



November 2019

Seed Sense



L-R: Brett Heath, Pat Foley, Joe Liebenberg, Damian Kelly, Sheldon & Ebony Miller, Graham Derrington, Mick Coleman, Luke Derrington and Dave Armstrong.

MEET OUR NEW FRANCHISEES

The opportunity to return to their grassroots, work with farmers again and run their own business with franchisor support has been the motivation for **Damian and Sidony Kelly** to join Hannaford, servicing the Berrigan, Finley, Deniliquin, Jerilderie, Corowa and Tocomwal regions of NSW.

A fifth generation farmer from Euroa in NE Victoria and with strong experience as a diesel mechanic and rural contractor, Damian loves working with machinery and spending time with farmers.

In recent years, Damian and Sidony ran a local fertiliser supply business and the couple still maintain a share-farm block at Bundalong, near Yarrawonga.

With a family steeped in farming history and experience working in a range of farm businesses, **Joe Liebenberg** is looking forward to supporting growers throughout WA's central midlands region.

Joe is the son of a ninth generation farmer still farming today in the Western Cape of South Africa. He and Dominique moved to the Wongan-Ballidu Shire in 2006, where Joe started on a pig farm, has since worked on grain farms, and more recently managing a grain and sheep property.

Hannaford also welcomes **Sheldon and Ebony Miller** as the new seed treatment specialists in the Southern Cross, Naremben, Hyden, Kellerberrin and Mukinbudin areas.

No strangers to cropping, Sheldon previously farmed at Wickepin and Naremben with his father, where Ebony's family also farmed, and later near Kukerin. After a number of years working in Albany, Sheldon and Ebony are excited about returning to their roots at Naremben and looking after growers in the eastern wheatbelt of WA.

We wish them all well for the coming season and for many more to come.

Hannaford



The Seed Protection Specialists

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Seasonal Update

WELCOME

2019 has seen a welcome commitment from our new parent company UPL, who invested in two more new machines for the Hannaford fleet only months after taking over Arysta LifeScience globally.

Customers will benefit from the new high capacity seed grading and treatment machines and the flow-down of high capacity equipment as our fleet upgrade program continues.

In this edition we shine a light on one of Hannaford's longest standing franchisees. And apparently you can teach an old dog new tricks, as they take on a brand new Hannaford machine this season, in their fourth decade in the business.

From 'oldest' to newest, Hannaford welcomes three new franchisees this year, who after a successful induction and training, are ready to look after you in their respective regions this season.

In this edition we look at how you can distinguish between root issues in cereal crops, as well as reducing the chance of insects being an issue for stored seed grain.

We also feature our handy seed treatment selection guide and look at ways of retaining the best seed in a dry and frosty year.

We're currently looking for trustworthy, reliable people to become part of our franchise network in Wagga Wagga.

More information is available at hannafords.com/franchise.html or please contact me on 0427 013 661 if you or anyone you know is interested.

All the best for the season ahead.

Enjoy the read.

Brett Heath
Commercial Manager

STORED SEED INSECT CONTROL

Many seed samples were impacted negatively by stored grain insect pests during the 2018–19 season. The main insect pests were rice weevil and the rust-red flour beetle.

This occurred in some instances where the seed had been cleaned and treated.

WHY HAS THIS HAPPENED?

- The season was warmer than average
- It also stayed warmer well into May
- Samples produced by modern harvesters tend to leave a dirtier sample which attracts insect pests
- Many insects are becoming resistant to insecticides, due to inadequate fumigation procedures and inter-generational resistance. (testing is required to determine level)
- Earlier harvest due to earlier sowing in recent years means seed can be stored for up to one month longer than in the past



Remember:

- ✓ Check the label for current rates and any withholding period restrictions
- ✓ Inspect the grain monthly for insects

STEPS TO REDUCE CHANCE OF INSECTS BEING AN ISSUE FOR SEED GRAIN

Grain cleaned within 1 month of harvest:

