



Australian Fodder Industry Association



05 August 2022

HAY REPORT

TABLE OF CONTENTS

NATIONAL SUMMARY	
Driving Prices Up	3
Driving Prices Down	3
Local News	3
Regional Commentary	
Atherton Tablelands	4
Darling Downs	4
North Coast NSW	5
Central West NSW	5
Bega Valley	6
Goulburn/Murray Valley	6
Gippsland	7
Southwest Victoria	7
Southeast South Australia	8
Central South Australia	9
Southwest Western Australia	9
Northwest Tasmania	10



The Hay Report is produced for Dairy Australia by the Australian Fodder Industry Association (AFIA) – the national independent voice for the Australian fodder industry which connects the entire supply chain from seed to feed.
For further information: www.afia.org.au

Disclaimer: The opinions expressed within are those of the authors and do not necessarily reflect Australian Fodder Industry Association Ltd opinion or policy. To the extent permitted by law, Australian Fodder Industry Association Ltd excludes all liability for loss or damage arising from the use of, or reliance on, the information contained in this publication. It is the readers responsibility to confirm accuracy, reliability, suitability, currency and completeness for private use.

NATIONAL SUMMARY

Driving Prices Up

- With continuing heavy rainfall and cold temperatures across many regions, good quality hay will continue to be required to support stock.
- 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 can donate as they manage the increasing cost of hay production.
- 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 and silage.
- Input costs continue to impact cropping decisions. Many 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.
- Opportunistic hay production has not been seen as a price competitive cropping option, therefore a smaller number of hectares has been sown this season. Those who are concerned about the potential of reduced supply are looking to lock in Spring hay supply.
- 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 in most regions.
- In a number of regions hay and fodder producers have little hay now available for open market sale or sale to new customers, most has been contracted for sale to long-term buyers.

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 from past seasons, particularly hay stacked outside, have been actively trading.
- There are concerns prices remain low because of a misconception about the wide availability of good quality hay. The slow build-up of enquiries, and a lack of awareness regarding the impact international grain prices have had on crop choices may be leading to misconception about future available stocks.

Local News

- The Bureau of Meteorology have indicated have confirmed a continuation of the negative Indian Ocean Dipole (IOD) event is 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. While it will support pasture and crop growth it may also hinder haymaking.
- The bureau of meteorology has reported reasonable rainfalls along the south coast of Western Australia while medium falls across much of central south eastern Australian.
- Flooding eased for both southern Queensland and Northern NSW.
- The range of biosecurity incidents which may impact Australian agriculture are causing concern. Reports of Foot and Mouth Disease in Bali, the incursion of varroa destructor mite and Russian Wheat Aphid 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

- Drizzly rain has continued over the past week again, no consistency of weather to support hay production. Night time temperatures remain low.
- Some paddocks being cut for mulch.
- 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>.
- Machinery repair costs, long delays to access replacement parts and high input prices will deter many producers from opportunistic hay production this season.
- Fuel prices sitting at \$2.23/litre but expected to rise again when the excise is returned. Urea prices have remained high despite expected decreases, currently around \$1,300 per tonne, blended fertilisers \$1,500 with price increases still expected.
- Increased hay demand across the region but no sign of prices increasing.
- 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: +/-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

- Light to moderate rainfall across the region this week, with some areas receiving only 5mm of rain while others received 20mm of rain.
- Conditions are still quite wet in many parts of the region, concerns being raised about the impact of ongoing rain on paddock condition. Some of the urea applied at \$1,600 per tonne has been washed away rather than washed in, an added complication and disappointment for farmers.
- Sorghum crops sown into washed out cotton fields are being harvested around Toowoomba.
- Cutting of hay continues to be postponed due to high moisture levels, ongoing and predicted rainfall events.
- Cereal crops around Goondiwindi are looking very good with plenty of growth, will need additional nitrogen input before the next rains. The region is on track for a good yield if the favourable weather continues.
- 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 Government response. Information about the Australian Vetplan and preparedness is available at <https://animalhealthaustralia.com.au>
- Reports of outbreaks of annual ryegrass in cotton and cereal crops around Norwin. Control programs are now in place.
- Wide range of fuel prices being posted across the region (\$1.30 – \$2.30).

