



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 will continue to be required to support stock in areas where ongoing rain events and flooding has reduced ability for pastures to recover and be used as feed source. Stocks of hay in many areas which had been providing donations into flood affected areas are now low. Growers concerned about rising input costs may continue to reduce the amount of hay they feel they can donate.
- The bureau of meteorology has reported reasonable rainfalls across many hay and grain producing regions across much of Australia. This has maintained confidence in the season and encouraged farmers to hold onto livestock.
- Below average rainfall has fallen in hay producing areas of New South Wales, central and eastern South Australia and southwest regions of Western Australia and Tasmania.
- There has been a drop in temperatures as expected over winter, reducing the rate of pasture and grazing crop growth. This is expected to lead to an increase in demand for hay.
- Current high forward contract prices for oilseeds, cereals and pulses focussed grain growers on the profitability of grain crops against hay production. Opportunistic hay production has not been seen as a price competitive cropping option, therefore a smaller number of hectares has been sown this season.
- Input costs continue to impact cropping decisions as grain and fodder producers undertake sowing and for most producers' pasture hay will not be a priority for fertiliser application. This may reduce quantities of pasture hay produced and available during late winter/early spring.
- Slow but steady increase in inquires to source feed and increase on hand supplies. However, supplies of high quality cereal hay in particular are now very low.
- Lucerne prices are rising as it is being purchased to fill the protein gap.

Driving Prices Down

- Continued confidence that pasture growth will support stock without need for supplementary feed has kept demand for hay and fodder steady.
- Varied qualities of fodder are still available on the market. Growers with lower grade hay, particularly hay stacked outside have been actively trading. There are concerns that prices remain low because of a misconception about availability of good quality hay.
- Slow build-up of enquiries for hay and fodder may be leading to a misconception about available stocks.

Local News

- The Bureau of Meteorology have indicated climate model outlooks indicate a negative IOD event is likely for the coming months. A negative IOD along with warmer than average sea surface temperatures increase the chances of above average winter–spring rainfall for much of Australia.
- The range of biosecurity incidents which may impact Australian agriculture are causing concern. Reports of Foot and Mouth Disease in Bali and the incursion of varroa destructor mite are being raised by many farmers contacted for the hay report.
- Buyers are encouraged to feed test and view fodder before purchase to be sure of the quality of feed.

Regional Commentary

Atherton Tablelands

- There has been some colder than usual winter weather for the region. With heavy falls of up to 120mm of rain over three days, the sky is now clear, but the temperatures remain lower than average.
- The plantings of sugar cane are emerging strongly. Higher than usual plantings of cereal crops across the region are all doing well. Growers have diversified due to expectations of continued high input costs and the need for a more steady and guaranteed return.
- Machinery repair costs, long delays to access replacement parts and high input prices will deter many producers from opportunistic hay production in the coming seasons due to lack of profitable return.
- Fuel prices remaining at \$2.37/litre but expected to rise again soon when the excise is returned. Urea prices have remained high despite expected decreases, currently \$1,500 per tonne.
- Slow trade and low movement of fodder. Some increase in trade is expected as winter progresses.
- No change to pricing this week due to slow trade but input costs require a price rise soon to be fair.
- 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

- Low rainfall across the region this week with some sunny days giving the growers a chance to get back on to the fields, though the days have been unseasonably cold with frost reported in the western downs.
- Growers around the Condamine region are drawing a line under the planting season, crop management through spreading urea and application of fungicides will now be the priority.
- With parts of paddocks still waterlogged, growers used airseeders with wider spray radius to plant wheat/barley in areas where a planter cannot go due to bogging and potential damage to paddocks.
- Foot and Mouth Disease (FMD) has now been detected in Bali, causing considerable concern. The impact to livestock and the follow-on to growers would be substantial. Information about the Australian Vetplan and preparedness is available at <https://animalhealthaustralia.com.au>
- Corn crops around Norwin and Cecil plains have been taken off with the break in the weather and sunnier days allowing harvest. Planting of late winter wheat varieties is still planned for the region.
- Resown faba beans and oats around Nobby have been hit with around 20mm of rain. There are concerns this second crop may have to be abandoned due to rain damage if wet weather continues.
- Fuel, fertiliser, chemicals and freight costs continue to be a concern for most in the region especially those trying to take off what crops they can and sow/re-sow damaged paddocks.

- There are also concerns about the quality of the roads which were already in poor conditions degrading even further with continued weather damage and overuse by heavy vehicles before maintenance.
- Little change to hay enquires as growers are taking advantage of the sunnier days to get out onto paddocks to salvage what they can and to plant/replant if possible. Interest in vetch/cereal/clover hay continues, feedlots are looking for quality to supplement the higher priced grain.
- Slight change to pricing this week.
- Cereal hay: +\$3 (\$255 to \$280/t). Prices increase 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 (\$220 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.

