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## End of Financial Year Business Bonus Program

As a client of Farmer Johns, we invite you to participate in our EOFY BUSINESS BONUS PROGRAM, which includes a payment structure to suit your farm requirements for the end of the 2022 financial year.

- 1 – We will reward you for your participation with annualised 4% EOFY Business Bonus dollars credited to your trading account based on the payment of your trading account.
- 2 – Calculated monthly using the closing remaining credit value from the pre-June deposit in your FJ's trading account.
- 3 – Credited monthly so you can easily track it on your existing Farmer Johns account.

**Call us now to register your intent.**



What a difference a decent rain makes! The recent rain event beginning last week has generally seen the most consistent and highest gauging's across our entire region for quite a few years. There has also been some handy runoff into water storages. This has been especially valuable in some of the drier parts where stock water supply had still been an ongoing concern. Obviously, the winter crops sown over the last few weeks will benefit from this big boost in soil moisture. As South Australians, we have participated in two elections over the last couple months. Both of these elections have resulted in a change of government. Regardless of which party you voted for in these elections the result has meant change for all of us. No doubt there will be a whole host of adjustments in the way and level that these new governments will meet their goals. This made me think in comparison to the retail industry and more specifically to our industry, the agriculture distribution chain.

We have seen many changes over my time in this business. The most common change we regularly witness is the takeover of a smaller business by a large corporate or global distributor or manufacturer.

It bemuses me that when this happens memos are formulated and forward to the various stakeholders in the chain espousing the benefits of such change. Generally, "justifying" the closing of sites, increasing costs due to more remote transport hubs, rationalising staff and other such cost savings.

We remain an independent business in corporate dominated industry. We intend to remain that way and see very good benefits for both our farm based client partners and ourselves.

We will always introduce measured changes to the way we "do the business" but firmly believe that long lasting partnerships based on our core values - relationships, knowledge, integrity and consistency - count for far more than remote shareholder aspirations!

**Greg Schubert**

### Quote of the Month

Thinking is what most people resort to after all else fails!

- Jonathan Lockwood Huie

## Broadacre

Many crops were sown into relatively dry or even very dry conditions since the beginning of seeding back in April. The very welcome rain event last week has seen soil moisture move from marginal to very good. We are likely to see "dirty crops" subsequent to this rain event. This will be the case especially in paddocks that have not had the benefit of a knockdown herbicide prior to sowing.

Unfortunately, these situations also place a higher level of performance pressure on any pre-emergent herbicides used as well. Depending on the timing of sowing, an ideal window might present where an application of a non-selective knock down herbicide could be slotted onto weeds post sowing but pre-emergent. Obviously care needs to be taken, so a thorough paddock inspection should be undertaken prior to any such application. Our agro's can assist with further individual advice.

**Timely grass control** in legumes and canola will be important, again simply as a result of crops being sown prior to a good weed germination, grass infestations are expected to be higher this season than we would like to see. In some instances, a two-spray strategy will be required to control early grass weed germinations while the weather conditions are ideal.

Grass weeds have generally built a higher level of resistance to the range of herbicides currently used for their control. With this in mind it should also be remembered that clethodim (Status and Havoc) consistently show higher levels of efficacy when conditions are at their optimum. Large areas of canola have been sown in all areas. These canola crops should be monitored regularly to ensure very effective weed management is undertaken with early applications on small weeds at recommended label rates providing the best return for the herbicide investment.

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## Seasonal reminders

- Check out the new Electrocoup 3020 secateurs at any of our stores. Higher cutting speeds, improved work comfort, lighter, more compact and easier to handle.
- Wet weather has arrived – we have wet weather clothing, boots and warm clothing for the cool months ahead in the vineyard and orchard!

- Castrol oils in stock. Call to order all lubricants, grease and McNaught for machinery maintenance over winter.
- New batteries in stock to help your vehicles get over the cold morning starting blues!
- Order trellis and fence posts well in advance to ensure on-time supply!
- Control weeds on fence lines and around the farm with Uragan.

- Protect new native plantings from rabbits. We have a range of guards and stakes to suit your project.
- Chep pallets are still in very short supply. Please return all pallets as soon as possible or call for collection!
- It might be wet now, but plan to increase the on-farm water storage with new rainwater tanks from Maxiplus or Polymaster.

“with you in the GROWING business”

From page 1 ... **Keep a close watch on any insect activity** as crops are emerging as well. Recent cooler, damp weather will see an increase in insect numbers. Insecticides applied via the seed dressing will offer short term control but post emergent applications will be a priority to protect young, susceptible plants. Red Legged Earth Mite and Cutworm have been active and will continue to increase in number if left unchecked.

