



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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NATIONAL SUMMARY

Driving Prices Up

- Good quality hay is required to support stock in areas where flooding impacted pastures. Sales are expected to increase as donations and Departmental emergency fodder are phased out.
- The bureau of meteorology has reported significant rainfalls across areas of Qld and a cold front that brought rain across areas of Victoria, Southern NSW and Tasmania. Despite the rainfall pasture growth may be inhibited by cooler soil temperatures leading to further increase in demand for hay.
- Current high forward contract prices for canola and wheat, with firming prices for barley and hopes of increased pulse sales into India is leading to a focus on grain crops for broadacre grain growers. Opportunistic hay production will not be seen as a price competitive cropping option, so expect a smaller number of hectares to be sown this season.
- Input costs continue to impact cropping decisions as grain and fodder producers prepare for sowing and pasture hay may not be a priority for fertiliser application which may reduce quantities of pasture hay produced this season.
- Despite a 20-cent reduction in fuel excise helping to reduce fuel costs some transport companies will continue to apply the 5 - 10% fuel levy. Some hay growers, who deliver locally, have indicated that due to ongoing high fuel costs cartage fees of up to 50 cents per kilometre or will apply a fuel surcharge of up to 10%, to cover increased fuel costs.
- There is increasing demand for good quality cereal hay and vetch hay. However, supplies of both are low. Lucerne prices are slowly rising as it is being purchased to fill the protein gap. Supplies are expected to continue to tighten as the season progresses.

Driving Prices Down

- Continued confidence that pasture growth will support stock without need for supplementary feed has kept demand for hay and fodder at low levels, although some early purchasers are now starting to make inquiries to source feed and increase on hand supplies.
- Varied qualities of fodder are available 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 was impacted by continuing rain events across most states. Rainfall has meant many crops were harvested later than usual, resulting in coarser hay of lower quality.

Local News

- Some areas have received good rainfall which has built confidence at the start of sowing. Some dry sowing has commenced in other regions with reliance on subsoil moisture and hope forecast rains fall in coming weeks.
- High input costs and availability of labour are causing general concern.
- The continued availability of pasture, where growth has been supported by rainfall and warm weather, has kept the Autumn market for fodder slow. However, high rainfall events have damaged the quality and quantity of some dry paddock feed, so decisions will be made to reduce stocking levels or bring in fodder earlier than expected.
- Buyers are encouraged to feed test and view fodder before purchasing to be sure of the quality of the feed.

Regional Commentary

Atherton Tablelands

- Significant steady falls of between 20-25 mm of rain have fallen each day during the past week. There are concerns weather may impact quality of the peanuts that were ready for harvest with other peanut crops needing applications of fungicides to protect quality in the lead up to later harvests.
- Input and machinery repair costs will deter many producers from hay production in the coming season due to lack of profitable return versus cost of production. For growers who recently harvested pasture for seed or hay, decisions are being made not to invest in fertiliser (at current prices between \$3,000 to \$4,000/acre) to produce a future crop of hay.
- Fuel has remained around \$1.99 per litre despite excise cut. Little confidence that fuel prices will drop.
- Given no increased demand for hay, a high percentage pastures will be left and used as a green manure mulch for the paddock.
- Some increased movement of hay has been noticed with more trucks on the road, however, no significant change to demand or pricing yet.
- No change to pricing this week.
- 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

- Little rainfall across the region this week, a maximum weekly total of less than 10mm of rain.
- Assessment of the of flood damage to paddocks and crops continues. Water has been slow to drain in low lying areas which has hampered access. Where possible harvesting of flood damaged crops has been completed with significant damage to yields and impact on quality.
- Sowing continues in those areas unaffected or less affected by the recent flooding. Soil moisture has supported good germination rates and crop establishment. Increased canola plantings as growers who have switched to cropping look to take advantage of predicted world market shortfalls.
- Sporadic damage to corn and sorghum crops from Fall armyworm
- Good rice harvest is still being hampered by availability of transport, which is also impacting deliveries of inputs and fodder.
- Interest in hay continues to be subdued. The rains have greened pastures encouraging optimism that supplementary feed for sheep flocks and dairy herds will not be required.
- Some interest in vetch and high-quality cereal hay, however there is little available.
- 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

- Continued rainfall events are making recovery difficult. Assessment of damage is hampered by ongoing rain and impassable paddocks. There is little if any trade in fodder as rain has decimated remaining crops and pastures, so no hay or silage has been able to be harvested.
- Hay/silage donations and Government supported emergency fodder programs supply those livestock producers affected by flooding. Good quality feed is a priority to support the health of recovering stock and to reduce the risk of biosecurity impacts from poorer quality fodder, particularly for dairy farmers.
- 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> or <https://www.service.nsw.gov.au/floods/financial-assistance>
- No changes to pricing. 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 and current conditions.
- 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: We recommend feed testing and viewing of fodder before purchase to be sure of the quality of feed.