- Enquiries have steadied this week with stable interest in straw, good interest in oaten, barley and lucerne hay as well as silage. A lot of farmers are still stocking up for the winter. There is increased interest in vetch hay as well as cereal and clover hay. Feedlots are still driving demand looking for quality to supplement the higher priced grain.
- No 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: +/-0 (\$70 to \$135/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 recent drier weather conditions are supporting paddocks to recover. There is still a real need for ongoing donations of high quality more local fodder into the area and ongoing support to local farming families.
- Some limited late plantings of winter cereal will provide some local grain supplies. Many have not been able to plant winter crops.
- Across the region there is considerable road damage and a lack of housing. The inability for many to access consistent or ongoing assistance to recover is causing considerable concern.
- There is little if any trade in locally produced fodder as those able to produce/harvest hay look to restock their own supplies. Supplies are very low across the region.
- All the hay being traded in the region continues to have been brought in. Freight costs are adding to the large increase in prices to bring hay into the region, particularly for hay from Southern NSW and Victoria.
- Prices are expected to increase across the region due to a lack of supply. Straw is scarce.
- Cereal hay: +\$75 (\$260 to \$350/t). Prices have increased.
- Lucerne hay: +\$70 (\$400 to \$550/t). Prices have increased.
- Straw: +\$10 (\$100 to \$220/t). Price has increased for high quality straw due to shortages.
- Pasture hay: +\$35 (\$200 to \$280/t). Prices increased depending on quality.
- 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

- Some areas are beginning to dry out with low rainfall during the past week. However, heavy falls are forecast for the end of the week in some parts of the region. Irrigated crops are not given additional water at this point as farmers are hoping to be able to rely on soil moisture.
- Canola crops around Griffith are coming along very well with early flower emergence. However, the region is drying out quite fast and irrigation is now being used to supplement soil moisture.
- There is evidence of Russian Wheat Aphid in crops around the Lake Cargelligo region, frost appears to have little ability to slow them down, so insecticide is being applied.

- Wheat crops are looking lush in the east of the region with good but not overwhelming rainfall to support growth. Some ryegrass invasion into crops but it can be managed at the minute.
- Mixed pastures of phalaris, fescue, clover and ryegrasses are bulking up well and being grazed to open up the canopy to support additional legume growth.
- The Foot and Mouth Disease outbreak in Bali is causing considerable concern with many farmers worried the measures taken are not sufficient to prevent incursion of the disease. However, some livestock producers are more concerned about the possibility of lumpy skin disease entering the country. Information about the Australian Vetplan and preparedness is available <https://animalhealthaustralia.com.au>
- The unseasonable cold conditions in the region continue to cause concern for stock weight gain, leading to an increased demand for high protein feed to counter the slower growth.
- Demand is steady however, there is increased movement of old stock hay as livestock farmers look to support herds with additional dry matter. Hay shortage in the region is only expected to continue as there will be low hay production across the region this as farmers switched to grain crops. Straw production will be low unless contracted for a fairer price.
- No change to pricing.
- 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 \$90/t). Prices remain steady this week.
- Pasture hay: +/-0 (\$165 to \$235/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

- Low rainfall totals this week. Up to 15mm of rain in parts of the region and no rainfall in others.
- Pasture and crop growth needs additional warmth as it is very slow under the current conditions.
- Pastures of late sown brassica are taking advantage of the wet conditions in parts of the region to produce very good biomass for winter feed. Lower rainfall has allowed soil structure to stabilise and livestock producers are able to safely graze the paddocks.
- Winter temperatures and a high number of frosts have stalled grass growth, so supplemental feeding continues. Livestock and dairy farmers are on the lookout for good quality high protein fodder, whilst feeding out of remaining on farm stocks.
- Some growers are raising concerns in relation to media inaccuracies when reporting agricultural issues, such as the use of glyphosate. Of particular concern is the misrepresentation of conventional farming methods and the lack of understanding
- Hay enquiries have steadied and there is little hay moving at the minute. Feedlot interest continues to be strong as they secure supply of winter feedstock, with some 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.
- No change to pricing.
- Cereal hay: +/-0 (\$265 to \$320/t). Prices remain steady this week.
- Lucerne hay: +/-0 (\$480 to \$520/t). Prices remain steady this week.