1. Applying Guardian® for aphids should adequately control stored grain pests for 3-6 months.
2. If not using Guardian, you'll need to apply the below in addition to the normal seed treatment your Hannaford franchisee applies:
 - a. If lesser grain borer present apply Conserve™ Plus @ 10ml/T as well as Fenitrothion® 1000 @ 12ml/T
 - b. If lesser grain borer not present apply Smart Grain Dual at 10ml/T plus Fenitrothion 1000 @ 6ml/T to improve length of control (or Methograin® IGR Grain Protectant @ 20ml/T plus Fenitrothion 1000 @ 12ml/T)

OR

Grain cleaned more than 1 month after harvest:

1. As the grain goes into the silo apply:
 - a. If lesser grain borer present apply Conserve Plus @ 10ml/T as well as Fenitrothion 1000 @ 6ml/T
 - b. If lesser grain borer not present apply Smart Grain Dual at 10ml/T
2. When the grain is cleaned and treated by your Hannaford franchisee:
 - a. Applying Guardian for aphids should adequately control stored grain pests for 3-6 months
 - b. If not using Guardian, need to apply Smart Grain Dual @ 10ml/T in addition to normal seed treatment to improve length of control

Note: Conserve Plus should only be applied once to seed grain & can be used in all states except WA. Always refer to the product label for directions for use.

TM/® Conserve Plus is a registered product of a Corteva AgriScience group company, Smart Grain Dual is a registered product of Freezone Public Health Pty Ltd, Methograin IGR Grain Protectant is a registered product of Babolna Bioenvironmental Centre Ltd and Fenitrothion 1000 is a registered product of numerous companies including Freezone Public Health Pty Ltd & Babolna Bioenvironmental Centre Ltd.

WHAT ROOT ISSUE DO I HAVE IN MY CEREAL CROPS?

Images: DPIRD, DAFWA, SARDI.








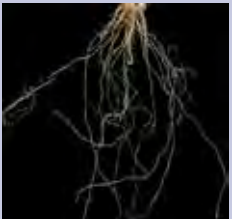

Many people diagnose root issues in cereals by looking at the surface symptoms and only take a quick glance at the roots. To properly diagnose the issue, it's advisable to dig up the plants carefully, wash the roots and examine them.

The table below shows the main root issues and how to tell them apart in the field. It's important to know what the issue is so you chose the correct seed treatment to apply to the seed from that crop. Incorrect diagnosis can lead to

a poorer than expected result from your seed treatment.

Please be aware that root lesion nematode (RLN) numbers are not controlled by seed treatments. RLN can however increase the damage caused by rhizoctonia and crown rot.

As such, if RLN is not also managed correctly, you may not effectively succeed in suppressing rhizoctonia or crown rot.

Condition	Main symptoms			How to tell them apart	Can be mistaken for
Rhizoctonia root rot	Patches of stunted plants			Rhizoctonia root rot patches are more distinct with spear tip roots	Pythium Root lesion nematode Water logging
Crown rot	White heads			Crown rot causes honey-coloured roots rather than black roots. Pink discoloration often forms around or in the crown or under leaf sheaths.	Take-all
Pythium root rot	Patches of stunted plants with stubby and dead roots			Roots are stunted, short and stubby with few laterals	Rhizoctonia Root lesion nematode Water logging
Take-all	White heads			Take-all has blackened roots and crowns	Crown rot
Water logging	Stunted plants with dead or dying roots			Water logged roots aren't stubby & have water-soaked tips	Rhizoctonia Root lesion nematode Pythium
Root lesion nematode	Patches of stunted plants with brownish roots			RLN has 'spaghetti' roots & patches are less distinct with more variation in plant growth. Roots can assume a 'noodle-like' root thickening appearance & are NOT spear tipped.	Rhizoctonia Pythium Water logging



