November 2018

SeedSense

HANNAFORD IS HERE TO STAY

Brett Heath, Hannaford Commercial Manager with Gilbert and Brian Turner, Eastern Eyre Peninsula Franchisees.

Since last November there has been a significant investment undertaken into upgrading the Hannaford fleet.

Through a combination of acquiring new machinery and flow-down of existing equipment, an increase in capacity potential will be delivered to almost half of Hannaford's current franchised areas in Australia.

"This has been a significant period in the history of the Hannaford business in Australia and shows that Hannaford is here to stay," said Brett Heath, Hannaford Commercial Manager.

"The goal of this investment is both to increase overall fleet capacity plus expand distribution of the proprietary seed treatment products such as Rancona® Dimension and Vitaflo® C".

The Hannaford business was founded in 1925 and is renowned for being the pioneer of the seed grading and protection industry in Australia.

New machines went into Esperance, Munglinup, Eyre Peninsula, Yorke Peninsula, Warracknabeal and Pingelly, while upgraded machines have been delivered into various franchise areas across Australia.

Franchisees look forward to sharing the service benefits with customers this season.

Hannaford
The Seed Protection Specialists

IN THIS ISSUE

Hannaford Here to Stay	cover
Managing Loose Smut in Barley	Pg 2
Detecting Crown Rot in Your Crop	Pg 3
2018/2019 Seed Treatment Guide	Pg 4–5
Problems with Using Off-Label Product	Pg 5
Disease & Pest Round-Up 2018	Pg 6
Hannaford Franchise Award Winners	Pg 7

WWW.HANNAFORDS.COM

Seasonal Update

WELCOME

2018 delivered an exciting development for the Hannaford business with a major investment in rejuvenating the fleet.

Customers across Australia will benefit from several new high capacity seed grading and treatment machines and the flow-down of high capacity equipment.

In this edition we talk to our national franchise award winners for 2017/18. Every two years we obtain valuable feedback from you, helping us to recognise oustanding performance in the field. We couldn't offer a professional and reliable seed grading and treatment service without the hard work from all of our franchisees.

Hannaford franchisees are all independently owned local small businesses. Based in the region, they have the flexibility to work in with your farming schedule, continuing the level of service Hannaford has become known for over many generations.

We're currently looking for trustworthy, reliable people to become part of our franchise network in various regions across southern Australia. More information is available at hannafordfranchiseforsale.com.au or please contact me on 0427 013 661 if you or anyone you know is interested.

In this edition the increasing issue of loose smut in barley is discussed, as well as the symptoms of crown rot and steps to help manage both diseases.

We also feature our regular disease and pest roundup for 2018 and our handy seed treatment selection guide.

Enjoy the read.

Brett Heath
Commercial Manager

MANAGING LOOSE SMUT IN BARLEY

Loose smut has continued to appear in barley crops throughout Australia. The varieties of Hindmarsh, La Trobe, Rosalind and Spartacus have been most affected with infection levels in these varieties ranging from 2-25%, with corresponding yield losses of up to 25%.

In most cases, a seed treatment registered for control of loose smut was applied to the seed prior to sowing. Seed treatment tests conducted by SARDI have shown that seed treatment products can vary significantly in their effectiveness on these most affected varieties.

In many cases, products that have previously controlled loose smut have let some infection through when loose smut is highly prevalent.

A recent loose smut trial of seed treatments in susceptible barley variety La Trobe conducted by the DPIRD in WA showed that Vitaflo®C was a top performer, delivering the most cost-effective treatment (@ $5.15/ha) for treatments providing control greater than 98%.

If treating loose smut in conjunction with rhizoctonia, trials have shown Rancona® Dimension provides effective control of loose smut at the higher Rhizoctonia application rate.

6 POINT PLAN TO HELP MANAGE 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% discard the seed*

2. Grade out all seed less than 2.2 mm to help reduce high smut seed levels.

   a. Tests have shown that smaller seed can contain higher levels of loose smut than large seed (unless very high levels of smut are present in the grain, see point 1).

   b. Use a professional seed cleaning service to grade and treat your seed.

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

4. Always use the labelled seed treatment rate.

   *** Cutting rates will significantly reduce the level of control*

5. If the seed treatment is part of a Rhizoctonia Management Plan, use the highest labelled rate for the seed treatment product.