- Straw: +/-0 (\$200 to \$225/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

- It continues to be dry across the region, with falls of less than 15mm of rain. Rain is forecast for the end of the week, but in short bursts rather than the needed sustained falls.
- After a good start to the season, the lack of follow up rain is causing concern across the region.
- Cold weather has slowed subclover growth. Silage chopping may be delayed until mid to late August in some parts of the region due to slow growth and the need graze paddocks.
- In the north of the region there are some concerns about the lack of pasture options for sheep growers due to the cold weather slowing grass growth.
- Winter barley sown in mid-April is looking good in the north west of the region. Vetch is also showing some good winter growth in the area.
- The Victorian Government is limiting the transport of bees into the North West for pollination of almonds. There are concerns there will not be sufficient hive numbers to complete the task and the availability of pollination services for other crops will also be restricted.
- Reports of Foot and Mouth Disease (FMD) in Bali, are 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 and scarcity is becoming evident. Many of the region's hay and fodder producers are only servicing existing customers.
- There have been increased enquiries for straw, but supply is quite low. The return on investment for straw is high due to cost of production, equipment, and transport. This season it may only be produced on contract.
- No change to pricing this week
- Cereal hay: +/-0 (\$170 to \$225/t). Prices remain steady.
- Lucerne hay: +/-0 (\$390 to \$420/t). Prices remain steady.
- Straw: +/-0 (\$70 to \$120/t). Prices remain steady.
- Pasture hay: +/-0 (\$215 to \$260/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.

Gippsland

- Low rainfall across the area this week, with some parts of the region receiving no rain at all. Frosts continue most mornings.
- Lucerne being cut around Bairnsdale which will set up some great fresh growth for a mid-September cut as long as the weather stays favourable.
- Canola crops around Lucknow are showing good early flowering and healthy biomass.

- Pasture growth has slowed due to the ongoing winter conditions; livestock are being supported with supplementary feed.
- Calving season continues, with reports of 50% of most births having been completed by the end of July. The ongoing cold weather is requiring careful monitoring of the herds.
- With the large number of dairy herds in the region there is considerable fear FMD could make it to Australia, there are calls 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. Most stock on shore has already been contracted. Fuel prices are being reported as varying widely across the region, but none of the prices are coming down.
- Movement of pre-contacted hay is ongoing and increasing. Lucerne hay and silage in high demand especially in the west of the region. Straw is mainly going into feedlots as it was pre-contacted, or it's being sold for bedding.
- 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 \$110/t). Prices remain steady this week.
- Pasture hay: +\$15 (\$90 to \$180/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

- Another week of moderate falls across the region with falls of up to 40mm of rain along the coast and border region. Cold temperatures across the region, as expected for this time of year, with plenty of early morning frosts.
- Pastures paddocks of annual ryegrass as well as fescue are looking good, though the cold conditions have slowed growth, as expected.
- The most immediate concern voiced from this region continues to be the risk from Foot and Mouth Disease (FMD). 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 some good grass growth around the Heywood area, which is being grazed by dairy cows.
- Input costs remain an issue, fuel is sitting around \$2.25 per litre. There are concerns regarding the availability of fertiliser in the short to medium term due to reported delay of shipments.
- With the release of the grain stockpile out of Ukraine, some pressure on the price of feed grain has eased. The decrease in quoted grain prices is based more on the probable addition to the global stock rather than an actual increase in available grain this early in the season.
- Enquiries are steady with reasonable sized loads on the move. Feedlots are looking at hay as well as straw to bolster their stock.
- No 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: +/-0 (\$80 to \$110/t). Prices remain steady this week.
- Pasture hay: +/-0 (\$150 to \$190/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