North Coast NSW

- The continuing rain and repeated flooding has hampered the ability of the region to recover. Assessment of additional damage from the repeated flood events has been hampered by ongoing high rainfall weather events. There are ongoing concerns about the seeming lack of urgency in the recovery support being provided to the region.
- There is little if any trade in locally produced fodder as those able to produce/harvest fodder look to restock their own supplies. Pastures and crop paddocks have been damaged by waterlogging, damage to soil structure and inundation with mud.
- Flood-affected farmers can call the Department of Primary Industries' emergency hotline on 1800 814 647 to request 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.
- Prices are a bookmark until a more regular trade resumes in the region.
- Cereal hay: +/-0 (\$200 to \$260/t). Prices bookmarked until more regular trade resumes
- Lucerne hay: +/-0 (\$380 to \$430/t). Prices bookmarked until more regular trade resumes
- Straw: +/-0 (\$100 to \$150/t). Prices bookmarked until more regular trade resumes
- 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 and current conditions. We recommend feed testing and viewing of fodder before purchase to be sure of the quality of feed.

Central West NSW

- Moderate to heavy rainfall over parts of the region this week with falls of between 20 to 70mm. Whilst the rainfall totals are not excessive ground and creeks are already saturated so there is less ability for water to drain. Therefore, even moderate rainfall is causing water to remain on the ground.
- Landholders impacted by the current flood event across NSW can now access immediate support through the Agriculture and Animal Emergency Services hotline on 1800 814 647.
- <https://www.nsw.gov.au/floods>
- <https://www.service.nsw.gov.au/floods/financial-assistance>
- With the rainfall across parts of the region the plans to re-sow or look at short season crops are once again on hold, many growers are considering crops such as safflowers, sunflowers, chickpeas and canola which can be sown in spring rather than attempting to complete the winter sowing schedule.
- There is concern the latest rain event will have an impact on late sown crop establishment. Crops sown earlier have germinated and are poking through, but there is a firm belief there will be a serious establishment hit for the later crops, evidence is expected in the coming weeks.
- There is increasing concern with the spread of the Varroa destructor mite detected around Newcastle. <https://www.nsw.gov.au/media-releases/new-biosecurity-zone-set-up-for-varroa-mite>. For additional information about the active response to the varroa mite incursion. <https://www.dpi.nsw.gov.au/emergencies/biosecurity/current-situation/varroa-mite-emergency-response/varroa-frequently-asked-questions>
- Some parts of the region not impacted by the rain events are looking for additional rain to help boost crop growth and support urea activation. Irrigated canola is now being watered in those areas.
- Minimum enquires due to the rain events as well as growers taking advantage of any opportunity to be on the paddocks. Feedlots are still looking for more quality product as supply of feed grain is restricted after high exported tonnage due to international market demand.
- No change to pricing this week.
- Cereal hay: +/-0 (\$175 to \$240/t). Prices remain steady this week
- Lucerne hay: +/-0 (\$305 to \$355/t). Prices remain steady this week
- Straw: +/-0 (\$65 to \$80/t). Prices remain steady this week
- Pasture hay: +/-0 (\$165 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.

Bega Valley

- Light rainfall across most of the region this week, though the rain event further north is support high water levels across water storages and in the region's rivers and plains.
- Landholders impacted by the current flood event across NSW can now access immediate support through Agriculture and Animal Emergency Services hotline on 1800 814 647.
- <https://www.nsw.gov.au/floods>
- <https://www.service.nsw.gov.au/floods/financial-assistance>

