



Australian Fodder Industry Association



08 October 2021

HAY REPORT

TABLE OF CONTENTS

NATIONAL SUMMARY

Driving Prices Up	3
Driving Prices Down	3
Local News	3

Regional Commentary

Atherton Tablelands	5
Darling Downs	5
North Coast NSW	6
Central West NSW	6
Bega Valley	7
Goulburn/Murray Valley	7
Gippsland	8
Southwest Victoria	8
Southeast South Australia	9
Central South Australia	9
Southwest Western Australia	10
Northwest Tasmania	10



The Hay Report is produced for Dairy Australia by the Australian Fodder Industry Association (AFIA) – the national independent voice for the Australian fodder industry which connects the entire supply chain from seed to feed.
For further information: www.afia.org.au

Disclaimer: The opinions expressed within are those of the authors and do not necessarily reflect Australian Fodder Industry Association Ltd opinion or policy. To the extent permitted by law, Australian Fodder Industry Association Ltd excludes all liability for loss or damage arising from the use of, or reliance on, the information contained in this publication. It is the readers responsibility to confirm accuracy, reliability, suitability, currency and completeness for private use.

NATIONAL SUMMARY

Driving Prices Up

- Livestock continue to trade well, and farmers will look to good quality feed to carry younger stock through summer until they are ready for market.
- A potential shortage of good quality new season hay. With another full season before hay will be produced again and growers making the decision to cut back this year farmers may struggle to find the fodder they need in autumn and winter next year.
- Currently the hay industry is at an all-time low with regards to trade, but some farmers are taking the opportunity to seek out existing good quality hay that can be stored for dryer times. This continued trade will cause slight fluctuations in pricing.
- The cost of production is set to increase in the coming year with fertiliser shortages due to China's ongoing power issues forcing them to decrease production as well as price increases for chemical and available fertiliser.

Driving Prices Down

- Domestic trade has reduced even further as many farmers concentrate on silage production. New season prices are not expected to increase dramatically as many farmers wait now to see how much is produced and the quality of new season hay.
- A significant amount of last season's weather damaged hay is on the market at a reduced price. It will be unlikely now to see that hay move so close to the new season.
- Good spring conditions will see many farmers producing and conserving as much silage as they can themselves, particularly along the NSW Coast and Victoria.
- Australia continues to do well with no significant drought or natural disaster requiring the high volumes of hay being traded to all states that we have seen previously over the last ten years.

Local News

- Hay production is well under way in the north producing some of the best cereal hay in several years.
- Despite the reduction in hay plantings this season regular growers with good undercover storage will still aim to produce and store as much premium hay as possible.
- Border closures and permit requirements continue to be a concern for contractors as they move between states.
- Majority of spring silage has been made now in Northern Victoria, with Southern Victoria starting in the last fortnight. Good conditions in the Bega region will see a significant amount of silage made again this season.
- In the north demand in the Atherton Tablelands remains steady with a small amount moving locally. Following the ongoing rainfall in Northern QLD many parts including the Tablelands continue to have an influx of fresh grass. The Darling Downs region reporting one of the best seasons following good rainfall for the first half of the year. Oaten crops have started to be cut in the area for hay.
- New South Wales reporting good crops following timely rainfall. South Australia impacted by dryer conditions, further in the Southeast crops are on track to yield well. Northern Victoria will

start cutting within the fortnight. Several key factors still needed to take place and a relatively dry spring to improve on last year's season.

- Western Australia has recorded one of its best season breaks. Rain has been timely for the west this season. High yields expected through the region as the season continues to progress well. Prices remain strong for all fodder types in WA.
- Buyers are encouraged to feed test and view fodder before purchasing to be sure of the quality of the feed.

Regional Commentary

Atherton Tablelands

- Warm unpredictable weather conditions for the Tablelands this week. 6mm of rain was recorded at the start of the week.
- Conditions have been up and down for growers in the Atherton area wanting to bale rhodes grass with wet season conditions making it difficult for growers to get the required drying time to produce good quality small squares which is where the demand is at present. Growers currently trying to find a market for cereal that has been grown in the region this year.
- Plenty of green feed in the region for grazing stock following winter rain across most of the Atherton area.
- Trade continues to be well down as many farmers further west have had improved conditions and have produced some hay which has been enough to carry current stock numbers through rather than freight hay in from the Tablelands. Reports that amount of hay being freighted in previous years is not being seen this season.
- Changes to pricing this week.
- Pasture (Rhodes Grass) hay: -\$25 (\$280 to \$300/t). Prices have eased this week.
- Note: Hay in the Atherton Tablelands is traditionally priced at \$/bale, so it is important to check bale weights for conversion. The price range indicated is for feeds of varying quality with the price range generally indicative of quality of feed. We recommend feed testing and viewing of fodder before purchase to be sure of the quality of feed.

