



Australian Fodder Industry Association



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HAY REPORT

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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

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Driving Prices Up

- Rainfall has led to repeated flooding events across northern New South Wales and Queensland. Water has damaged pastures, summer crops and on farm fodder stores. Mud is impacting stock health. Local fodder supply in the region is dominated by donations and emergency fodder relief packages.
- There are reports some transport companies are applying a 5 - 10% fuel levy. Some hay growers, who deliver locally, have indicated they will raise cartage fees by up to 50 cents per kilometre or will apply a fuel surcharge of up to 10%, to cover increased fuel costs.
- Input costs are expected to impact decisions regarding the new cropping season. Grain and hay growers will make cropping choices (grain versus hay) to increase productivity and profitability during these times of increased production costs. They will be looking to capture price opportunities available due to strong export market demand for wheat and canola.
- There is increasing demand for good quality cereal hay and vetch hay. However, supplies of both are low. Some farmers may be looking to purchase lucerne to fill the protein gap.
- With increased restocking, increased stock values and continued demand for Australian red meat, there is increased demand for fodder as more cattle are finished through feedlots.

Driving Prices Down

- Recent rainfall and mild weather has boosted pasture growth, alleviating the need for farmers to provide supplementary feed. Many growers in the southern states have begun seeding ryegrasses and other pastures to utilise soil moisture and take advantage of warm temperatures.
- Varied qualities of fodder are currently on the market. Growers with lower grade hay, particularly hay stacked outside are expected to actively trade this in the coming months.
- The quality of new season hay is being impacted by continuing rain events across most states.

Local News

- The Darling Downs and northeast New South Wales regions, in particular Lismore, has been again impacted by heavy rainfall and subsequent flooding. The ongoing damage and loss, will be assessed once property is accessible. The area is highly dependent on donations of high-quality hay and fodder to support the recovering health of stock impacted by mud and rain.
- Farmers and growers surrounding the areas of Gympie, Fassifern Valley and the north coast of New South Wales continue to coordinate hay donations to support farmers with livestock affected by the floods. Hay and silage are being donated with active fundraising being undertaken to support the high fuel costs to transport the feed into the affected areas.
- Increasing amounts of silage are being cut across the Atherton tablelands
- NSW summer coastal hay production continues to be hindered by lack of consecutive clear days to support drying and baling.
- In other regions the availability of pasture, where growth has been supported by rainfall and warm weather, will keep the fodder trade minimal, however, this is often expected during Autumn. There is growing demand for high quality cereal hay, however supply is low.
- Lack of rain in southwest Victoria, and some parts of South Australia and Tasmania, are driving some early enquiries from those looking to secure feed allotments for winter.
- Buyers are encouraged to feed test and view fodder before purchasing to be sure of the quality of the feed.

Regional Commentary

Atherton Tablelands

- Weather conditions have supported growers to bale rhodes grass, with consecutive clear days to allow for drying, baling and safe storage.
- Some hay will be of lower quality, with coarser stalks and more seed head, due to cutting and baling delays because of wet weather earlier in the month.
- Urea is now \$1900/tonne which will impact decisions regarding further hay production.
- High fuel prices are also expected to remain high, although the reduction in fuel excise may slightly reduce the price of fuel. Some growers are waiting to order fuel to see if Government measures lead to price reductions for fuel delivered to farm.
- Fall armyworm no longer under active management as growers focus on harvest.
- Increasing amounts of silage has been cut this week.
- Slow trade and low movement of fodder. Some local demand for high quality lucerne hay.
- Prices remain steady.
- Pasture (Rhodes Grass) hay: +/-0 (\$300 to \$400/t). Prices remain steady.
- Please 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

- Significant rainfall across the region this week with major and minor flooding having occurred across multiple areas and with major flood warnings still ongoing for the Condamine River.
- Reports of loss of newly harvested silage and damage to pastures which will be assessed once flood levels drop. There is serious concern over the amount of unharvested crop that remained across the region that have now been completely lost or severely impacted due to this week's weather events.
- Before the rains demand had remained steady for Cereal hay with some drop off in enquires for Vetch. Lucerne enquires had also risen.
- Fuel prices are having an impact with freight levies now being applied.
- Plans for sowing early winter crops have been postponed due to the flooding.
- No change to pricing this week.
- Cereal hay: +/-0 (\$255 to \$275/t). Prices remain steady this week
- Lucerne hay: +/-0 (\$380 to \$420/t). Prices remain steady this week.
- Straw: +/-0 (\$70 to \$90/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

