



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 in growing demand as supplies have tightened and pasture growth is yet to receive the warmth required to boost growth.
- Growers who had been donating into the flood and disaster impacted areas have significantly reduced the amount of hay they donate due to rising input costs and the need to make a return.
- Input costs continue to impact cropping decisions. This has reduced the quantities of pasture hay produced during late winter and will continue to impact supplies in early Spring.
- Opportunistic hay production has not been seen as a price competitive cropping option. Supply of Spring hay in many areas will be therefore lower than expected.
- Fodder users who are concerned about the potential of reduced supply are looking to lock in Spring supply contracts. In a number of regions hay/fodder producers have little hay on the open market for sale to new customers, most has been contracted for sale to long-term buyers.
- Slow but steady increase in enquires to source feed and increase on hand supplies of high-quality hay. Supplies of high-quality cereal hay are now very low in most regions.

Driving Prices Down

- Confidence in Spring pasture growth continues due to predictions for a wet Spring. Some expect stock will not need supplementary feed, this has kept demand for hay and fodder steady.
- Growers with lower grade hay from past seasons, particularly hay stacked outside, were actively trading to clear the way for their new seasons hay.
- The slow build-up of enquiries in addition to the lack of open market sales may be suppressing market transparency. This is leading to a false sense of security about future available stocks and prices for new seasons hay.

Local News

- Prices are remaining steady in most regions due to lack of open trade. Most hay, being currently sold, was contracted for purchase earlier in the year, so prices do not reflect current costs of production nor the predicted reduction in hay production this Spring.
- The Bureau of Meteorology (BOM) 3-month climate outlook is for above average rainfall for the eastern two-thirds of Australia. With wet soils, high rivers and full dams, and the spring outlook for above average rainfall, elevated flood risk remains for eastern Australia.
- The Bureau's ENSO Outlook continues at La Niña ALERT, indicating at least a 70% chance of La Niña reforming later this year. This is around triple the normal likelihood. La Niña events increase the chances of above-average rainfall for northern and eastern Australia during Spring and Summer.
- The range of biosecurity incidents which may impact Australian agriculture are causing significant concern. Reports of Foot and Mouth Disease in Bali, the incursion of varroa destructor mite and other pest incursions such as slugs are being raised as concerns by many farmers contacted for the hay report. Biosecurity management and control costs are rising.
- 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

- Small amounts of rain over the past week. Ongoing drizzly conditions continue to impact hay production and potentially degrade quality expectations.
- Some hay shortages are expected to become apparent later in the season as growers have sown other crops rather than invest in hay production due to rising input and machinery costs.
- Machinery repair costs, long delays to access replacement parts and high input prices will continue to deter many producers from opportunistic hay production this season.
- Fuel prices continue to sit between \$1.85 and \$2.07 per litre. Some suppliers are already indicating a price rise in the next few weeks prior to the return of the 22 cent excise.
- Urea prices have remained high currently between \$1,300 and \$1,500 per tonne.
- 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

- Widespread rainfall across the region with falls of between 30 – 50mm of rain however almost all of that rain fell during the weekend, with the remaining days dry and clear.
- Rainfall across the region is not good news for growers in areas already impacted by considerable winter rain. Paddocks are once again being submerged as full profiles lead to pooling and crops facing more water stress.
- To the west of the region around Dulacca wheat crops are coming along well with drier warmer conditions boosting growth.
- Powdery mildew is being found in barley crops around Goondiwindi with the ongoing rainfall and moist environment creating perfect growth conditions for the fungal disease.
- Reports of feral pigs around Dalby have increased in recent weeks as the ongoing wet conditions have them moving further afield to source food.
- Enquiries continue to be high with ongoing interest in all varieties of hay. Demand is well outstripping supply and shipments are coming in from Victoria and South Australia but the quality is not high. Feedlots are still driving demand. Cattle feedlots are also looking for small quantities of straw which remains in reasonable supply.
- 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 (\$75 to \$135/t). Prices remain steady this week.
- Pasture hay: +/-0 (\$220 to \$250/t) Prices remain steady this week.

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quality of feed. We recommend feed testing and viewing of fodder before purchase to be sure of the quality of feed.

