



## Summer Newsletter 2022

It's that time of year again. Time for prepping and sowing your crops and pastures, fattening and finishing stock, making hay and silage and the list goes on... Christmas will be upon us before we know it! 🎅 🎄 📺 ✨

We'd like to take this opportunity to introduce Robyn McDougal, our new Lab Manager. Robyn has settled into her role very well and has become an important and well liked part of the team. Eddie has moved back to the Waikato region to take up a position with Envirowaste. Eddie was with us for 4 & a half years and we had a great deal of fun with him, in and out of the work environment. We wish him well in his future endeavours.

### Ray's Talk

Profit is driven by health:

- Healthy soils
- healthy plants, and
- healthy animals

The performance of your animals generates the farm's income.

Recently I had the privilege of presenting to a farm discussion group in Alfredton. We had a great whiteboard session. The farmers, mainly ladies, provided production and cost figures on a per thousand ewe basis. We compared those figures with the numbers being achieved by Qlabs clients. With full agreement, from the group, a 50 000 dollar increase in income per thousand ewes was identified when comparing the Qlabs client figures to the figures supplied by the group. That is not a typo - it was \$50 000 per 1000 ewes.

The opportunity to increase profitability is there - you only have to ask.

Have a Merry Xmas

Ray

You can spend a lot of money trying to regenerate soil or you can do it right the first time.

Pictured is Hannah helping her dad prep the ground for a new diverse species crop. Great work Hannah! Click [here](#) to watch the video



**The Qlabs Team would like to wish you all a very Merry Christmas and a Happy New Year.  
We look forward to working with you in 2023!**



### Christmas/New Year Hours 2022/23

Lab closes for testing Soils, Feeds & Full Water Samples – **16 Dec 2022**

Lab closes for testing Bacterial Waters and Dry Matters – **21 Dec 2022**

(Any samples received after these dates will be processed in 2023)



The Qlabs office closes on **23 Dec 2022 at midday.**

The Lab and Office re-open on **9 January 2023**

Wishing you all a very Merry Christmas  
and a Happy New Year



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