Australia's Specialist

Seed Treatment	Active(s)	Covered Smut/ Bunt	Flag Smut	Loose Smut	Stripe Rust	Leaf Rust	Leaf Scald	Septoria Leaf Blotch	Powdery Mildew	Take-all	Anthraxnose
Rancona Dimension	Ipconazole, Metalaxyl	Wheat, Barley, Oats	Wheat ^{1,2}	Wheat, Barley, Oats							
Rancona C	Ipconazole, Cypermethrin	Wheat, Barley, Oats	Wheat ^{1,2}	Wheat, Barley, Oats							
VitaFlo C	Carboxin, Cypermethrin	Wheat, Barley, Oats	Wheat ^{1,2} , Triticale ²	Wheat, Barley, Oats, Triticale							
FoliarFlo C	Triadimenol, Cypermethrin	Wheat, Barley, Oats	Wheat ^{1,2}	Wheat, Barley, Oats	Wheat*		Barley*	Wheat*	Barley		
Quantum Pro	Fluquinconazole	Wheat, Barley ³	Wheat ^{1,2}	Wheat, Barley ³	Wheat**	Wheat***	Barley* ³	Wheat*	Barley*	Wheat*	
ZincFlo Plus	Zinc (Chelated), Sulphur & Nitrogen										
XiFlo	Iprodione										
ThiraFlo	Thiram										Lupins ²
Evershield	Thiram, Thibendazole										
Guardian	Imidacloprid										

* Suppression

**Stripe rust is controlled for up to 6 weeks after sowing, with good suppression thereafter

***Leaf rust is controlled for up to 4 weeks after sowing, with good suppression thereafter

¹ Soil borne

² Seed borne

³ Refer to label for additional registrations

RANCONA DIMENSION LABEL EXTENDED FOR LOOSE SMUT IN BARLEY

In 2018 several barley loose smut trials were conducted in Western Australia by Kalyx and the DPIRD to determine the effectiveness of seed treatments at controlling loose smut in barley.

Following these trials UPL applied to the APVMA for a label extension for Rancona® Dimension to ensure that loose smut is adequately controlled across all varieties of barley.

This label extension allows for the application of Rancona Dimension at up to 200ml/100kg.



This rate has been shown in trial work to control loose smut adequately (refer to graph 1).

The label extension recommends that the higher rate of Rancona Dimension be used when trying to control loose smut in barley, particularly where susceptible varieties are grown.

Different barley varieties have shown differing susceptibility to loose smut. The varieties showing the highest levels of susceptibility are Hindmarsh, La Trobe, Spartacus and Rosalind.

