



Australian Fodder Industry Association



22 July 2022

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

- With continuing heavy rainfall and cold temperatures across many regions, 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, hay and silage will be in high demand. Stocks of hay in many areas which had been providing donations into flood affected areas are now low. Growers concerned about rising input costs will continue to reduce the amount of hay they feel they can donate.
- The bureau of meteorology has reported reasonable rainfalls across the east coast while medium to heavy falls in areas of south west Western Australian and western Tasmania.
- There has been a significant drop in temperatures reducing the rate of pasture and grazing crop growth. This is supporting an increase in the demand for hay.
- 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. Grain and fodder producers will not prioritise fertiliser application for pasture hay. This may reduce quantities of pasture hay produced 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 are now very low.

Driving Prices Down

- Continued confidence that pasture growth will support stock without need for supplementary feed has kept demand for hay and fodder in some areas 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 prices remain low because of a misconception about availability of good quality hay. The slow build-up of enquiries, and the impact international grain prices had on crop choices may be leading to misconception about future available stocks.

Local News

- The Bureau of Meteorology have indicated climate model outlooks indicate a negative IOD event is still highly 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 as concerns by many farmers contacted for the hay report.
- There is concern the high price of inputs, lack of availability of farm labour and likelihood of continuing higher than average rainfall in some regions is not being factored into fodder prices.
- Buyers are encouraged to feed test and view fodder before purchase to be sure of the quality of feed.

Regional Commentary

Atherton Tablelands

- Frosts have impacted some pasture paddocks. Very little rain over the past week, the sky is now clear, but the temperatures remain lower than average.
- Foot and Mouth disease is causing considerable concern across the region. Information about the Australian Vetplan and preparedness is available at <https://animalhealthaustralia.com.au>.
- Sugar cane hasn't been too badly impacted by frosts, 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.
- Fuel prices sitting at \$2.33/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. The cost of blended fertilisers remains high due to the restricted supply from Ukraine.
- 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 to maintain interest in producing hay and fodder. Demand expected to increase in coming months.
- Pasture (Rhodes Grass) hay: +/- (\$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 to no rainfall across the region this week with some sunny days giving the growers a boost. The days have been unseasonably cold with frosts reported across large parts of the region
- Growers in the western downs are taking advantage of the drier days to apply post emergence herbicide, though the conditions are still quite wet in many parts of the region.
- Some growers are reporting they did not successfully get a crop in the ground this season. Other reports cropping schedules have only been completed to between 50 – 75% of the program with the inaccessible land left fallow. A few completed their cropping plans, but there are still concerns around yield and damage from waterlogging and late sowing.
- The threat of an outbreak of Foot and Mouth Disease (FMD) is causing considerable concern, with strong indications farmers would like to see a firmer response. Information about the Australian Vetplan and preparedness is available at <https://animalhealthaustralia.com.au>
- With the sunnier weather the last of the cotton crop is coming off, and the pressure on contractors seems to have eased.
- There have been reports of Lucerne moth causing crop losses in the areas around the Lockyer Valley, which is leading to expectations of a shortfall.
- Pasture crops in pockets around Dulacca are green with plenty of biomass.
- Fertiliser prices remain of concern after reports that a number of shipments have been delayed. Roads which were already in poor conditions are degrading even further due to additional weather damage and damage from traffic on them when they are unstable.

- A lift in enquiries this week, with some growing interest in straw, good interest in oaten, barley and lucerne hay as well as silage as a lot of farmers are still stocking up for the winter. Interest in vetch hay as well as cereal and clover hay continues to improve. Feedlots are still driving demand looking for quality to supplement the higher priced grain.
- Slight change to pricing this week.
- Cereal hay: +/-0 (\$255 to \$280/t). Prices remain steady this week
- Lucerne hay: +/-0 (\$380 to \$420/t). Prices remain steady this week.
- Straw: +\$5 (\$70 to \$100/t). Prices increase 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. Road damage, lack of housing and an inability for many to access the required level of assistance is causing considerable concern across 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.
- 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

- Little to no rain across most of the region this week, with cold frosty mornings and consistently low temperatures. The potential of crop damage from frosts is of concern.
- Canola crops around Lake Cargelligo are coming along a little ahead of schedule with plenty of bulk and look to be set up well for the rest of the season.
- Reports of stripe rust in early planted wheat in the Yenda region as well as isolated cases further north.
- Mixed pastures of phalaris, fescue, clover and ryegrasses are bulking up well around Canowindra, and are being grazed to open up for legume growth.
- Reports a number of late sown, or re-sown crops in the Alectown and Parkes region have failed to germinate due to waterlogging and on-going unfavourable weather conditions.
- There are sporadic reports of red legged earth mites detected in wheat and pasture crops around Lake Cowal.
- Some livestock farmers are concerned with the on-going colder than normal conditions with reports stock are struggling to maintain and put on weight.
- The Foot and Mouth Disease outbreak in Bali is causing considerable concern throughout the region. Information about the Australian Vetplan and preparedness is available at <https://animalhealthaustralia.com.au>
- Demand is steady at present but there are some signs of interest returning to the fodder market as the weather gets colder and buyers start looking for supplies to see them through winter. There has been an increase in interest in straw moving into cattle feedlots.
- Slight change to pricing this week.
- Cereal hay: +0/-0 (\$175 to \$240/t). Prices remain steady this week
- Lucerne hay: +0/-0 (\$305 to \$355/t). Prices remain steady this week
- Straw: +\$5 (\$65 to \$90/t). Prices increase this week
- Pasture hay: +\$3 (\$165 to \$235/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.

