



Look down, not across a paddock

Here is a hint for you, when you are starting to manage holistically. It is a really good idea to begin looking down rather than across a piece of land or a landscape. When you look down you start to see things that are somewhat different. When you look down, you might uncover some bare soil, in fact soil that is eroding. It may not seem serious at the moment, but if it is eroding, unless it is arrested then the farmer managing the land will eventually have difficulty generating the income that he would like.

Eroding soil is in fact the biggest single export that this country has and we are giving away our wealth when we do it. What else might you see when you look down. In this particular location most of the soil is in fact covered but I can find individual plants that have been bitten too frequently. If you just look you can think about it, and say to yourself, "Maybe I am getting a tap on the shoulder here. A slight change in my grazing management might allow these plants to express themselves more and grow more feed, and therefore I can make more money".

There is a famous saying that the finest fertilizer in the world is the farmers footsteps on the land. To that you need to add, "So long as the farmer is looking down and not across the landscape".

Managing Director