6. For the susceptible varieties of Hindmarsh, La Trobe, Rosalind and Spartacus consider using 2.5 L/T of Vitaflo C seed treatment if specifically targeting loose smut.

Loose smut evident in La Trobe barley, 2018.

DETECTING CROWN ROT IN YOUR CROP

Crown rot is a disease predominantly caused by the soil-borne fungus *Fusarium pseudograminearum* that can survive in the soil indefinitely.

The fungus infects plants, mostly wheat and barley, at the crown through contact with infected cereal stubble from the previous years.

Crown rot is most notably identified by the presence of 'whiteheads' due to the infection reducing water supply to the stem and causing premature hay-off of the heads. Symptoms are often seen after flowering.

IDENTIFYING CROWN ROT

1. Whiteheads

Infected tillers of plants may show whiteheads that fail to fill grain in seasons with a dry finish. Usually single tillers of the plant are affected, however in severe cases the entire plant develops whiteheads. When plenty of water is available to the plant, check for whiteheads in areas with compaction i.e. tracks, around trees.

2. Honey-brown discolouration of the stem base

The disease also shows a distinctive honey-brown discolouration of the stem base or lower node when leaf sheaths are removed. While some other diseases, frost and nutrient deficiencies can result in whiteheads, this honey-brown discolouration distinguishes crown rot.

Crown rot in wheat and barley crops has been reported in WA's eastern wheatbelt (including Merredin, Nungarin, Bonnie Rock and Moorine Rock) and at Wongan Hills by the DPIRD this year.

3. Pink discolouration post-rain

After rainfall, crown rot may sometimes be expressed by a pink discolouration in the crowns of infected cereal plants. Peel back the outer leaf sheaths to look for the honey-brown discolouration on the stem bases identifying it as fusarium crown rot.

4. Testing

Suspected infections are best confirmed by professional analysis of plant samples prior to harvest or by soil samples (with added stubble) post-harvest. Soil testing can also diagnose the presence in soil samples of other yield-robbing soil-borne pathogens such as take-all and rhizoctonia.

MANAGING CROWN ROT

Identifying crown rot in your crop in the lead up to harvest will assist with planning to minimise the impact next season.

STEPS FOR MANAGING CROWN ROT

1. Crop rotation

   Consider a non-cereal crop and a good grass weed control program to help break the infection cycle.

2. Variety choice

   If re-sowing a paddock with a high level of crown rot inoculum present to cereals, consider a barley or wheat variety with less yield loss to the disease.

3. Seed dressing

   Seed treatments in combination with other management tools, can be used to minimise the infection.

4. Inter-row sowing

   If the previous year's crop was cereal, sow between the rows of last year's crop.

5. Nutrition

   Ensure adequate crop nutrition, especially with zinc.

6. Moisture stress

   If possible, manage moisture stress in your wheat and barley crop.

Rancona Dimension seed treatment is registered to suppress both crown rot and rhizoctonia in wheat and barley.

Whiteheads from crown rot in barley. (Image: DPIRD)

Honey-brown discolouration of the stem base. (Image: DPIRD)

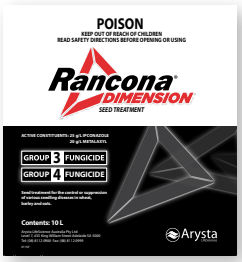
Pink discolouration (following rain) in the crowns of infected plants. (Image: DPIRD)

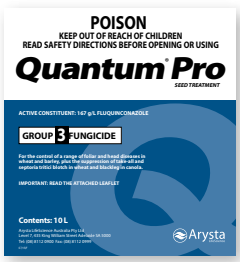
Australia's Specialist F

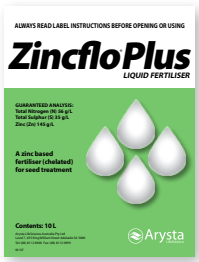
Seed Treatment	Active(s)	Covered Smut/ Bunt	Flag Smut	Loose Smut	Stripe Rust	Leaf Rust	Leaf Scald	Septoria Leaf Blotch	Powdery Mildew	Take-all	Anthracnose
Rancona Dimension	Ipconazole, Metalaxyl	Wheat, Barley, Oats	Wheat[1,2]	Wheat, Barley, Oats							
Rancona C	Ipconazole, Cypermethrin	Wheat, Barley, 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										
Xlflo	Iprodione										
Thiraflo	Thiram										Lupins[2]
Evershield	Thiram, Thibendazole										
Guardian	Imidacloprid										