- The rainfall over the north of the region is causing concern for pasture crops sown in the last few weeks, there are expectations evidence will emerge of serious waterlogging and seed splitting.
- There is some concern from growers in sourcing seed. The rain events across the east coast over the last few months, many seed growers have resown crops or made the decision to change their crop rotations leading to a scarcity in some varieties. There has been an increase in cost to purchase seed.
- With the cooler and wetter conditions, grass growth has slowed, and sown pastures may be too wet to allow for safe grazing, so farmers are feeding out of silage stocks.
- The reported spread of the Varroa destructor mite beyond the Newcastle area is causing concern. <https://www.nsw.gov.au/media-releases/new-biosecurity-zone-set-up-for-varroa-mite>. For additional information about the active response to the varroa mite incursion. <https://www.dpi.nsw.gov.au/emergencies/biosecurity/current-situation/varroa-mite-emergency-response/varroa-frequently-asked-questions>
- Hay enquiries have remained steady with most growers busy with late sowing and assessment. Feedlot interest continues to be strong as they secure supply of winter feedstock. Much of the highest quality fodder is either sold or contracted so some sales are now at the lower quality end of the market.
- No change to pricing this week.
- Cereal hay: +/-0 (\$265 to \$310/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 to no rain fell across the region this week, with clear sunny days.
- Pasture crops of vetch and paddocks of tillage radish are coming along well in the northwest of the region; canola crops in the same region are also showing good growth with healthy green bulk.
- Mixed pasture growth close to Yarrowonga of lucerne, red, white and strawberry clovers, and medics all established well even with higher-than-expected rainfall since sowing in late May.
- Whilst some paddocks are showing good growth with the favourable conditions, there are some that are still too wet to have been sown. Growers are expecting to decide whether to risk late season sowing or preparing the ground for a summer crop instead.
- Early sown mid-maturing barley in the west of the region is coming along following good rains; growers are hoping ongoing moisture will sustain the early bulk growth of the current crop.
- Growers who are normally dedicated hay growers are considering sowing short season crops as the usual sowing program has not been completed. There is a firm belief the hay harvest will be substantially lower than usual.
- Reports that Foot and Mouth Disease (FMD) has now been detected in Bali have caused concern. Information about the Australian Vetplan and preparedness is available at <https://animalhealthaustralia.com.au>

- Inputs costs continue to be of concern, with fuel prices failing to stabilise. There have also been large increases in the cost for hay making inputs such as a 25% increase in the cost of bail netting.
- Hay enquires and prices are stable this week. Many farmers in the region are only servicing existing customers. Most hay parcels being sold are of a lower grade though some higher-grade parcels are available for a premium.
- No change to pricing this week
- Cereal hay: +/-0 (\$170 to \$215/t). Prices remain steady this week.
- Lucerne hay: +/-0 (\$390 to \$420/t). Prices remain steady this week
- Straw: +/-0 (\$70 to \$110/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

- Low rainfall totals this week, with averages of around 10mm of rain. The west of the region saw a higher June average. Temperatures are quite low with occasional frosts.
- A week of clear weather across the southwest of the region supported the drying of pastures and have allowed farmers to turn out their dairy cows and livestock to take advantage of the abundance of green feed. Frosts have slowed down some growth, but it is burning off quite early.
- Mixed pasture paddocks for hay and silage of annual and Italian ryegrasses, Persian, balansa and arrowleaf clovers around Bairnsdale are coming along strong, supplying great grazing for Dairy cows.
- Spring grazing canola is looking good around the Giffard area, with sheep on the paddocks. This area is reporting good overall conditions with rainfall sufficient to boost along growth without causing any major waterlogging issues.
- Early calving season continues in the region, but the bulk of births are expected in mid-July.
- Many dairy farmers in the region are waiting for the end of the pricing period to look at stocking levels, future inputs and pasture decisions.
- Whilst the price of fuel continues to be of concern, there has been some easing in the cost of fertiliser.
- Hay and silage enquiries have steadied this week. A reasonable number of farmers are filling up their sheds, as insurance against the next drought or poor hay season.
- No change in prices this week.
- Cereal hay: +/-0 (\$200 to \$250/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 \$145/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 this week over the region, with the coastal areas receiving the bulk of the rain. Inland most of the region received less than 10mm of rain.
- The most immediate concern voiced from this region is regarding the news Foot and Mouth Disease (FMD) has been detected in Bali, with fears of its spread to Australia. Information about the Australian Vetplan and preparedness is available at <https://animalhealthaustralia.com.au>
- Kale fodder crops have bulked up well around the MacArthur region offering good grazing for livestock.
- Early sown canola crops over sown with annual ryegrass are showing good growth with the canola supplying good bulk feed for livestock.
- As with other dairy regions, the farmers are waiting on the last of the offers for the milk price contracts before making decisions around pastures and fodder purchases.
- Input costs continue to be an issue for growers and farmers. The high cost of fuel, prior to the return of excise charges, is of most concern. However, there has been some good news for some in a reduction in the prices quoted for urea.
- Enquiries have increased for good quality non-weather affected hay however, supply is rapidly diminishing. The drier than normal conditions will keep hay moving as beef and dairy farms look to shore up supplies for the rest of winter. Feedlots are in the market for hay as a cheaper feed alternative to grain. Grain contracts are finishing up, leaving feedlots to negotiate for grain at higher world parity prices.
- Slight change to pricing this week.
- Cereal hay: +\$5 (\$180 to \$230/t). Prices increase this week.
- Lucerne hay: +/-0 (\$330 to \$380/t). Prices remain steady this week.
- Straw: +/-0 (\$80 to \$105/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

- Reasonable rainfall has been measured across most parts of the region during the past week. However, the region received below average rainfall for June.
- Across the region more grain has been planted with forward contracts taken out for a high percentage and the expectation it will be more profitable than hay. Grazing cereal varieties have been popular.
- Big shortfall of cereal hay is expected this year, supply availability will become clearer in Spring. Growers with contracts in place will maintain hay production program. However, as sowing has progressed it is clear farmers have planted additional pasture rather than invest in cereal hay due to input costs.