Central West NSW

- Moderate rainfall late in the week with rainfall between 20mm and 50mm reported across the region.
- Consistent reports of growers switching from fodder and hay crops to wheat and oilseeds to capitalise on potential returns and high expected export prices due to ongoing geopolitical unrest.
- Input costs remain an issue, with high diesel costs being on the mind of growers as sowing programs roll out.
- Growers are sowing legumes into no till fields to capture the conserved moisture and reduce future input costs. Sowing schedule appears to be back on track after recent rain events and uncertainty about future market opportunities. Early sown canola is looking promising.
- Mouse activity has been reported. CSIRO recommendation remains to monitor and bait at sowing to support efficacy of baiting programs. <https://grdc.com.au/resources-and-publications/resources/mouse-management>.
- Interest in high quality hay continues with demand exceeding supply, as such there has been an increase in the price growers will sell and buyers will accept in this area. The price is very dependent on quality and test. There has also been some small interest in straw.
- Some increase to pricing this week.

- Cereal hay: +0 \$3 (\$175 to \$220/t). Prices remain steady this week.
- Lucerne hay: +0/-0 (\$305 to \$355/t). Prices remain steady this week
- Straw: +/-0 (\$60 to \$80/t). Prices remain steady this week.
- Pasture hay: + \$10 (\$160 to \$220/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

- Sporadic rainfall across the region this week, with some areas receiving 10-25mm in total.
- Sowing continued in some areas where the weather stayed dry, but growers who had sown in areas hit by rainfall were happy for the push for newly planted crops, and will continue the sowing schedule once the weather improves.
- Good soil moisture profiles are seeing earlier sown crops coming up well, and the ongoing good weather conditions are encouraging some growers to consider a mix of varieties.
- Pastures are greening up across the region with plentiful feed available for dairy and sheep in most areas. The requests for donation to help flood affected livestock and horses continue, mostly sourced locally, though there is some small amount coming in from out of the region.
- Hay inquiries are steady as many farmers have already secured winter feed stock via forward contacts and the steady rain events have ensure immediate feed via pasture grasses are sufficient. There has been some interest from feedlots for hay and straw.
- 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

- Little significant rainfall across the region this week with falls of less than 10mm across most of the region. Daytime temperatures are trending above average, with night-time trending below.
- The Growers are now looking for a moderate period without significant rain to ensure the sowing schedule stays on track, confidence is high given the recent conditions. The weather and soil conditions have been excellent for the sowing of annual clover varieties such as Shaftal.
- Oat crops sown earlier in the month now starting to pop up in the south of the region. Maize crops continue to be cut of silage across the region. Early sown grazing crops are showing great promise with Canola crops at almost full ground cover stage.
- Hay inquiries remain steady with some small interest in straw. However, pastures are greening up allowing farmers to feed from pasture rather than stores.

- Fuel and fertiliser costs are still highlighted as a concern, with little indication or hope that will change in the foreseeable future.
- No change to pricing this week
- Cereal hay: + \$3 (\$170 to \$205/t). Prices slightly up this week.
- Lucerne hay: +/-0 (\$390 to \$420/t). Prices remain steady this week
- Straw: +/-0 (\$70 to \$110/t). Price range wider this week, prices increased for higher quality.
- 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

- Little to no rainfall across most of the region this week. Pastures are greening up due to recent and persistent rains with good feed for livestock on many farms.
- In the east of the region replanting of crops, lost due to flooding, continues. Sowing is well underway with good underlying soil moisture and forecasts for additional rainfall providing confidence to growers.
- Increasing reports of thornapple in paddocks. Eradication efforts are underway to prevent the weed from contaminating crops or poisoning livestock. Slug infestations have been reported for some canola crops. High input costs remain of considerable concern and are impacting cropping decisions. There is no confidence of a reduction in either fuel or input costs in the coming six to twelve months
- Hay inquires have ramped up as winter month approach and farmers look to build stocks on farm especially in the drier western and southern areas with most interest from dairy farmers, most have been sourced locally with little coming in from other regions.
- Slight change in prices 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: + \$5 (\$90 to \$135/t). Prices slightly higher 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

- Little to no significant rainfall across the region this week, with the highest falls recorded in the east. The border region is still very dry. With the dryer conditions silage crops are still being cut in the west of the region.
- Earlier sowing took advantage of the rainfall in the east but there is a need for ongoing rain in order to support good germination and early growth. The earlier limited availability of gypsum and lime appears to have been resolved allowing growers to complete spreading.
- Some reports that mice numbers are on the rise, early intervention is being taken in those regions. CSIRO recommendation remains to monitor and bait at sowing to support efficacy of

baiting programs. <https://grdc.com.au/resources-and-publications/resources/mouse-management>.