Bega Valley

- Little to no rainfall across the region this week with falls of less than 5mm of rain across most of the area. In isolated pockets in the northern parts of the region there have been falls of up to 50mm of rain. Frosts and low temperatures are being widely reported.
- There have been some reports of Septoria blotch on forage crops in the region with fungicide being applied where required.
- There is still some concern regarding low supplies of seed grain, however this has eased off somewhat as most crops are already sown or the decision has been made to skip the season.
- 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. Feedback suggests most farmers still have strong supplies of home-grown feed.

- The reported spread of the Varroa destructor mite beyond the Newcastle sentinel area is causing a fair level of concern.
- Hay enquiries have steadied. Feedlot interest continues to be strong as they secure supply of winter feedstock, with some growing interest in straw. Much of the highest quality fodder is either sold or contracted so open sales are now at the lower quality end of the market.
- Slight change to pricing this week.
- Cereal hay: +\$5 (\$265 to \$320/t). Prices increase this week.
- Lucerne hay: +/-0 (\$480 to \$520/t). Prices remain steady this week.
- Straw: +\$8 (\$200 to \$225/t). Prices increase this week.
- Pasture hay: +/-0 (\$330 to \$360/t). Prices remain steady this week.
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Goulburn/Murray Valley

- Low rainfall across the region this week with the west seeing the highest falls of 15mm of rain. While most days have been clear and sunny, there have been frosts most mornings and low temperatures.
- Subclover pasture crops around Invergordon are coming along well with plenty of moisture to keep growth strong. If the weather remains favourable it is expected these crops will be cut for silage in the next few weeks.
- Some later season barley and oats crops for hay are being seeded around Nagambie, while in the Shepparton area wheat is being sown into irrigated paddocks.
- Silage chopping is commencing around Shepparton, with limited time on the ground due to sugar content and moisture. This is an early start to the season with good growth in some parts of the region, but there is still a fair way to go. Most believe the season will be in full swing next month.
- Isolated reports of stripe rust in early planted winter wheat varieties in the west of the region.
- The Victorian Government is limiting the transport of bees into the north west for the almond pollination. There are concerns there will not be sufficient hive numbers to complete the pollination and availability of pollination services for other crops will also be restricted.
- Reports of Foot and Mouth Disease (FMD) in Bali, is causing considerable concern with calls for stronger more decisive action. Information about the Australian Vetplan and preparedness is available at <https://animalhealthaustralia.com.au>
- Hay enquires are increasing which is pushing prices slightly higher as scarcity is showing, many farmers in the region are only servicing existing customers. A lot of the hay now sold on the open market is of lower grade though some higher-grade parcels are available for a premium. There has been an uptick in the enquiries for straw, mostly from feedlots.
- Slight change to pricing this week
- Cereal hay: +\$5 (\$170 to \$225/t). Prices increase this week.
- Lucerne hay: +\$10 (\$390 to \$420/t). Prices increase this week
- Straw: +\$5 (\$70 to \$120/t). Prices increase this week.

- Pasture hay: +\$8 (\$215 to \$260/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.

Gippsland

- Low rainfall totals this week, with averages of around 10mm of rain though the west of the region saw higher average, however temperatures are quite low with occasional morning frosts.
- Pastures in the south west of the region are looking very green with ample moisture and recent sunny days allowing drying of some previously waterlogged paddocks. Frosts have slowed down some growth but livestock are being supported with supplementary feed.
- Spring grazing canola looking good around the Sale area, with sheep on the paddocks. This area is reporting good overall conditions with rainfall sufficient to boost along growth and the paddocks dry enough underfoot.
- Calving season is well and truly underway throughout Gippsland.
- With the large number of dairy herds in the region the fear that FMD could make it to Australia is on the minds of a lot of the farmers, and while there is some relief the federal Government has implemented measures, there is a call for more stringent controls. Information about the Australian Vetplan and preparedness is available at <https://animalhealthaustralia.com.au>
- Fertiliser prices are once again of concern after reports that a number of shipments have been delayed and most stock on shore has already been contracted.
- Movement of pre-contacted hay is ongoing and increasing as winter hits. Many are still looking to fill sheds and quite a number of end users such as dairies are picking up slightly more loads than they need for a buffer against the slowing pasture growth. Straw is mainly going into feedlots as it was pre-contracted or it's being sold for bedding.
- Slight 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: +\$5 (\$80 to \$110/t). Prices increase this week.
- Pasture hay: +\$3 (\$90 to \$150/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.