Darling Downs

- Light rain this week with 6mm falling in places across the Downs.
- Reports that this is one of the best hay producing seasons in three to four years. Growers producing good quality cereal hay in particular barley and oaten. Cereal hay will continue to be baled for the remainder of the month. This week saw some early new season straw also being baled. Straw trade in the region continues to be limited, but a good season providing an opportunity for a clean, undamaged product.
- Majority of St George has missed out on significant rain over the last six weeks, this week recording up to 14mm. Some growers had irrigated new season crops in this area.
- Confirmation that new season hay is going into storage for personal use as trade continues to be minimal in the region.
- Changes to pricing this week.
- Cereal hay: +/-0 (\$260 to \$280/t). Prices remain steady this week.
- Lucerne hay: -\$10 (\$380 to \$420/t). Prices have eased this week.
- Straw: +/-0 (\$60 to \$70/t). Prices remain steady this week.
- Pasture hay: +/-0 (\$200 to \$240/t) Prices remain steady this week.

Please note unless stated otherwise, prices are per tonne, sourced and delivered locally. The price range indicated is for feeds of varying quality with the price range generally indicative of quality of feed. We recommend feed testing and viewing of fodder before purchase to be sure of the quality of feed.

North Coast NSW

- No rain to report for the North Coast this week.
- Majority of new season silage has been made for now. Growers west making decisions now on cereal crops. Rain has been minimal to finish these crops off with the soil profile quickly drying out over the last eight weeks.
- Reports not as much silage will be made this season with demand down and many still carrying over from last season.
- Trade continues to be steady with local coastal growers selling to smaller farming operations and equine clients over the last two months due to the dryer conditions.
- Cereal hay, straw, and lucerne prices quoted are for supplies to be carted into the region.
- No changes to pricing this week.
- Cereal hay: +/-0 (\$250 to \$300/t). Prices remain steady this week.
- Lucerne hay: +/-0 (\$380 to \$430/t). Prices remain steady this week.
- Straw: +/-0 (\$100 to \$150/t). Prices remain steady this week.
- Pasture hay: +/-0 (\$200 to \$230/t). Prices remain steady this week.
- Please note unless stated otherwise, prices are per tonne, sourced and delivered locally. The price range indicated is for feeds of varying quality with the price range generally indicative of quality of feed. We recommend feed testing and viewing of fodder before purchase to be sure of the quality of feed.

Central West NSW

- No rain reported in the Central West this week.
- High yields are forecast for the region. Concerns now that rain could affect hay production over the coming weeks. Reports still that limited cereal hay will be produced this year with many growers going through to grain due to minimal trade in the hay industry and high grain prices.
- No increase in mice at this stage in region but growers and farmers continue to be vigilant as the weather starts to become warmer. Some growers also choosing to graze oaten crops now with valuable livestock as the cattle market continues to stay strong.
- Local trade continues to be minimal as good grazing increases in the region.
- No changes to pricing this week.
- Cereal hay: +/-0 (\$180 to \$210/t). Prices remain steady this week.
- Lucerne hay: +/-0 (\$310 to \$360/t). Prices remain steady this week.
- Straw: +/-0 (\$60 to \$80/t). Prices remain steady this week.
- Pasture hay: +/-0 (\$160 to \$200/t). Prices remain steady this week.
- Please note unless stated otherwise, prices are per tonne, sourced and delivered locally. The price range indicated is for feeds of varying quality with the price range generally indicative of quality of feed. We recommend feed testing and viewing of fodder before purchase to be sure of the quality of feed.