KEY POINTS FOR MANAGING LOOSE SMUT IN BARLEY

1. Inspect barley crops at flowering 2–3 times to determine level of loose smut infection.

**** If loose smut is above 5% do not retain for seed, only use disease free seed.**

2. If possible grade out all seed less than 2.2 mm to help reduce high smut seed levels in the smaller seed.

3. Always use a seed treatment, as in-furrow fungicides DO NOT control smuts and bunt.

4. Always use the labelled seed treatment rate.

5. Use a professional seed cleaning service to grade and treat your seed to ensure correct seed coverage.

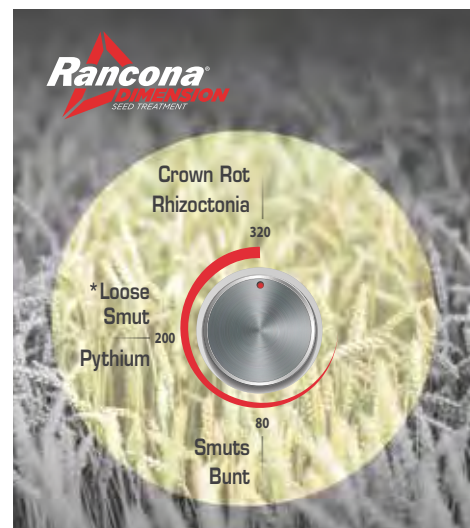
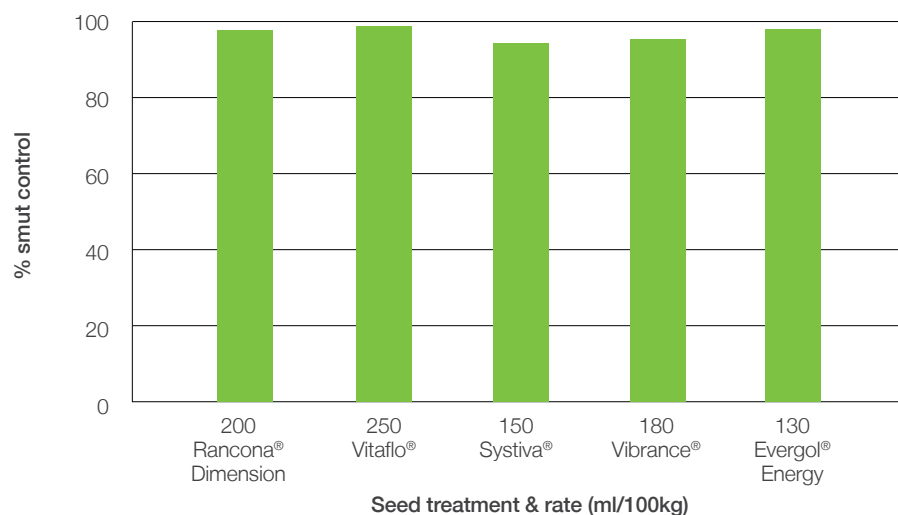
Range of Seed Treatments

Ascochyta	Botrytis	Brown Leaf Spot	Pythium Root Rot	Rhizoctonia Root Rot	Fusarium Crown Rot	Blackleg	Stored Grain Insect Pests	Blue Oat Mite	Red-Legged Earth Mite	Aphids	Trace Element
			Wheat, Barley	Wheat*, Barley*	Wheat*, Barley*						
							Wheat, Barley, Oats				
							Wheat, Barley, Oats, Triticale				
							Wheat, Barley, Oats				
						Canola*					
											Cereals
		Lupins		Lupins*							
Chickpeas ²	Chickpeas ²										
Chickpeas, Lentils, Field peas	Chickpeas		Chickpeas, Lentils, Field Peas, Vetch & Faba Beans								
							Cereals	Canola, Lupins	Canola, Lupins	Cereals, Canola	

* Rancona, Vitaflo, Foliarflo, Quantum, Zincflo, Xlflo, Thiraflo, Evershield & Guardian are all registered trademarks.

ALWAYS REFER TO REGISTERED LABEL FOR FULL INSTRUCTION

GRAPH 1. % LOOSE SMUT CONTROL IN BARLEY
– SUMMARY OF 4 TRIALS CONDUCTED BY KALYX & THE DPIRD (WA, 2018)



* Systiva is a registered product of BASF, Vibrance is a registered product of a Syngenta group company, Evergol is a registered product of the Bayer Group.



Seasonal Update

FRANCHISEE FOCUS — MICK & DENISE COLEMAN SNOWTOWN & DISTRICTS

Hard work, flexibility, a commitment to quality and standing by his word has seen Mick Coleman through over four decades of seed grading and treating in South Australia.

After 41 years in the business he's not ready to put his feet up yet, and this year he'll look forward to a simpler season with a new Hannaford seed grading and treatment machine.

Taking receipt of the new machine in August, Mick said that the machinery upgrade gives him a third more capacity than previously, meaning shorter turnaround times on-farm.

With high capacity grading of all grains – up to 24MT per hour for wheat – the new machine also offers state of the art seed treatment application and fully electronic batch weighing for optimum accuracy.

"I pride myself on the product I turn out," said Mick, "and the new machine means an even more accurate seed treatment application, less dust and quicker processing for my customers."

"So this season, I'll be stepping it up a notch."

While seed grading and treating is "no glamour job", it's allowed Mick and wife Denise the flexibility to run their own business whilst share-farming and running a piggery over the years.