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 area received less than 10mm of rain. As with the rest of the state there are reported frosts across most of area.
- The most immediate concern voiced from this region continues to be the risk of the spread of Foot and Mouth Disease (FMD) to Australia. Many dairy and sheep farmers are watching the

response of the Federal government very closely. Information about the Australian Vetplan and preparedness is available at <https://animalhealthaustralia.com.au>

- Despite cold conditions there is a good green pick for most livestock. Lambing season is well underway in the area and lamb marking will commence in the next few weeks.
- Pasture paddocks of ryegrass and clover are green with plenty of feed for livestock around Warrnambool, though there are some reports of barley grass infestations.
- After a slow start to the season pasture fields around Heywood are showing some decent growth with autumn sown shogun ryegrass looking strong coming up to second grazing.
- Sowing continues in the north of the region with safflower and other oilseed crops being planted.
- There is some concern about parts of the region beginning to dry out, especially in the north and the border, but a decent fall in the right areas will ease those concerns.
- Input costs remain an issue, fuel has stabilised but there are concerns regarding the availability of fertiliser in the short to medium term with the news a number of shipments have been delayed.
- Enquiries have increased for good quality non-weather affected hay, which is in short supply. The drier than normal conditions are keeping hay moving as beef and dairy farms look to secure supplies for the winter. Feedlots are looking at hay as well as straw to bolster their stock.
- Slight change to pricing this week.
- Cereal hay: +/-0 (\$180 to \$230/t). Prices remain steady this week.
- Lucerne hay: +/-0 (\$330 to \$380/t). Prices remain steady this week.
- Straw: +\$3 (\$80 to \$110/t). Prices increase this week.
- Pasture hay: +/-0 (\$150 to \$180/t). Prices remain steady this week.
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Southeast South Australia

- Light rains have been measured across most parts of the region during the past week. While some areas are looking good, others are a little dry but growers are not concerned yet.
- Across the region more grain crops have 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. Forecast is for reduced hay production.
- 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, 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.
- Prices increase slightly this week due to supply shortages.

- Cereal hay: +\$5 (\$220 to \$270/t). Prices increase slightly this week.
- Lucerne hay: +/-0 (\$340 to \$370/t). Prices remain steady.
- Straw: +\$10 (\$110 to \$130/t). Prices increase.
- Pasture hay: +/-0 (\$200 to \$230/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

- Good weather for crop growth this week following some rains over the weekend of up to 16mm of rain in most parts of the region.
- There is a level of concern about the number of biosecurity incidences currently threatening Australian agriculture.
- Diesel sitting at around \$2.28 per litre for bulk deliveries on farm but prices are expected to stabilise and potentially go down as demand drops off due to completion of sowing. Fuel levies and increased prices for local deliveries are expected to remain a feature.
- Hay prices will need to rise to provide clearer market signals to support hay production and reflect the increasing costs of inputs, labour and commodity prices for alternative crops.
- Continued increasing demand for hay as the colder weather hits and livestock are supported. Good quality older hay has been selling well.
- Farmers are generally providing supplementary feed to support their ability to hold on to stock in the hopes of good prices remaining in Spring.
- 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: +\$15 (\$190 to \$260/t). Prices rose as supply is short.
- Lucerne hay: +\$10 (\$400 to \$430/t). Prices remain steady this week for high protein hay.
- Straw: +/-0 (\$110 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 25mm of rain over the past week has been falling the south west of Western Australia. 12-13mm of rain during the week for most other cropping regions with additional rain expected, consistent rainfall is supporting crop growth. There is reasonable confidence in a good hay and crop season.
- Colder night-time temperatures have slowed pasture and crop growth with some frosty mornings. Hay and supplementary feeding has been increasing.
- Fuel sitting at around \$2.25 per litre for diesel and input prices and ongoing labour shortages remain an issue of concern.

- Red legged earth-mites have required control in paddocks with good clover coverage. Earlier than expected warm dry weather around Geraldton has increased some pest numbers.
- Monitoring for mice activity remains a recommendation across many parts of the region. <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 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

- Moderate rainfall totals across the region this week, with 25mm of rain close to the western coast and up to 50mm of rain further inland, combined with low temperatures and frosts.
- As expected with the winter temperatures and conditions, pasture growth has now slowed, and supplementary feed is being distributed to livestock and dairy herds.
- Forage turnip under sown with Italian ryegrass is giving plenty of winter feed for dry dairy cows in the Sheffield region.
- Winter fodder pastures of hybrid kale, plantain, Italian ryegrass and oats are providing good green feed for livestock around Oldina.
- As some regions dry out growers are back on the paddocks sowing late fodder oats and rye.
- Cereal crops have germinated, most are looking good with some lighter sections where it has been too wet, or water has lain on the paddocks leading to waterlogging and seed splitting.
- Interest in hay has steadied this week; finding any of the previous season's hay is now almost impossible as any that is left is already contracted so much of what is moving is older stock. This is being sourced by livestock, dairy and equine buyers as long as the quality is good, though lower quality is also moving as supply tightens.
- No change to pricing this week.
- Cereal hay: +/-0 (\$250 to \$270/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 (\$200 to \$240/t) Prices remain steady this week
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