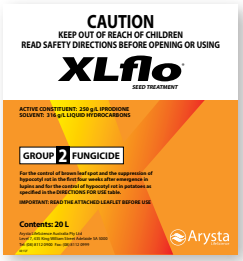
* Suppression
**Stripe rust is controlled for up to 6 weeks after sowing, with good suppression thereafter
***Leaf rust is controlled for up to 4 weeks after sowing, with good suppression thereafter

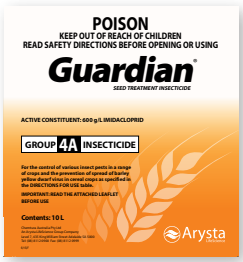
[1] Soil borne
[2] Seed borne
[3] Refer to label for additional registrations











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 of an Arysta LifeScience Group Company.

ALWAYS REFER TO REGISTERED LABEL FOR FULL INSTRUCTION

PROBLEMS WITH USING PRODUCTS OFF-LABEL

** It is illegal to use a product for anything other than the specified use on the label.*
** When treating seed, it is illegal to apply a fungicidal treatment to grain without a dye.*

OFF-LABEL USE OF PRODUCTS AS SEED TREATMENTS MAY HAVE THE FOLLOWING CONSEQUENCES:

- Spreaders, solvents and other additives in non-seed treatment products may adversely affect the germination of the grain to which it's applied.
- Products not designed as a seed treatment do not contain the necessary dyes, spreaders and sticking agents to ensure an even coat that remains fixed to the grain.
- Products not designed as a seed treatment may not stay fixed to the grain, and therefore may come off prior to the seed being sown.
- The active ingredient in products not designed as a seed treatment may be in a form that is less active, or not active, when applied to the seed and sown into soil.
- Trying to save a few dollars per tonne on a seed treatment may lead to ineffective disease or pest control and hence the loss of thousands of dollars of potential income.
- Contamination of the grains industry with fungicidal contaminated grain (with no dye) may result in significant financial loss for Australia.

CONSEQUENCES OF USING LESS THAN THE LABELLED RATE:

- Can lead to an increased prevalence of the pest or disease.
- If smuts or bunt are not controlled by a seed treatment due to applying less than the labelled rate, it CAN NOT be controlled later, resulting in contaminated grain being rejected at the silo.
- May require an additional treatment, often at a significantly higher cost per hectare.
- Applying a sub-lethal dose (less than labelled rates) will lead to resistance to the product building up faster.
- Can lead to ineffective disease or pest control and the loss of potential income.

DISEASE & PEST ROUND-UP 2018

SMUTS & BUNT IN CEREAL CROPS

Once again **smuts and bunt** have been detected in many cereal crops this season, particularly loose smut in barley. The barley varieties most affected were La Trobe, Hindmarsh, Spartacus and Scope.
These varieties seem to require higher rates of seed treatments than other varieties to control smut. In many cases, Spartacus barley had been treated with a seed treatment and loose smut was still present in the crop.

Consider Vitaflo C @ 2.5 L/T in addition to any other seed treatment on the most affected varieties, especially if sowing Spartacus or La Trobe.

ROOT DISEASES IN CEREAL CROPS

Both **rhizoctonia** and **crown rot** have been detected in many crops this season, resulting in yield losses in some crops.

Where the seed was treated with a product suppressing these diseases yield losses were significantly less.

Root lesion nematode (RLN) numbers are increasing in many cropping areas, which can increase the damage caused by rhizoctonia and crown rot. If RLN is not managed correctly you may not effectively succeed in suppressing rhizoctonia or crown rot.

Consider using Rancona Dimension + Zincflo® Plus for rhizoctonia and/or crown rot issues.

The main diseases detected this season were:

- Wheat: Leaf and stripe rust, powdery mildew, yellow leaf spot and septoria tritici blotch. However the dry spring reduced the impact of these diseases.
- Barley: Powdery mildew, barley leaf scald, net blotch (both spot and net) and leaf rust. The dry spring reduced the impact of these diseases.
- Canola: blackleg, downy mildew, rhizoctonia hypocotyl root rot and sclerotinia. A seed treatment that manages blackleg is a must for a successful canola crop.
- Lupins: rhizoctonia hypocotyl root rot, brown leaf spot, pleiochaeta root rot and anthracnose. Farmers using Xlflo® or Thiraflo® reported lower levels of disease than those not using a seed treatment.
- Field Peas, lentils, chick peas, faba beans and vetch: rhizoctonia hypocotyl root rot, damping-off (root rots), black spot, ascochyta blight, grey mould and downy mildew.