- Sporadic rain across parts of the region. Some good falls in areas with heavy ground, forecast for a good Spring is supporting confidence of a reasonable season.
- 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 across the region, 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 increased, and some hay producers are now sold out. New customers should expect to have to pay for additional freight to access hay.
- Supplies of good quality hay almost non-existent across the region. Most remaining hay is already contracted for sale so very little hay available on the open market.
- Prices remain steady despite supply shortages due to limited sales on open market.
- Cereal hay: +/-0 (\$220 to \$270/t). Prices remain steady as limited sales occurring.
- Lucerne hay: +/-0 (\$340 to \$370/t). Prices remain steady.
- Straw: +/-0 (\$110 to \$130/t). Prices remain steady.
- Pasture hay: +/-0 (\$200 to \$230/t). Prices remain steady due to limited sales.
- 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

- Reasonable weather for crop growth, scattered showers across the region 18mm – 20mm of rain fell in some parts over the past fortnight. A little dry in parts, no serious concerns as yet in the southern parts of the region however some northern parts are becoming quite dry.
- Overall, the season is maintaining its potential however the grain and fodder farmers are looking for good late Winter and early Spring rains.
- Diesel sitting at around \$2.10 per litre for bulk deliveries on farm. 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.
- Very little hay available for sale with most hay being sold on contact.

- Farmers are generally providing supplementary feed to support their ability to hold on to stock in the hopes of good prices remaining in the Spring.
- Pricing remains steady. Stocks of any hay are now in short supply and prices are expected to remain steady due to lack of actual sales on the open market. Prices are expected to increase as hay has not been a preferred crop this season.
- No change to pricing this week as supply shortages have reduced open trade.
- Cereal hay: +/-0 (\$190 to \$260/t). Prices remain steady this week
- Lucerne hay: +/-0 (\$400 to \$430/t). Prices remain steady this week.
- Straw: +/-0 (\$130 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

- Further general rainfall across most of the state. Falls of 10mm of rain in the Lake Grace area up to 40mm of rain in the northern wheat belt. Falls of up to 50mm of rain throughout the central wheat belt.
- Some areas are almost too wet, so crop yields will be good but quality may be lower due to weather conditions and rainfall supporting growth beyond the nutrient supply of the soils. High fertiliser costs will also impact overall quality of the grain as farmers work to a budget.
- Colder night-time temperatures have slowed pasture and crop growth with some frosty mornings. Hay and supplementary feeding have been increasing in areas with livestock.
- Fuel sitting at around \$2.20 per litre for diesel. Input prices and ongoing labour shortages remain an issue of concern.
- Monitoring for mice activity remains a recommendation although numbers are down due to the wet and cold weather. <https://qrdc.com.au/resources-and-publications/resources/mouse-management>.
- Most hay currently on farm has already been sold. Sales have slowed due to lack of supply. The export market is expected to be strong this season. Some concern that the predicted wet Spring will mean hay has to be cut and baled in short windows between rainfall events.
- 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: +\$20 (\$210 to \$300/t). Price for top grade hay is increasing.
- Lucerne hay: +\$20 (\$350 to \$490/t). Small bales selling reasonably well. Price remains steady.
- Straw: +\$5 (\$100 to \$130/t). Price increasing in areas with low supply.
- Pasture hay: +\$10 (\$160 to \$200/t). Price increasing 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

- Heavy rainfall across parts of the Northwest this week with falls of up to 60mm of rain around Edith Creek, less rainfall closer to the coast, however additional rainfall is predicted for the latter part of the week.
- Pasture paddocks of red clover, grazing lucerne and cocksfoot are looking healthy and being grazed by cattle around Burnie.
- Recent days have been longer and the growth is starting to pick up, rainfall will now be the limiting factor. Supplementary feed is being distributed to support livestock and dairy herds.
- Ryegrass and forage plaintain are looking good after capeweed was eliminated, the crops will be over sown with clover and chicory in the early Spring.
- Concern regarding reports the Varroa mite has been detected within 10km of the queen bee breeding program at Tocal Agricultural College in the NSW Hunter region. There are fears amongst the growers there will not be sufficient queens available for hives during the pollination season.
- Interest in hay has steadied this week as livestock producers balance short and long-term needs while waiting for stronger indication of rainfall and pasture growth potential.
- Supplies are very short, new customers will find it difficult to source any hay. Most of the available hay is coming up from the south, where there is still some for open sale, although those supplies are also becoming scarce.
- 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
- 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.