Bega Valley

- Light rain for the region this week, 6mm was recorded.
- Warm conditions have continued this week, allowing growers to continue to make silage.
- Good grazing conditions for stock following timely rain. As farmers head into summer there is plenty of water available for irrigating. Conditions have also been favourable for those that grow lucerne on the flat country.
- Trade continues to be low with reduced amounts of cereal hay coming onto the coast for dairy farmers. Depending on conditions dairy farmers will look for good quality straw this season. Smaller farming operations continue to purchase small squares of fodder.
- No change to prices this week.
- Cereal hay: +/-0 (\$290 to \$320/t). Prices remain steady this week.
- Lucerne hay: +/-0 (\$480 to \$520/t). Prices remain steady this week.
- Straw: +/-0 (\$200 to \$230/t). Prices remain steady this week.
- Pasture hay: +/-0 (\$350 to \$400/t). Prices remain steady this week.
- Please note unless stated otherwise, prices are per tonne, sourced and delivered locally. The price range indicated is for feeds of varying quality with the price range generally indicative of quality of feed. We recommend feed testing and viewing of fodder before purchase to be sure of the quality of feed.

Goulburn/Murray Valley

- More rain for the region this week, with up to 20mm falling in parts.
- Growers waiting for more predicted wet conditions to pass through over the next week before starting to cut hay. A significant amount of pit and rolled silage has been made over the last month.
- Growers wanting to make hay will need big windows this year for drying time with heavy crops being reported. Further rain not needed in the region now and wet spring conditions like 2020 could still occur again this year.
- Small amounts of good quality lucerne continue to move into New South Wales primarily the North Coast.
- No changes to prices this week.
- Cereal hay: +/-0 (\$180 to \$200/t). Prices remain steady this week.
- Lucerne hay: +/-0 (\$450 to \$500/t). Prices remain steady this week.
- Straw: +/-0 (\$70 to \$100/t). Prices remain steady this week.
- Pasture hay: +/-0 (\$230 to \$280/t). Prices remain steady this week.

Please note unless stated otherwise, prices are per tonne, sourced and delivered locally. The price range indicated is for feeds of varying quality with the price range generally indicative of quality of feed. We recommend feed testing and viewing of fodder before purchase to be sure of the quality of feed.

Gippsland

- Rain this week for Gippsland with 10mm recorded in the north.
- Silage production continues to be hampered by wet conditions. Growers and farmers set to make a significant amount again this season. With warmer daytime conditions and timely rain pasture crops continue to improve.
- Waterlogging is still present in some paddocks and southern Gippsland continues to be impacted by wet conditions with up to 100mm falling over the last four weeks in some parts.
- Farmers only taking what they need to get through with stock able to graze now. Many waiting now to see what new season cereal and vetch hay comes onto the market.
- No changes to prices this week.
- Cereal hay: +/-0 (\$200 to \$230/t). Prices remain steady week.
- Lucerne hay: +/-0 (\$550 to \$650/t). Prices remain steady this week.
- Straw: +/-0 (\$70 to \$85/t). Prices remain steady this week.
- Pasture hay: +/-0 (\$90 to \$110/t). Prices remain steady this week.
- Please note unless stated otherwise, prices are per tonne, sourced and delivered locally. The price range indicated is for feeds of varying quality with the price range generally indicative of quality of feed. We recommend feed testing and viewing of fodder before purchase to be sure of the quality of feed.

Southwest Victoria

- Varied amounts of rain fell across the Southwest this week.
- The Wimmera and the Mallee have received good rainfall this week. The timely falls boosting cereal crops that had become significantly dry after minimal rain during the growing season.
- Silage has started to be cut in the Warrnambool area and growers are expected to make a significant amount again this year.
- Minimal trade with some farmers still buying in feed as they need in the south until pastures are at grazing stage.
- No changes to prices this week.
- Cereal hay: +/-0 (\$170 to \$220/t). Prices remain steady this week.
- Lucerne hay: +/-0 (\$350 to \$400/t). Prices remain steady this week.
- Straw: +/-0 (\$60 to \$80/t). Prices remain steady this week.
- Pasture hay: +/-0 (\$150 to \$180/t). Prices remain steady this week.
- Please note unless stated otherwise, prices are per tonne, sourced and delivered locally. The price range indicated is for feeds of varying quality with the price range generally indicative of quality of feed. We recommend feed testing and viewing of fodder before purchase to be sure of the quality of feed.