Stored grain insect pests.

INSECT PESTS

Aphids

Aphids were present again this season in cereal, pulse and canola crops (especially where no insecticide seed treatment was used). Russian, corn, oat, wheat, green peach, blue-green, turnip and grey cabbage aphids were all reported, however the dry summer and spring reduced the impact of the aphids on crop yield.

Where the seed had been treated with an insecticide such as Guardian® the aphid damage from direct feeding and virus transmission was reported as noticably lower.

The main viruses detected this season were:

- Cereals: barely yellow dwarf virus (BYDV) and cereal yellow dwarf virus (CYDV)
- Canola: turnip yellows virus (TuVY), cauliflower mosaic virus (CaMV) and beet western yellows virus (BWYV)
- Pulses: bean yellow mosaic virus (BYMV), cucumber mosaic virus (CMV), beet western yellows virus (BWYV), alfalfa mosaic virus (AMV), bean leafroll virus (BLRV) and subterranean clover stunt virus (SCSV).

Mites

Mites were also found early in crops resulting in early damage to some crops, mostly through feeding damage or due to the wheat streak mosaic virus (WSMV).

Farmers who used an insecticide seed treatment such as Guardian noticed the damage caused by mites was significantly less.

Stored grain pests

Stored grain insect pests are an increasing problem in most grain growing regions. There are increasing levels of documented resistance occurring in stored insects to the currently available insecticides.

Experts in stored grain pest control suggest the use of a minimum of two insecticide groups for effective control. Farmers are urged to practice adequate grain hygiene programs including proper use of stored grain pest insecticides.

Consider using Guardian seed treatment for aphids, redlegged earth and blue oat mite issues, and stored grain pests.

ZINC ISSUES

In many areas this year zinc deficiency issues have shown up, resulting in poorer crops and lower yields in some instances. Adequate zinc levels are essential in managing diseases such as rhizoctonia and crown rot.

Consider using Zincflo Plus seed treatment for zinc issues and when also treating against rhizoctonia and/or crown rot issues.

FURTHER INFORMATION

For more information contact your local Hannaford Franchisee or Hannaford's National Agronomist Gary Hamdorf on 0427 022 355.

Always refer to the seed treatment label for the diseases and pests controlled/suppressed by each product, as not all diseases or pests can be controlled by seed treatments alone.

References: PestFax reports from Department of Ag's in SA, Vic, NSW and WA; Seasonal Crops Summaries from Department of Ag's in SA, Vic, NSW and WA; Crop Watch reports from DK Communications and Department of Ag's in SA, Vic, NSW and WA; Crop observations by Arysta and Hannaford field staff.

HANNAFORD NATIONAL AWARD WINNERS

Brian and Charmaine Wilson of Warracknabeal in Victoria are this year's recipients of the Hannaford National Business Excellence Award for 2017-18 and Best Franchise award in VIC-NSW.

The awards recognise franchisees achieving consistently high standards in business operations over the previous two seasons. Recipients are chosen based on a combination of customer feedback, business operation and administration performance, local community support, and sales and business growth.

The award came as a bit of a surprise to Brian, who said, "I just try to do everything properly and work to a standard."

The Wilsons bought the Hannaford franchise in a change of life decision 19 years ago and have lived in the area ever since.

Brian credits his first boss for instilling in him an excellent work ethic and high work standard during his plumbing apprenticeship and subsequent years in the trade, and this has flowed on into his own business.

"For me, doing a good job starts with the simple things like being organised, being there on time and good communication," he said.

"I guess it comes down to good old fashioned service and the amount of work you put in."

Receiving the Best Franchise award in WA was Derek Batchelor.

Servicing the Katanning region, Derek is a born and bred local who's lived in the area all his life.

Having grown up on a farm, Derek saw the Hannaford business as a good opportunity to get into agriculture and to play a strategic role in the farming community.

"...doing a good job starts with the simple things like being organised, being there on time and good communication"

Brett Heath, Hannaford Commercial Manager, Rico Christensen North America & Australia President Arysta LifeScience, Hannaford National award recipient Brian Wilson, and Michael Caldwell, Arysta Head of Country Australia.

