



Australian Fodder Industry Association



19 November 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

- Late spring rain hampering hay production in many parts of the country now will again reduce the amount of good quality cereal hay being produced on what is already a reduced season due to export concerns and high grain prices.
- Prices for cattle and sheep are not expected to decrease soon and farmers are wanting good quality feed for these animals.
- Where winter like wet conditions have continued in Tasmania and southern Gippsland, farmers have not been able to produce the fodder they would like and will need to look at bringing in additional feed over the next ten months.
- Steady trade to farmers looking to secure progressive loads over the next twelve months will not likely push prices up significantly but will mean the movement of fodder will continue to be steady at a minimum.

Driving Prices Down

- Demand continues to well down and has been for 18 months. A significant amount of last season's weather damaged hay is on the market at a reduced price. With more damaged hay from this season expected to drop onto the market in the coming months.
- Good spring conditions will see many farmers producing and conserving as much silage as they can themselves, particularly along the NSW Coast and Victoria.
- A mild October and rain have meant many farmers have not had to irrigate grass yet. Stock continue to graze and be supported by paddock feed at this point. Farmers able to utilise water for summer months.
- La Nina event where December to February is expected to be wetter than average for the eastern and central parts of the country further reducing the need for farmers to purchase extra feed over the summer months.

Local News

- Wet and cold conditions this week impacted most states at the start of this week. While Central West New South Wales has been significantly impacted by flooding from the Lachlan River.
- The hay season is well underway in most regions now with many growers racing to bale as much hay as possible before rain events. Majority of hay now baled with growers now processing hay that has been impacted by rain over the last fortnight.
- Boarder closures and permit requirements are easing now and making movement of agricultural machinery and hay less difficult.
- Silage season continues to be made on the New South Wales coast, and Southern Victoria. Southern Victoria continues to be hindered by wet conditions making it increasingly difficult to produce good quality silage.
- 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 but yields are expected to be done after difficult growing conditions this season. Hay season is in full swing in Northern Victoria. 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. Varied qualities of cereal hay being produced in the West as the season continues to be hampered by ongoing rainfall. 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

- Hot and storm conditions again this week across the Tablelands with only light rain recorded.
- No hay being produced at present due to rain and limited demand. Growers now looking towards summer crop plantings. Some crops have been taken for seed rather than cut for hay.
- Farmers are selling weaning stock with ongoing good market prices rather than carry them through.
- 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.
- No change to pricing this week.
- Pasture (Rhodes Grass) hay: +/-0 (\$280 to \$300/t). Prices remain steady 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

- St George recorded 15mm of rain at the start of the week.
- Spring rain has interrupted hay production over the last month, majority of hay has been baled now. Despite the rain growers are watering lucerne in the St George area.
- The river and dam are full, so growers are looking to a good summer cropping season. Cotton production will again increase this season with many growers now concentrating on this.
- Trade predominately for weaning cattle, grazing has been good for farmers. Limited amounts of straw will be made with most stained from recent rain. Lucerne continues to move for equine customers, slow but consistent.
- No changes to pricing this week.
- Cereal hay: +/-0 (\$260 to \$280/t). Prices remain steady this week.
- Lucerne hay: +/-0 (\$380 to \$420/t). Prices remain steady 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

- Rain this week on the North Coast, with Lismore recording up to 50mm.
- A late season for the North Coast with many farmers now making silage and some pasture hay following recent rain boosting grass. Reports it is now turning into one of the best seasons and growers could be making silage and hay well into the new year.
- Good quality cereal crops were made in the west, yields were down due to limited rain during the growing season.
- Reports new season cereal hay freighting in from Central New South Wales. Coastal farmers securing progressive loads for the next twelve months.
- Cereal hay, straw, and lucerne prices quoted are for supplies to be carted into the region.
- No changes to pricing this week.
- Cereal hay: +/- (\$250 to \$280/t). Prices remain steady this week.
- Lucerne hay: +/- (\$380 to \$430/t). Prices remain steady this week.
- Straw: +/- (\$100 to \$150/t). Prices remain steady this week.
- Pasture hay: +/- (\$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

- Extensive rainfall this last week with reports of 150mm falling at Wellington and 200mm upstream.
- The Lachlan River has flooded into lower lying country following the heavy rainfall. Water has receded in some places around Wellington where farmers are now left with silt covered crops and debris. Forbes area has been impacted significantly, with farmers along the river system losing new season crops to flood water.
- Only a small amount of hay has been produced thus far, quality is good where rain has been minimal. Lucerne growers in the region are set to have another good season, demand continues to be steady for lucerne.
- Local trade continues to be minimal, still a significant amount of carry over hay of varied quality from last season stored in the region. Farmers seeking good quality cereal hay locally will have difficulty finding this.
- No changes to pricing this week.
- Cereal hay: +/- (\$180 to \$220/t). Prices remain steady this week.
- Lucerne hay: +/- (\$300 to \$340/t). Prices remain steady this week.
- Straw: +/- (\$60 to \$80/t). Prices remain steady this week.
- Pasture hay: +/- (\$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

- A relatively dry week for the Valley following 30mm at the end of last.
- A significant amount of silage has been made thus far. Rain events have slowed production down. An abundance of feed in the area for stock, ideally hay would be made this season in addition to silage, but current conditions would not allow enough drying time to produce pasture hay.
- As farmers head into summer there is plenty of water available for irrigating.
- Trade continues to be low with reduced amounts of cereal hay coming onto the coast for dairy farmers. Smaller farming operations continue to purchase small squares of fodder for equine stock.
- 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