- Lismore again recorded significant rainfalls which have led to flooding. Assessment of additional damage will be hampered as they wait for flood waters to again recede. It is expected that there will be additional damage to pastures and further loss of conserved on farm fodder from heavy rainfall, flooding and associated mud across the region.
- There is little if any trade in fodder. Need is being filled by hay/silage donations and Government supported emergency fodder programs to those livestock producers affected by flooding. Additional hay will continue to be required for an extended period until viable grass returns and paddocks can be accessed. Many remain in urgent need of good quality feed to support the health of recovering stock and reduce the risk of biosecurity impacts from poor quality fodder.
- Flood-affected farmers can call the Department of Primary Industries' emergency hotline on 1800 814 647 to request assistance from Agricultural and Animal Services for animal assessment and veterinary support, emergency fodder and, if required, euthanasia and burial. Assistance or further information can be accessed through the online portals:
- <https://www.nsw.gov.au/floods>
- <https://www.service.nsw.gov.au/floods/financial-assistance>
- Minimal fodder sales outside of some Departmental purchases for the emergency fodder drops.
- No changes to pricing this week.
- Cereal hay: +/-0 (\$200 to \$260/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 (\$190 to \$220/t). Prices remain steady this week.
- Please note: Cereal hay, straw, and lucerne prices should be considered as a bookmark rather than a reflection of the local trade due to the reliance on donations during current conditions. We recommend feed testing and viewing of fodder before purchase to be sure of the quality of feed.

Central West NSW

- There was light rain across some parts of the region this week.
- Many growers in the region are expecting high demand due to the flooding further north and near the coast, but understand some of that demand will be met by donations. Pricing expectations are being managed accordingly.
- Input costs are a cause for concern, with fuel and fertiliser costs expected to be significant. There have been some reports of fertiliser companies attempting to renegotiate contracted prices.
- Some indication of a shortage of gypsum, with deliveries delayed due to demand.
- There have been steady enquiries for high protein hay, with small rises in pricing to match. The forecast is for supply to tighten and prices to rise further as input, freight and labour costs have an impact.
- Slight changes to pricing this week.
- Cereal hay: +\$5 (\$175 to \$215/t). Prices slightly higher this week.
- Lucerne hay: +\$5 (\$305 to \$345/t). Prices slightly higher 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

- Moderate to high rainfall across the region this week with some northern areas receiving upwards of 60-70mm.
- There have been reports of some road infrastructure damage as a result of heavy rain earlier in the month and passability issues within farming areas, preventing or delaying some deliveries
- Reports of an increase in wild pig populations due to better weather conditions for breeding. These herds are impacting some fields and damaging fences.
- Inquiries for hay are beginning to increase as farmers look to secure feed for the coming cooler months. However, trade remains stable as growers look to conditions further north and possible weather issue impacting availability.
- Growing conditions continue to be favourable and there is an abundant supply of paddock feed available.
- No changes to pricing this week.
- Cereal hay: +/-0 (\$270 to \$300/t). Prices remain steady this week.
- Lucerne hay: +/-0 (\$480 to \$520/t). Prices remain steady this week.
- Straw: +/-0 (\$200 to \$220/t). Prices remain steady this week.
- Pasture hay: +/-0 (\$330 to \$360/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

- No significant rainfall in the region this week
- Hay baling underway in some regions with short windows due to overnight moisture. Growers report good yields, however there is still need for dry weather over the coming two weeks to complete the hay program.
- Sowing programs are on track in most regions despite drier conditions. However, with fertiliser costs high some growers are considering sowing vetch to fix nitrogen.
- Inquiries for premium Lucerne hay are increasing with prices rising to match demand. Price for lower quality and mixed bales are steady.
- Increased production costs, such as rising fuel and fertiliser prices are a concern for many growers.
- Slight changes to pricing this week
- Cereal hay: +/-0 (\$170 to \$200/t). Prices remain steady this week.
- Lucerne hay: +\$5 (\$380 to \$410/t). Prices increase this week.
- Straw: +/-0 (\$70 to \$100/t). Prices remain steady this week.

- Pasture hay: +/-0 (\$210 to \$250/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

- No significant rainfall this week, scattered light falls during the last few days.
- In some areas growers are reporting some loss of soil moisture and are looking for increased rain.
- Inquiries for hay continue to increase heading into the cooler months. Expectation that farmers are building on farm stores is being shown in inquiries, with a number of forward contracts being arranged.
- Interest from equine for quality feed and from small feed-lotters for feed mixes continues.
- As growers plan for the upcoming sowing season concerns regarding the increasing input costs have not been alleviated by the reduction in the fuel excise outlined in the Federal budget.
- In those areas with good soil moisture and suitable weather conditions ryegrass seeding continues.
- No changes to pricing this week.
- Cereal hay: +/-0 (\$200 to \$240/t). Prices remain steady this week.
- Lucerne hay: +/-0 (\$530 to \$550/t). Prices remain steady this week.
- Straw: +/-0 (\$80 to \$100/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

- Light to moderate rainfall over most of the region this week, with 40mm reported in Dunkeld.
- Looking to silage maize crops in some areas as long as weather conditions persist.
- Many farmers continue to have good fodder stores as they prepare for the cooler season.
- Some indications the area is having a dry autumn. Rainfall has activated some green feed, but warm temperate days have caused it to wilt. Hay therefore will be required to supplement until more rain arrives.
- Little change in the trade situation with it remaining minimal in most areas with some inquiries for silage and grass hay. However, the consensus is demand over the coming months will be for high protein hay and good quality cereal hay with price expected to reflect quality. Some trade into the region for contracted hay.
- As with most regions, cost of production is an ongoing concern. Growers have no indications that prices will be heading in a downward direction in the near to medium future.
- No changes to pricing this week.