**The very good recent rain will stir** demand for nitrogen fertiliser. At this point in time, we have enquiry for two different markets. The immediate need is for prompt despatch in June and the other is forward orders for the second round of boats which are arriving into port in July.

Global urea prices have softened from the recent record highs. This softening appears to have flattened over the last couple of weeks with domestic prices having a correlation to the global price.

Despite some discussion in the media and in social circles, ideal soil moisture across most of Australia's winter cropping zone and recent good rainfall will lead to higher demand. This in turn has potential to short the market with stock outs for a period of time. We suggest you discuss your overall nitrogen requirement with our team to fully understand your purchase options.

**Mice are a big issue** across most areas of our market zone. Recent rain will slow mouse activity somewhat but will not wipe them out entirely.

If mice aren't controlled now, they will continue to slowly build and then show up in the spring in much more serious numbers as the crop starts to mature and yield losses will be more evident.

Mice will chew the wheat stem just above the top node causing white heads to appear. Mice can also be damaging in canola.

At the very least, baiting needs to take place in high pressure areas such as along fence lines and on non-arable parts of the paddock where their habitat remains undisturbed.

As mice are an issue across many cropping zones it would be prudent to call us to order mouse bait now.

#### **New products and seed orders**

There has been an impressive range of new crop varieties and herbicides actives released in to the Australian cropping market over the last couple years.

We participate in a series of trial blocks across our market area, showcasing further new varieties and agchem actives aimed at increasing production.

Please take the opportunity to attend any crop walks and demo site inspections when they are offered over the next few months. There is no doubt some of this new technology will suit your enterprise!

Seed supply dramas this season has compromised some cropping plans, compounded by later than expected deliveries from seed sheds as well.

Please talk with our agro's as soon as practical to provide "heads up" seed volumes for the 2023 season.

## **Pasture**

Early sown pastures are beginning to move along after the solid rain events in our grazing regions over the last few weeks. Some sowing will still take place once last weeks rain soaks away a little. Veldt Grass has become available for sowing and some have also included a lucerne block given the ideal conditions subsequent to rainfall.

Weed control will be paramount in providing these new pastures the best opportunity to reach peak performance as soon as possible. RLEM and Cutworm activity has been noted. These pests can also have a large impact if left unchecked, it is therefore advisable to apply an appropriate insecticide to clean them up. Some older well know herbicide products have had a label review and as a result a number of changes to grazing withholding periods has occurred. Always check the label before any product application to ensure that your grazing plan fits within the recommended use of that product.

**Nutrition applications** should be made to supplement and soil deficiencies and also promote rapid early establishment as well as boosting regeneration post grazing. Either specific granule pasture blends or liquid applications that can include more tailored elements are quick and easy to apply. Good grazing management will also benefit new pastures and assist in more effective weed control.

Call our agro's to discuss all things pasture and to assist in maximising livestock production!

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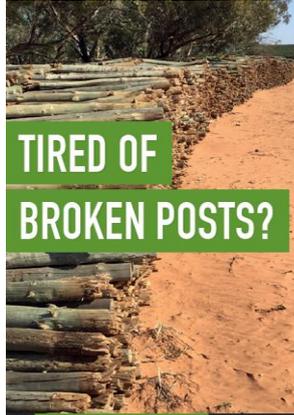
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### Viticulture and Orchard

Our Ramco clients are aware that we formulate nutritional products on our site at the Ramco store. Most clients in our Murray Bridge and Nuriootpa regions would not be aware that we have the capability to produce tailored blends for application through irrigation systems. Growers are reminded that time is running out to order or at least forecast fertiliser requirements for the 22/23 grape and citrus season. Major supply chain issues have been caused with Covid still posing problems to production of base nutrients in China. In particular, Calcium Nitrate has long lead times in getting applicable Chinese Government approvals prior to shipment, reportedly up to seventy-five days from



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manufacture to ship loading! One of the major hurdles that we are faced with this season will be a lack of available ships coming to Australia and particularly the Adelaide port due to the small amount of return freight to China from SA as a result of current export restrictions. Contact us to discuss your liquid nutrient programs and to lock in your orders to ensure on time supply.

**Herbicide programs** to manage weeds in the vineyard should be reviewed annually. There is evidence of increased levels of resistant weed populations in our local vineyards. Some of these populations may have been introduced via applications of straw spread beneath rows or via machinery operations but more likely as a result of insufficient rotation of herbicide actives in a weed control program.

We recommend an overview of your herbicide program is taken in consultation with our agro's in order to build a more robust approach to weed control. Unfortunately, the global manufacture of oryzalin (Surflan or Cameo) has ceased due to a lack of base active ingredient. Alternative weed control options will need to be used in those situations where oryzalin was used.