- Cold and wet conditions hit the region at the start of the week with up to 30mm being recorded.
- Majority of hay has been bailed across the Goulburn/Murray Valley with growers now finishing off hay that has been weather damaged. Conditions continue to be mild making it difficult for hay to cure.
- Corn planting for chop silage has also started in the region with forecasts of increased plantings by many dairy farmers this season.
- Trade is minimal at present majority of local farmers have plenty of conserved fodder and good grazing grass for stock. Milder conditions and late spring rain have allowed feed to keep growing without farmers and growers having to utilise irrigation.
- No changes to pricing this week.
- Cereal hay: +/-0 (\$180 to \$220/t). Prices remain steady this week.
- Lucerne hay: +/-0 (\$380 to \$410/t). Prices remain steady this week.
- Straw: +/-0 (\$70 to \$100/t). Prices remain steady this week.
- Pasture hay: +/-0 (\$220 to \$260/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

- More rain forecast for the coming days.
- Growers still baling silage in the north between rain events, rain every week at present. Pasture hay to be cut later this month as conditions improve. The south and western parts of the Gippsland are still significantly wet, higher country has also been unable to be accessed by machinery. Quality of silage being produced in the south has also been an issue. About half the amount of silage has been produced in comparison to a normal season with up to ten days this month where contractors have been unable to get onto paddocks. Growers will be cutting well into the new year.
- Corn plantings for chopped silage again to be reduced due to the ongoing wet conditions in the south. Farmers have feed out majority of last season's silage and are looking to secure good quality fodder for the next twelve months.
- Reports of some vetch coming into the region from Charlton. South Gippsland again will need feed over the next twelve months.
- Changes to pricing this week.
- Cereal hay: +/-0 (\$200 to \$230/t). Prices remain steady week.
- Lucerne hay: +/-0 (\$550 to \$600/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

- Conditions have been cold and damp in the Southwest with more rain forecast for the coming days. Wind in recent days has helped with drying paddocks.
- Silage continues to be made in the south but is a stop, go operation with continued wet conditions.
- Reports the crops are bulky and quality is down. Farmers are grazing where they can, to try and retain grass quality. Only a small amount of pasture hay will be made over the summer. Farmers are also starting to plant maize to be harvested for chop silage.
- Farmers have also taken advantage of any reasonable quality cereal and vetch hay left in the Wimmera and storing for use over the coming year in the southern parts of the state. Trade to potentially lift in the new year depending on summer conditions and how much feed farmers have been able to conserve themselves.
- No changes to prices this week.
- Cereal hay: +/-0 (\$170 to \$220/t). Prices remain steady this week.
- Lucerne hay: +/-0 (\$330 to \$380/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 rain for the Southeast this week and warmer conditions.
- Silage and hay have been cut across the region with many growers reporting the season quickly finishing this year. Early hay was slower to cure and impacted by rain events.
- Lucerne currently being baled has been affected by heavy frosts and aphids, reports production is down half to a third due to damage. Late spring rain has boosted feed for grazing stock, ongoing rain will keep this viable.
- Mainly opportunist buyers that have storage are taking advantage of any good quality fodder on the market. No significant enquiries for new season hay, many growers and farmers storing for when the market lifts, and some will utilise on their own livestock.
- No changes to pricing this week.
- Cereal hay: +/-0 (\$180 to \$210/t). Prices remain steady this week.
- Lucerne hay: +/-0 (\$330 to \$350/t). Prices remain steady this week.
- Straw: +/-0 (\$100 to \$120/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.

Central South Australia

- Rain earlier in the week for the Central South with 40 – 60mm recorded.
- Majority of hay in the north of the region has been baled with growers now focussing on grain harvest.
- Hay growers in the Owen area have managed to produce a good quality product despite only two – three good wet months. Exporters taking this for top quality and filling gaps where other growers have been affected by rain and dry conditions and unable to meet the grade. Crops affected by frost that were destined for grain were also cut for hay this year.
- Domestic trade is well down and new season hay is being produced for personal use. Straw production will again be up this season where crops have been tall enough with orders for pig breeders, small feedlots as well as for use across sandhills.
- No changes to prices this week.
- Cereal hay: +/-0 (\$180 to \$220/t). Prices remain steady this week.
- Lucerne hay: +/-0 (\$400 to \$450/t). Prices remain steady this week.
- Straw: +/-0 (\$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

- Dryer conditions for the west now.
- Record rain for the Margert River this growing season with reports of over a meter falling across the region. Growers had to graze grass where possible to slow growth. Water logging was a problem even on the sand, with some crops going to seed.
- A significant amount of pasture silage was made primarily for personal use. Hay trade has been slow, with growers reporting carryover of pasture hay from last season. Slow trade is thought to be due to high cattle prices and farmers reluctant to purchase more stock.
- Mixed reports on how much cereal hay has been produced this season. With export only taking reduced amounts of premium hay some growers could be storing downgraded hay due to recent weather damage.
- No changes to pricing this week.
- Cereal hay: +/-0 (\$260 to \$290/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

- Smithton in the far west recorded 26mm of rain while further east recorded 5mm.
- Silage season continues to stop, start in the west as growers cannot get on paddocks due to the wet, only the higher country has been able to be baled. Feed has been slow to grow but has started to take off despite conditions. Growers will consider not cutting for silage, instead topping paddocks to improve quality again and going through to pasture hay.
- Growers' further east are now trying to make hay, conditions have been cooler this week making it difficult for hay to cure. Quality has continued to reduce due to the delay of being able to start.
- Demand continues to be steady as some farmers continue to purchase what they need to get through until the wet conditions ease. Farmers also considering feed needs for the next twelve months with the opportunities to make silage and pasture hay being limited.
- 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.