't believe how much your drill (Cross Slot) has changed things here. The last few years I have been getting fed up with farming because things were standing still, or going backwards. I know this sounds odd but the drill is going to revolutionise this farm!"*

There has been much discussion on no-tillage and Cross Slot on social media, particularly from the four UK Nuffield Farming Scholars that have visited Cross Slot headquarters and users in New Zealand/USA over the past year.

Twitter has become a great tool for farmers to share thoughts and information on issues such as no-till.

Follow us @crossslot.

## TRADE SHOWS

We will be participating in a variety of tradeshows/conferences over the coming months:

**Fargo ND**  
Conservation Tillage Conference  
16–17 Dec 2014

**Kennewick WA**  
PNW Oilseed and Direct Seed Cropping Systems Conference  
20–22 Jan 2015

**Minot ND**  
KMOT Ag Expo  
28–30 Jan 2015

**Spokane WA**  
Spokane Ag Expo  
3–5 Feb 2015

## FAQ Updates

Cross Slot has updated the Frequently Asked Questions on the website.

Ask us any additional questions you have – we will respond to you directly and add them to the FAQ page.

Cross Slot® – Delivering and Creating Value!





## Risk Management

The following chart gave some clear signals that wheat had bottomed out from its July/August 2012 futures highs of around \$9.40/bu. The lows being recorded at around the \$4.65/bu level in the 3rd/4th weeks of September 2014.

The graphic clearly shows price support for wheat around these levels for approximately 7-8 trading days.

Supporting price and volume action from the \$4.65/\$4.70/bu level to the \$5.45/bu level also confirmed the reversal/correction from the bottom.

More importantly this was further supported when prices traded above the 50 day moving average (blue line) in the 3rd week of October 2014 and retested the 50 day moving average in the 2nd week of November 2014.

This was further supported by a jump

in the volume of trades adding to the price rise.

The next question to be answered: “Is this a correction or a new, upward trend?”

Recent price closures above the \$5.88/bu 200 day moving average (red line) would indicate a trend change.

Any significant move back below the red line would indicate that the bounce was corrective.

So long as the wheat price stays above the 200 day moving average (red line) then we can say a new upward trend is in place from the \$4.65/bu low.

It is possible to use other techniques to determine price targets for this upward trend and accordingly set “stop loss” levels.

All of this without needing to know global/domestic weather reports, acreages planted/harvested, global reserves/supplies, inside information, emotions etc.

## New & 2nd Hand Machines

We have a 45 foot, 12" spaced toolbar for sale, in time for this coming spring!

For more information contact Kevin Larson, [larson@crossslot.com](mailto:larson@crossslot.com) phone 701 871 1398 or

[porter@crossslot.com](mailto:porter@crossslot.com) phone 1 888 663 7773 tollfree.

This machine qualifies for our 2 year buy-back arrangement or for a 2 year "rent-to-try" arrangement.

We currently have two owners with used Cross Slot machines for sale.

For more information contact us directly at [porter@crossslot.com](mailto:porter@crossslot.com).

Contact your nearest Cross Slot representative:

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**Second Hand Drill for Sale**

For more info, contact **Gavin Porter**



## Direct Public Offering

Baker No Tillage USA, Ltd has filed with the Securities Commission (“SEC”) a Form Regulation D 506 (c) Convertible Security Offering.

This offering is available to "accredited investors" who meet the thresholds as set by the SEC.

For a copy of the Private Placement Memorandum, please contact us at [porter@crossslot.com](mailto:porter@crossslot.com).

## Calculator Link

You think Cross Slot is expensive?

Think again...

Over the longer term Cross Slot is far cheaper than you think!

We have developed a new calculator to allow you to compare the cost of owning a Cross Slot versus that of any other no-till or tillage equipment.

You can insert your own data to find out how much difference there is in owning a superior seeding technology.

You will be surprised!

The following link allows you access to the calculator <http://www.crossslot.com/page.php?114>.

Alternatively we can email you a copy of the Excel spreadsheet.

**Merry & Xmas  
Happy,  
Prosperous  
New Year**