- Cereal hay: +/-0 (\$180 to \$220/t). Prices remain steady this week.
- Lucerne hay: +/-0 (\$330 to \$380/t). Prices remain steady this week.
- Straw: +/-0 (\$80 to \$100/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

- While the past week has been good weather for living and enjoying the outdoors the lack of rain means paddocks are drying off. Some slight showers but no significant rainfall has been measured across the region.
- While cropping decisions are still to be made there are some indications some farmers appear to be heading towards preferencing additional pasture rather than cereal hay. Some movement towards grazing cereal varieties.
- Fuel and input costs may impact decisions on the level inputs applied to pastures which may reduce overall hay production.
- Slight increase in demand for hay which may see prices increase over the coming weeks
- Slow trade is due to some levels of understocking and livestock producers holding off purchasing fodder due to hopes for additional rain to support pasture growth. Sheep producers will be starting to look for feed once the green pick dries off.
- Cereal hay: +/-0 (\$190 to \$240/t). Prices remain steady.
- Lucerne hay: +/-0 (\$330 to \$350/t). Prices remain steady.
- Straw: +/-0 (\$100 to \$120/t). Prices remain steady.
- Pasture hay: +/-0 (\$180 to \$220/t). Prices remain steady.
- 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 summer rain across the Barossa area within the region and little subsoil moisture. Some other areas have had reasonable falls which have maintained subsoil moisture.
- It is expected some growers will be dropping out of hay production this coming season. They will be preferencing wheat and lentils to offset increased production costs with highly competitive market demand due to rising international prices for both grains. Autumn rain will be needed in many parts of the region to provide confidence into the cropping season.
- Due to the combination of high fuel and transport demand reducing available trucks and drivers, transport costs for local delivery have risen by 10-15%. Producers are passing these costs on via increased fees or by imposing a fuel levy on deliveries.
- Minimal fodder sales at present. But there is still demand for high quality cereal hay. Much of the surplus hay from the 2020/21 season has now been traded. Shortage of stored fodder expected.
- Large amounts of straw had been baled across the area to fill contracts for export and other specialty needs. Limited straw available for general sale.

- Most cereal hay should be of reasonable quality. Low volume but steady sales demand with higher prices available for good quality.
- Pricing remains variable and is quality rather than demand driven.
- Cereal hay: -\$5 (\$180 to \$240/t). Prices for poorer quality have decreased slightly.
- Lucerne hay: +/-0 (\$390 to \$420/t). Prices remain steady this week.
- Straw: +/-0 (\$90 to \$150/t). Prices remain steady.
- 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

- There has been steady rainfall across the region during the past week. Most areas receiving between 20 to 30mm of rain, a couple of areas receiving up to 60mm of rain from Tropical Cyclone Charlotte.
- Prediction for further falls in the coming week. Many growers are looking for consistent rainfall to improve subsoil moisture levels and reduce the likelihood of a false break.
- Canola is firming as a preferred crop for the region due to return on investment due to high international prices. Growers have indicated they may preference putting hectares, previously allocated to hay production, into additional grain cropping.
- Monitoring for mice activity remains a recommendation in the lead up to sowing. Growers are seeing increased mouse numbers and seeking to have bait on hand for use during sowing.
- Hay producers are looking to sell off supplies of lower quality, weather damaged hay to reduce the hay being stored on cropping farms. Freight costs are increasing due to lack of drivers in addition to fuel costs. Truck drivers being sought for more than 2,000 advertised roles.
- Cereal hay: +/-0 (\$200 to \$250/t). Price remains steady.
- Lucerne hay: +/-0 (\$450 to \$490/t). Price remains steady.
- Straw: +/-0 (\$100 to \$120/t). Price remains steady but demand is increasing.
- Pasture hay: +/-0 (\$160 to \$180/t). Price remains steady.
- 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

- No significant rainfall over the past week.
- Indications of a dry autumn ahead with demand for hay expected to increase until rainfall can boost pasture growth.
- Clover in some areas has enjoyed late summer moisture and is set for a productive autumn.
- Input costs are still of major concern to rise with fuel and fertiliser being the areas of most interest.
- Maize crops are progressing well in the eastern parts of the region.

- Little change in hay sales, as most farmers are producing what they require in the short term. Mild conditions will support maintenance of paddock feed, but continued lack of rain will see an increase in demand.
- No changes to pricing this week.
- Cereal hay: +/-0 (\$240 to \$260/t) Prices remain steady this week.
- Lucerne hay: +/-0 (\$290 to \$340/t) Prices remain steady this week.
- Straw: +/-0 (\$150 to \$200/t) Prices remain steady this week.
- Pasture hay: +/-0 (\$190 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.