Denise has always been involved in managing the administration side of the business, and in the past has also run the piggery during the seed grading season.

Nowadays, it ties in well with their son's business and lamb finishing feedlot on the home property.

Not one to shy from hard work, Mick started his life in Australia at 19 working in the mines in Queensland, after emigrating on his own from England.

Roo shooting, professional fishing and mustering were some of the jobs he took on as he moved across to the Northern Territory and down to South Australia, where he settled down and began share farming.

Mick started at Hannaford in 1978 as an operator employee in South Australia, then worked as a Hannaford contract operator before becoming one of the first franchisees when the new business model was introduced in 1987.

"I'd always worked bonus jobs where you get paid for what you do, which was one of the reasons I was first attracted to the job."

As well as the benefits of running his own business, it's also the clients that keep him there today.

"Being your own boss, you're responsible for your own actions, but you also get drawn into the farming community. Lots of the farmers I work with are now friends of mine," he said. "It's always good to catch up on farm and learn what's going on."

With the new owners of Hannaford – UPL Australia Ltd – committing to the purchase of two new machines this year, Mick believes the future looks good for Hannaford.

"Hannaford is a good business and we get access to all the latest chemicals and equipment," he said. "It's good to see the company is moving forward and putting something back into the business."

Mick is grateful for the loyalty of his customers and appreciates their continuing support.

"All my business is word of mouth, so hopefully that means I'm doing something right," he said.

This season he's looking forward to sharing the service benefits of his new high capacity machine with local farmers, delivering a quality seed product for what he hopes will be a good year ahead for everyone.



RETAINING SEED IN A DRY & FROSTY YEAR

Drought and heat stress can substantially affect seed yield by reducing seed size and the number of seeds per head.

This eventually affects '1000 seed weight' and seed quality (including germination and vigour).

Unfortunately, in a dry year frosts are more likely to occur during flowering and grain filling due to the clear nights allowing for lower temperatures.

Frost damage reduces crop yield by reducing seed size and the number of seeds per head. This will also impact seed quality – including germination and vigour – and test weight.

The amount of damage done by frost will depend on the length of the frost, the temperature and the number of frosts that occur during the flowering and grain filling period.

Frosted and shrivelled (drought) seed can have germination levels half that of good quality seed and quite often has germination levels of 20–40% compared to good seed (which is above 90%).

With both events occurring this year, farmers need to be on top of the situation to ensure they keep the best seed possible.

As always you want to keep the best, largest, healthiest seed free from defects or diseases.

Good seed is:

- ✓ Healthy and plump
- ✓ Free of contaminants
- ✓ Free from small, cracked or shrivelled seed
- ✓ Has a germination above 90% and a vigour above 85%



THE BEST WAY OF KEEPING THE BEST SEED:

1. Inspect your crops prior to harvest and keep seed from areas that are:
 - Unaffected or least affected by frost
 - Have coped well with the dry conditions, producing good quality seed
2. Test your seed for:
 - Germination and vigour, if possible before grading, if not then as it's graded
 - Any seed borne diseases that could be an issue
3. Have your seed graded to remove:
 - Grain that is shrivelled from drought or frost
 - Grain with a low seed weight
 - Weed seeds, straw, chaff and other impurities
 - Diseased seed affecting seed size
 - * Keep cereal seed that is wider than 2mm where at all possible
 - * Grading seed improves germination
4. If treating seed affected by drought and/or frost it's best to use a seed treatment that's soft on the seed.

Depending on your requirements the following are suitable for cereals: Rancona Dimension, Rancona C, or Vitaflo C.

Alf Hannaford, the father of the seed grading industry in Australia, once compared the importance of competitive seed to the composition of a football team:

"A football team with weak men loses the game. Twelve good men and six weak ones cannot make a good performance. The weak impairs the strong and are unable to withstand the opposition."