Pre-emergent herbicides are now key to controlling glyphosate resistant weeds in many vineyards and orchards. It is important that a clean weed free surface is maintained to get the most effective result from most pre-emergent products. It is therefore very important to get on top of weeds much earlier in the season than typically undertaken. Give any of our agro's a call to assist with your vineyard and orchard herbicide management plan!

**Pruning** is well under way now and will be the focus for vignerons over the next few months. As the prevalence of Eutypa is widespread and readily transmitted during the winter months by wind and rain splash, some effort should be made to negate its activity.

Omnia wound dressings and sealants – Greenseal and Sprayseal, are recommended to promote natural vine callus formation and to reduce the susceptibility of the vines to further fungal infections.

In addition to dressings, regular tool hygiene is also recommended to reduce spore distribution.

**Control Salinity with winter applications of Aquacal** and cash in on winter leaching.

Salinity pressures were observed in some vineyards following the very dry summer period. No doubt you will be well aware of their symptoms if they were evident in your blocks as well.

As profiles are starting to wet up after recent rain, there is potential opportunities to utilise AquaCal and leaching irrigations for salinity management. Any gypsum that has already been applied in the vineyard is starting to be incorporated with recent weather events as well.

Careful irrigation management next season will also be paramount for dealing with elevated salt in the rootzone – again soil moisture monitoring will play a valuable role in dealing with this insidious issue as well.

Ideally new **Soil Moisture Monitoring** equipment should be installed during the winter period.

Obviously digging holes is much easier when the soil profile is moist! As our water resource is highly regulated and in recent seasons limited, it therefore makes good sense to use the available water resource to maximum efficiency.

Please contact either Katelyn Keller or Shaun Falkenberg to discuss the various moisture monitoring options we can offer you.

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*<sup>1</sup>Only while stocks last.*

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## General Merchandise and Animal Health

### Worm Tests

With recent rain events it is worth thinking about doing some worm tests. Results of these tests are the only sure way to determine effective worm management strategies and the products that should be used for the most effective control of internal parasites. Early season tests did indicate very low EPG's (eggs per gram) results across the board. However, a change in conditions may also change their relevance. A test is done very easily by holding the mob in a corner of the yards or paddock for 5-10mins. Once the flock is released 10 fresh dung samples can easily be collected. Sampling early in the week provides an adequate timeframe to have results returned by Thursday or Friday. We can assist with the interpretation and product recommendation based on these results. Call any of our stores for further information and to arrange a time for sample collection.

**Lamb Marking and Vaccination** is on the go for the early drop lambs and not too far away for many others. Over-the-counter conversations have suggested a big improvement in lambing percentages this season compared to last year. Unfortunately, the wet and cold conditions over the last couple weeks did result in some lamb losses.

An important reminder about vaccinating lambs. Best practice is to administer the first dose at lamb marking - we recommend a Glanvac 3 B12 as a minimum - and the second dose 4-6 weeks afterwards, generally at weaning, Zoetis new product, GlanEry 7in1 B12 is a combination of Glanvac 6 B12 with Eryvac added for the prevention of arthritis. Previously this was administered by two separate shots. The new product GlanEry 7in1 B12 reduces administration effort, time and waste. We expect supplies of their new GlanEry 4in1 B12 will be available for spring drop lambs.

Please contact our store staff if you require further information and to order all your lamb marking products, vaccine, rings, pliers, Tri-Solfen pain relief, marking cradles, new yards and panels, Arrow Sheep handlers, first aid kits, ammunition etc!

### Livestock nutrition

We have a comprehensive range of loose licks to suit the requirements of your animal's especially over the very important pre & post lambing production period. Ewes will require additional calcium & magnesium to assist them over the lambing season. Calcium and magnesium will aid milk production and muscle relaxation. In order to maximise the value gained from improved pastures we recommend providing the stock with loose mix supplements such as TRAC Green Grass lick supplement or Performance Feeds Mag Plus.

Please speak with any of our staff about the most suitable products for your livestock production goals.

We have accepted a distribution offer from **Powerblast to sell their high-pressure washers**. We now stock and sell Kranzle (German made), PowerShot and Hotwash (Italian or USA made) pressure cleaners. They are first-class and distinguished by their extraordinarily high quality and extremely modern design. Constructed from high grade materials for long service life and economic efficiency, they offer low maintenance are simple and user friendly in operation. The range runs from the small but robust home and garden series right through to the large commercial industrial hot wash machines for the toughest cleaning jobs. Farmer Johns are able to provide a cleaning solution for mining, agriculture, food processing, earthmoving and building industries to name a few. These units can be written off under current investment allowances.

Please get in touch and let us provide you with a solution that will boost results, productivity, efficiency to improve your cleaning game!

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