Southeast South Australia

- Light rainfall again this week for the region.
- New season cereal crops are looking good and average yields are expected at this stage. Frosts have been recorded this month but not expected to have caused any damage. Hay production anticipated to start at the end of October.
- Paddock feed has improved for stock as spring conditions hit the region. This continues to impact demand as farmers utilise what feed they have.
- Mainly opportunist buyers that have storage are taking advantage of any good quality fodder on the market. Some inquiry for straw from farmers but a majority at this stage are not wanting to buy significant amounts of fodder so close to the new season.
- No changes to pricing this week.
- Cereal hay: +/- (\$180 to \$210/t). Prices remain steady this week.
- Lucerne hay: +/- (\$330 to \$350/t). Prices remain steady this week.
- Straw: +/- (\$100 to \$120/t). Prices remain steady this week.
- Pasture hay: +/- (\$180 to \$200/t). Prices remain steady this week.
- Please note unless stated otherwise, prices are per tonne, sourced and delivered locally. The price range indicated is for feeds of varying quality with the price range generally indicative of quality of feed. We recommend feed testing and viewing of fodder before purchase to be sure of the quality of feed.

Central South Australia

- No significant rain recorded across the Central South this week.
- The season has turned off with no viable rainfall over the last four – six weeks for growers north of Adelaide. Growers preparing to start baling, export baling minimal and domestic down on previous years, yields expected to be average across the Central South. A good quality product still expected providing no rain impacts cut hay.
- The exact reduction in how much hay has been produced this season and what will be taken for export will be known by the end of this month. Farmers now waiting to see what the new season hay season will bring before committing to any more fodder purchases.
- Exporters will only take a reduced amount of new season cereal hay and it will need to be a premium product.
- No changes to pricing this week.
- Cereal hay: +/- (\$160 to \$180/t). Prices remain steady this week.
- Lucerne hay: +/- (\$400 to \$450/t). Prices remain steady this week.
- Straw: +/- (\$90 to \$140/t). Prices remain steady this week.
- Please note unless stated otherwise, prices are per tonne, sourced and delivered locally. The price range indicated is for feeds of varying quality with the price range generally indicative of quality of feed. We recommend feed testing and viewing of fodder before purchase to be sure of the quality of feed.

Southwest Western Australia

- No significant rain for the West in the last seven days.
- Geraldton region has been impacted by warmer weather and limited rainfall over the last few weeks bringing the areas season to end as growers now prepare to cut crops. Esperance and slightly north into the Lakes region have escaped the hot weather and frosts that did impact some parts earlier in the month.
- Growers that were impacted by waterlogging in the south where possible have been able to use nitrogen to improve crop health and increase yields to average rather than below.
- In general, the season is still on track to finish well in the west. Mixed reports on how much hay will actually be produced this season.
- No changes to prices this week.
- Cereal hay: +/-0 (\$260 to \$310/t). Prices remain steady this week.
- Lucerne hay: +/-0 (\$450 to \$490). Prices remain steady this week.
- Straw: +/-0 (\$130 to 180/t). Prices remain steady this week.
- Pasture hay: +/-0 (\$180 to \$200/t). Prices remain steady this week.
- Please note unless stated otherwise, prices are per tonne, sourced and delivered locally. The price range indicated is for feeds of varying quality with the price range generally indicative of quality of feed. We recommend feed testing and viewing of fodder before purchase to be sure of the quality of feed.

Northwest Tasmania

- Significant rain again this week with 48mm being recorded in the Northwest. Further east in the state 25mm fell in the Launceston area. Reports of snow down to 200 meters.
- Silage on hold now until conditions become dryer. Feed has been slow to grow but with warmer weather this will improve quickly.
- Conditions are relatively favourable for a good spring and summer at this point for cattle and sheep farmers following a much milder winter. Concerns that it could be a wetter than average spring and summer.
- Demand continues to be steady as some farmers continue to purchase what they need to get through until the wet conditions ease.
- No changes to pricing this week.
- Cereal hay: +/-0 (\$220 to \$280/t) Prices remain steady this week.
- Lucerne hay: +/-0 (\$300 to \$350/t) Prices remain steady this week.
- Straw: +/-0 (\$150 to \$200/t) Prices remain steady this week.
- Pasture hay: +/-0 (\$200 to \$240/t) Prices remain steady this week.
- Please note unless stated otherwise, prices are per tonne, sourced and delivered locally. The price range indicated is for feeds of varying quality with the price range generally indicative of quality of feed. We recommend feed testing and viewing of fodder before purchase to be sure of the quality of feed.