- Hay and fodder sales have remained steady with increased enquiries from sheep producers as they are look for feed to maintain stock levels. Increasing sales in the southern part of the region as growers start to actively trade fodder.
- Supplies of hay are very low across the region, no advertising has been required to support sales. A lot of the remaining hay is already contracted for sale so reports of shortages expected to increase.
- No change to pricing this week
- Cereal hay: +/- 0 (\$200 to \$240/t). Prices remain steady.
- 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

- Conditions have been dry across most of the region for the past week.
- Sowing has been completed across the region. Some late sown crops require rain to support germination. Some concerns about the lack of rain this month particularly in the north of the region.
- Diesel sitting at around \$2.28 per litre for bulk deliveries on farm but prices are expected to stabilise. Fuel levies and increased prices for local deliveries are expected to remain a feature.
- Hay prices will need to rise to provide market signals to support hay production and reflect the increasing costs of inputs, labour and commodity prices for alternative crops.
- Increasing demand for hay as the region dried off. Good quality older hay has been selling well.
- Farmers are providing supplementary feed to support their ability to hold on to stock.
- Pricing remains variable however, stocks of good quality older hay are now in short supply and prices are expected to remain steady or increase as hay has not been a preferred crop this season.
- Demand is increasing as supply shortages become well known.
- Cereal hay: +/-0 (\$170 to \$250/t). Prices rose as supply is short.
- 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 but supply is extremely short.
- 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

- Reasonable rainfall of up to 20mm of rain over the past week has been falling over much of the area. Additional rainfall expected over the coming weekend. There is reasonable confidence in a good season for hay and crop production.

- Colder night-time temperatures now slowing growth. Good pasture growth until the past weeks, good clover coverage in particular. Pasture growth is slow due to colder temperatures so hay and supplementary feeding will be needed.
- Fuel sitting at around \$2.25 per litre for diesel and input prices and ongoing labour shortages remain an issue of concern.
- Red legged earthmites have been requiring some control particularly to support paddocks with good clover coverage.
- Monitoring for mice activity remains a recommendation across many parts of the region. It is recommended where mouse control is required growers spread bait during seeding <https://grdc.com.au/resources-and-publications/resources/mouse-management>.
- Hay enquiries are steadily increasing and reasonable sales are expected.
- Shortage of good quality pasture hay so prices are remaining strong for quality varietal pasture hay. Cheaper prices for older, lower quality/paddock clean up hay as growers try to move it off farm.
- No changes to prices.
- Cereal hay: +/-0 (\$200 to \$250/t). Price remains steady.
- Lucerne hay: +/-0 (\$450 to \$490/t). Small bales selling reasonably well. 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

- Low rainfall totals across the region this week, with clear sunny days, but low temperatures and frosts.
- Ryegrass and plantain pastures around Smithton are coming along well and are being grazed by dairy cows, will be over sown with legumes in spring.
- Mixed pastures of grasses, ryecorn and turnips are growing well, with sufficient rain to boost crops.
- Winter fodder pastures of kale, turnip and radish are doing well in many paddocks around Burnie with a lot of biomass, after a low rain summer this crop is filling winter feed needs for local livestock farmers.
- Due to the lasting wet conditions in the central and western parts of the region some farmers are using aerial spraying for weed control, paddocks are too saturated to safely spray using ground equipment.
- As expected with the winter temperatures and conditions, pasture growth has now slowed, and supplementary feed is being employed by livestock and dairy farmers.
- There is widespread concern in relation to the Varroa destructor mite. <https://www.nsw.gov.au/media-releases/new-biosecurity-zone-set-up-for-varroa-mite>. For additional information about the active response to the varroa mite incursion. <https://www.dpi.nsw.gov.au/emergencies/biosecurity/current-situation/varroa-mite-emergency-response/varroa-frequently-asked-questions>

- Interest in hay has increased a little this week; this year's hay is in extremely short supply as any left is already contracted. Much of what is moving is older stock. This is being sourced by livestock, dairy and equine buyers with a focus on testing to ensure high quality and a preference for shed stored hay.
- Slight change to pricing this week.
- Cereal hay: +\$3 (\$250 to \$270/t) Prices increase 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: +\$3 (\$200 to \$240/t) Prices increase 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.