- Reports that hay production will be lower this season as growers switch to higher value crop options. Cost of production remains an ongoing concern and for some has moved from something unusual to being considered the new normal.
- Straw remains in short supply with demand increasing, prices have begun to respond to the scarcity. There has been interest from dairy farmers in the drier parts of the region to bolster fodder stores. Some trade into the region for contracted hay.
- Slight change 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: +\$3 (\$80 to \$105/t). Prices slightly increase 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

- Patchy rainfall had led to inconsistent sub-soil moisture across the region. No significant rainfall as yet.
- Cropping decisions have been made but many are waiting for the break before commencing sowing. Not a lot of dry sowing undertaken in the region.
- Expected maintenance of hay production levels with some graziers expecting to produce hay this season to manage livestock management costs. There is reasonable demand for hay, it is seen as a good weed management option and with stock prices being good fodder is seen as a valuable input.
- Input costs will drive production costs up this season. Hay production will not be considered a competitive option without a price rise to cover the increased cost of production.
- Continued increase in demand for hay for beef cattle and sheep in the upper parts of the region which may see prices increase over the coming weeks. Steady increase in the inquiries for hay.
- Increasing trade expected as pasture dries off and winter approaches.
- Prices have remained steady
- Cereal hay: +\$5 (\$200 to \$240/t). Prices have increased slightly.
- Lucerne hay: +/-0 (\$330 to \$350/t). Prices remain steady depending on quality.
- 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

- While not critical yet, there has only been patchy rainfall across the region so conditions remain dry. Limited sheep feed now available in paddock as there has been no rain to support pasture growth.
- A few more now undertaking dry sowing of grain crops. Some canola has already been sown, wheat now being dry sown. Expect to see increased sowing activity over coming weeks.
- Hay production is still seen as a competitive weed control option for the control of ryegrass and brome grass so will remain in cropping rotation across the region.
- Some rationing of hay by those who have supply, while increased inquiries for small sales of hay as people try to avoid purchasing large amounts in hope of rainfall and pasture growth in coming weeks.
- High quality hay is in short supply. Increasing inquiries and sales for feed.
- Limited straw available for general sale and availability tightening due change in farming practices.
- Most cereal hay should be of reasonable quality. Low volume but steady and increasing sales demand with higher prices available for better quality product.
- Pricing remains variable and at this point remains quality rather than demand driven.
- Cereal hay: +/-0 (\$180 to \$240/t). Prices remain steady this week.
- Lucerne hay: +/-0 (\$390 to \$420/t). Prices remain steady this week for high protein hay.
- Straw: +/-0 (\$90 to \$150/t). Prices remain steady with low supplies.
- 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 some good rainfall across some parts of the region with a lot of confidence in most cropping regions. Some remain dry so far but there is reasonable confidence of a reasonable to good season.
- Many growers will move away from specifically growing oats for hay. While oats will still be going in the ground the price for oats is lagging behind wheat, barley and canola. It is expected there will be less hay produced across WA cropping regions.
- Considerable demand for oaten hay on the world market which is expected to increase prices as the season progresses. Subdued market for hay at the minute due to good in paddock feed stocks and expectations of reasonable pasture throughout the coming months.
- Monitoring for mice activity remains a strong recommendation. It is recommended where mouse control is required growers spread bait during seeding <https://grdc.com.au/resources-and-publications/resources/mouse-management>.
- No significant movement of hay domestically, low demand currently.
- No changes to prices.
- 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

- Pasture hay: +/-0 (\$160 to \$180/t). Price remains steady for good quality varietal pasture hay.
- 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

- Rainfall has been light over the past week with little or no rainfall across the region, some central areas received 15-20mm mid-week. Minimum and maximum temperatures continue to trend above average for the month, leading to degradation of soil moisture.
- Last of the cutting now complete with little indication that there is much left in paddocks of any worth. Some weather damaged crops will not be harvested.
- Maize crops remain on schedule for silage harvest in coming weeks, depending on weather conditions and availability of contractors.
- Whilst there has been some green feed bounce due to rainfall earlier in the month, the ongoing lack of rain or sporadic rainfall has some farmers feeling less optimistic of good pasture growth.
- Input costs continue to be of concern, with the outlook for continued high prices. Fertiliser spreading is taking place in some regions, so the input costs are front and centre of cropper's minds.
- There are some reports of a shortage of the highest quality hay with suppliers suggesting that farmers, who have not already, lock in contracts before winter arrives.
- Ongoing dry conditions have seen interest in hay increase. Most inquires have been for quality cereal and lucerne hay, with quite a bit coming into the region from the south where the cutting and bailing season is mostly complete.
- Slight change to pricing this week.
- Cereal hay: + \$3 (\$240 to \$265/t) Prices slightly increase this week for higher quality cereal hay.
- 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.