*Are you passionate about
Agriculture & looking for
a change?*



Hannaford have been servicing Australian farmers since 1925.

We are currently looking for trustworthy, reliable people to become part of our Franchise Network to contribute to the ongoing success of the Hannaford brand in southern NSW.

This opportunity will allow your technical, agricultural and people skills to be fully utilised. A critical aspect of your success will be your own initiative and hard work, but we'll do everything we can to help you make your business successful and profitable.

www.hannafords.com/franchise.html | 0427 013 661



SOUTHERN NSW & VICTORIA

Berrigan, Finley, Deniliquin, Jerilderie, Corowa & Tocomwal
Damian & Sidony Kelly
0400 725 282

Wagga Wagga, Junee, Coolamon, Lockhart, Holbrook & Tarcutta
Franchise available
0427 013 661

Warracknabeal, Ouyen, Birchip, Hopetoun, Sea Lake & Swan Hill
Wayne & Lindy George
0427 902 381

Charlton, Donald, St Arnaud, Quambatook, Boort & Echuca
Bernie & Wendy Laffin
0417 567 602

Nhill, Rainbow, Jeparit & NW Dimboola
Rob Lynch
0428 911 387

Minyip & Beulah
Wayne and Lindy George
0427 902 381

Ballarat, Ararat, Lismore, Clunes & Horsham East
Geoff & Kym Edwards
0437 010 064

Goroke, Frances, Edenhope, Casterton & Kaniva
David & Karen Harris
0428 857 725

SOUTH AUSTRALIA

Streaky Bay, Ceduna, Port Kenny & Poochera
Dion & Ursula Gilmore
0428 261 448

Lock, Tooligie, Wudinna & Kimba
Brian & Gilbert Turner
0448 054 837

Cummins, Kapinnie, Karkoo & Ungarra
Brian & Gilbert Turner
0448 054 837

Port Lincoln, Tumby Bay, Cleve & Cowell
Brian & Gilbert Turner
0448 054 837

Gladstone, Crystal Brook, Jamestown & Melrose
David & Tracy Smith
0428 847 949

Kadina, Alford & Artherton
Graham & Carole Derrington
0419 821 654

Maitland, Ardrossan & Warooka
Graham & Carole Derrington
0419 821 654

Snowtown, Blyth, Nantawarra, Avon & Bute
Mick & Denise Coleman
0427 642 142

Auburn, Clare, Manoora & Burra
Garry & Suzanne Lawrie
0428 842 126

Barossa, Riverland, Eudunda & Tarlee
Jon & Margaret Schutz
0417 812 760

Strathalbyn, Fleurieu Peninsula & Kangaroo Island
Terry & Kelly Jackson
0403 298 076

Naracoorte, Bordertown, Keith & Tintinara
David & Karen Harris
0428 857 725

WESTERN AUSTRALIA

Geraldton, Binu, Mullewa & Mingenew
Joeb Mactaggart
0417 229 621

Moora, Dandaragan, Coorow & New Norcia
Joe Liebenberg
0408 500 908

Dowerin, Trayning, Bencubbin & Dalwallinu
Brent & Gloria Melville
0428 811 585

Cunderdin, Northam, York, Tammin & Toodyay
Joeb Mactaggart
0417 229 621

Brookton, Pingelly, Beverley, & Quairading
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0427 250 877

Cuballing, Wandering, Williams & Boddington
Trevor & Kirstie Clark
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Narrogin, Wickiepin, Wagin & Kukerin
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0487 404 757

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0418 563 926

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0428 241 306

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0429 904 653

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0428 351 176

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Kingsley & Brodie Walker
0487 194 243

Salmon Gums & Grass Patch
Kym & Sadie Walker
0427 477 493

Esperance & Condingup
Simon & Kristy Roper
0412 882 613

Southern Cross, Hyden, Kellerberrin & Mukinbudin
Sheldon & Ebony Miller
0427 647 298

FREE* Seed Germination Test

**For Hannaford customers only.*



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