"I get a buzz out of driving around seeing the crops in the area and knowing I've played a part in that," he said.

"It's not the same as growing a crop, but it's the next best thing."

Over in SA, the award for Best Franchise was presented to Jon and Margaret Schutz of Point Pass.

The Schutz's have owned the Hannaford franchise for 22 years. Born and bred in the area, they moved away for a time but have lived back in the region since the early nineties.

Like his fellow award winners, Jon enjoys working with his customers and says service is a priority focus.

Jon says he strives to operate on the principle of fast, friendly, efficient service and a 'can-do no-problem attitude'.

"I try to work with my customers to make the job as simple and as easy as possible for them," he said.

The awards were presented in August during the Hannaford National Franchise Conference in Brisbane, an event held every second year.

"We congratulate this year's award winners for their excellent representation of the Hannaford brand," said Brett Heath, Commercial Manager Hannaford, "and we thank all of our franchisees for their hard work and dedication in providing farmers with a professional and reliable service."

9 reasons the locals go to Hannaford ...

- Independently owned & operated local small businesses
- Being local, we have flexibility to work in with farming schedules
- Proven business model for long-term service continuity
- Fully mobile equipment designed for specialist seed processing
- Pay for the service only - no surcharges for fuel or incomplete jobs
- Multiple screen options enables grading of majority of grains
- Accurate application of up to 4 seed treatments simultaneously
- Accredited franchisees trained in safe use of seed treatments
- Access to the latest technology & largest range of seed treatments

Hannaford

Where the locals go

SOUTHERN NSW & VICTORIA

Berrigan, Finley, Deniliquin, Jerilderie, Corowa & Tocumwal
Peter & Jan Hill
0428 852 323

Wagga Wagga, Junee, Coolamon, Lockhart, Holbrook & Tarcutta
Barry & Joanne Kohlhagen
0459 202 079

Warracknabeal, Minyip, Birchip, Hopetoun, Sea Lake & Swan Hill
Brian & Charmaine Wilson
0427 681 034

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

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

Horsham, Rupanyup, Kaniva & SE Dimboola
Wayne and Lindy George
0427 902 381

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

Goroke, Frances, Edenhope & Casterton
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 & Arthurton
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, Binnu, Mullewa & Mingenew
Gary Hamdorf – Hannaford Agronomist
0427 022 355

Moora, Dandaragan, Coorow & New Norcia
Darren Rutley
0400 510 154

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

Cunderdin, Northam, York, Tammin & Toodyay
Brett Heath - 0427 013 661

Brookton, Pingelly, Beverley, & Quairading
Phillip & Katrina Crute
0427 250 877

Cuballing, Wandering, Williams & Boddington
Trevor & Kirstie Clark
0418 563 926

Narrogin, Wickepin, Wagin & Kukerin
Charles & Lorette Naudé
0487 404 757

Boyup Brook, Darkan & Kojonup
Trevor & Kirstie Clark
0418 563 926

Katanning, Woodanilling, Broomehill & Gnowangerup
Derek Batchelor
0428 241 306

Cranbrook, Tambellup & South Stirlings
Neville & Anne Parsons
0429 904 653

Jerramungup, Gairdner, Borden & Pingrup
Mark Weedon
0428 351 176

Ravensthorpe, Lake King & Newdegate
Peter & Karen Agars
0427 268 136

Munglinup, Hopetoun & Cascades
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
Michael & Sonya Dunbar
0428 401 025

FREE* Seed Germination Test

*For Hannaford customers only.

Proudly supporting local communities via FRRR

FRRR Foundation for Rural & Regional Renewal

Rancona DIMENSION SEED TREATMENT

Hannaford
The Seed Protection Specialists

This newsletter is published by Arysta LifeScience Australia Pty Ltd ABN 18 005 225 507 (Arysta). Hannaford is a trading name of Arysta.
The information and recommendations set out in this Newsletter are based on data believed to be reliable at the time of publication. Results may vary, as the use and application of the products is beyond our control and may be subject to climatic, geographical or biological variables, and/or developed resistance. Any product referred to in this newsletter must be used strictly as directed, and in accordance with all instructions appearing on the label for that product and in other applicable reference material. So far as it is lawfully able to do so, Arysta accepts no liability or responsibility for loss or damage arising from failure to follow such directions and instructions. ® Registered Trademarks