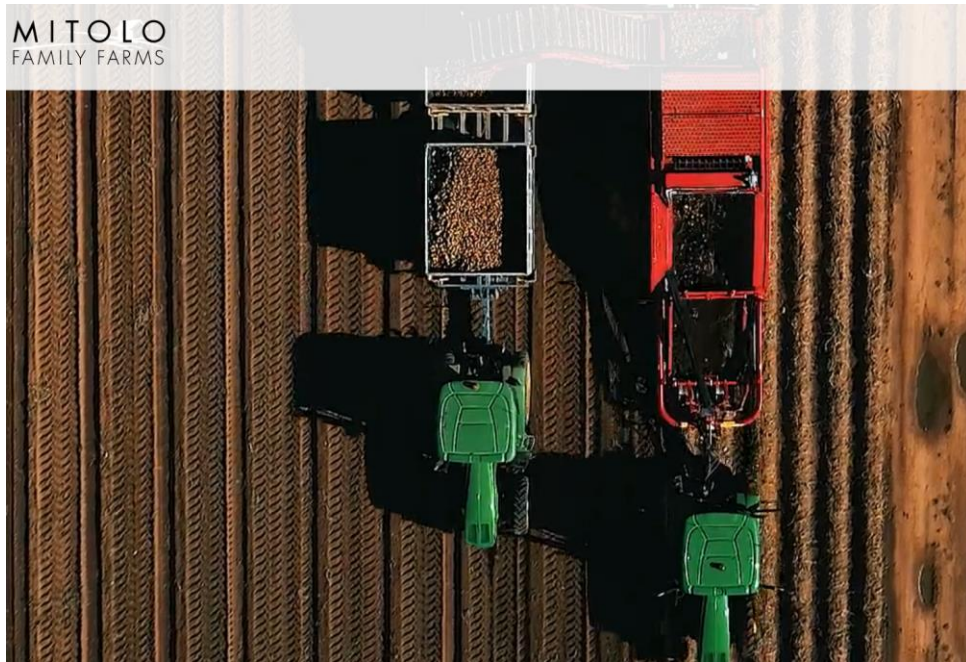


# The Seed Growers Customers Need

## Ian Simpson Mitolo Family Farms

## Achieving best outcomes from Seed supply



1. Communication
2. Specification
3. Quality control
4. On time / In Full Delivery
5. Consistency.
6. Grade size = seed count per tonne  
Plant seed pieces per Ha not tonnes
7. Control. Dormancy break/Storage  
Burn down date  
Seed tuber temperature

*Seed efficiency - correct physiological age – correct volume – correct spacing/plant density  
Generates even emergence stem number to set crop*



# The Seed Growers Commitment to their Customer

## Communication

### Purchaser

Prior to planting agreed

1. Variety
2. Volume
3. Desired harvest date
4. Size specification-range
5. Agreed pricing
6. Freight arrangements
7. Delivery address



### Supplier

1. Customer requirements
2. Maintaining variety integrity
3. Planting date
4. PCN report
5. Date of Emergence
6. 1<sup>st</sup> & 2<sup>nd</sup> inspection Report
7. Virus leaf sample results
8. Desiccation date
9. Harvest date
10. Grading schedule

*Seed Confidence Farm Safety ...working together*



# The Seed Growers Commitment to their Customer



## Quality Control Tuber Harvest and Grading

1. Variety integrity (Labelling)
2. Skin set prior to harvest
3. Mother tuber broken down
4. Virus levels low and within specification
5. Scabs and Black Dot not negotiable
6. Graded to customer size range requirements
7. Tuber counts
8. Tuber temperature
9. Accurate documentation

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# The Seed Growers Commitment to their Customer



## Specification

1. Variety integrity (Labelling)
2. Full skin set prior to harvest
3. No break down (soft rots)
4. Well ventilated curing
5. Graded to State certification standards and customer sizing requirements
6. Graded into new packaging or clean and disinfected bins
7. Correct documentation to facilitate cross border movement and identification of product supplied

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# The Seed Growers Commitment to their Customer

## Delivery of seed



1. Communicate with purchaser when seed will be harvested graded, inspected and ready for collection
2. Seed graded into customer size requirements and each bag or bin clearly marked with the vital information grower details, crop ID number, variety, size, generation, post harvest chemical treatments
3. Documentation supplied with each consignment
4. Purchaser perform quality control checks on all consignments of seed and share their findings with the supplier.

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# The Seed Growers Commitment to their Customer

## Ian Simpson Mitolo Family Farms



## Control

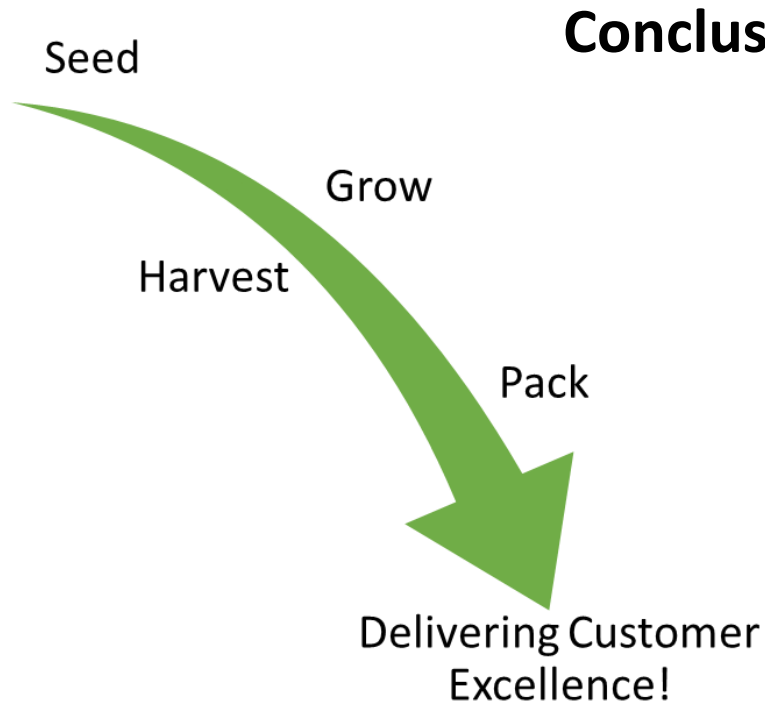
Planning and controlling these key factor aid future production outcomes meet grower and customer expectations by ensuring the “P” age is optimal by:

1. Planting date to delivery (days)
2. Desiccation to delivery (days)
3. Curing periods (days)
4. Temperature drawdown of seed for cool storage
5. Cool storage monitoring
6. Temperature control
7. CO<sub>2</sub> control
8. Warming up seed for planting

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# The Seed Growers Commitment to their Customer



Suppliers and purchaser working to better understand the crop and business requirements. Implementing the plan and controlling the key factor of seed potato supply delivery and storage will:

1. Planting correct physiological age seed
2. Premature aging of seed reduced by monitoring and controlling temperature, and CO<sub>2</sub>
3. Seed health and vigour will be improved
4. Improved crop emergence and uniformity
5. Potential for increased marketable yield

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