North Coast NSW

- Heavy rains once again hit the region this week, though most fell directly along the coastal lands, with parts of the region further inland receiving lower totals. Casino recorded around 20mms of rain for the week while Balina recorded over 100mm of rain.
- The rains have once again inundated crops with growers unable to access paddocks to assess the damage. Many have used drones to overfly the areas and report standing water covering some crops and very yellow, water damaged crops in other paddocks.
- Barley crops in the west of the region are coming along well even with the wet start they experienced, however growers are now on the lookout for net blotch given the on-going wet conditions.
- Late maturity wheat crops in the south west of the region are showing promising growth, especially in the conditions, but will need another application of urea to boost yield.
- The rains have once again postponed many spring planting schedules. There is a need for prolonged dry and warmer conditions to support proper assessments and seasonal planning.
- The rains have boosted pasture growth in the farming areas around Lismore and Clunes with dairy farms in the area taking advantage of the burst of green feed.
- Supplies are very low and there is little if any trade locally with most fodder being sourced interstate. Quality is very much at the whim of the seller and donations are still being accepted at whatever quality can be obtained. Some reports of purchases being made on a first load basis with subsequent loads at much lower quality.
- No change to prices this week
- Cereal hay: +/-0 (\$260 to \$350/t). Prices steady but increased average price expected.
- Lucerne hay: +/-0 (\$400 to \$550/t). Prices steady but increased average expected.
- Straw: +/-0 (\$110 to \$220/t). Prices steady but increased average expected.
- Pasture hay: +/-0 (\$200 to \$280/t). Prices steady but increased average expected.

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

- Most of the region received little to no rain this week with falls of less than 10mm of rain across the majority of the area. However, temperatures are still trending below average for this time of the year.
- Even with drier conditions large parts of the region continue to be too wet to enable easy access with spraying put on hold until conditions are drier. Where possible growers are continuing management activities, in the hopes of milder conditions. Some growers are using aerial spraying as an alternative but there is a shortage of pilots/equipment.
- Stripe rust is still being widely reported in later sown crops and it appears there are three main strains circulating across eastern Australia in different varieties at different times due to long distance wind dispersal of the spores. This makes effective mitigation processes difficult
- Wheat and Barley crops around Naradhan have plenty of potential, the rains and temperatures have been milder in the area, with enough rain to push the crops along without causing

accessibility issues. Further north around Collie the Canola crops are coming along very well after urea application a fortnight ago.

- There are increasing reports of bogged vehicles across the region, for recovery please see the safety tips from NSW Farm Safety
https://mcusercontent.com/10db327656750d342ecfcdab6/files/807cfd81-0865-e6c0-3cd5-97814470a600/VEHICLE_RECOVERY.01.pdf
- Enquires have steadied though the demand remains, quite a number of growers have been on their paddocks this week. Scarcity is well understood now and a lot of enquiries are for the next season. Deliveries are still arriving from interstate to supplement pasture and remaining on farm stores. Silage first cuts are taking place in the Hunter which while outside the region will see some supply relief in the next few weeks.
- No change to pricing
- Cereal hay: +/-0 (\$180 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 (\$170 to \$235/t). Prices remain steady this week.

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Bega Valley

- Little to no rain across the region this week with falls of less than 5mm of rain on average; warmer temperatures are also being recorded though the temperatures are still below the average normally seen this time of year.
- Pasture growth continues to improve through the valley with the warmer drier days supporting both better growth and the opening up of pasture land that had been too wet to safely graze. This is taking some pressure off supplemental feeding for livestock and dairy herds.
- Canola crops planted earlier in the year, as a response to the global prices for oilseeds, are showing some good growth and flower emergence, though fungicides were needed due to the moist conditions. Growers who chose to plant canola rather than traditional hay crops are feeling optimistic about reasonable returns.
- Stripe rust and Septoria is continuing to be seen across a wide swathe of paddocks. Sampling is showing there are three varieties of stripe rust prevalent across SE Australia and managing the disease can be tricky. Information on susceptible varieties and individual pathotypes for stripe rust can be found at <https://nvt.grdc.com.au/nvt-disease-ratings> and <https://groundcover.grdc.com.au/weeds-pests-diseases/diseases/proactive-action-aims-to-beat-stripe-rust>
- Concerns about the availability of fertiliser due to the cuts in production in Europe remain strong, with the inevitable follow on effect of price rises and scarcity of inputs.
- Most queries are in relation to the new season, and the kick-off of silage cutting both to the north and south of the region is offering some prospect of new supply. Straw continues to be sold, as sheds are cleared of older stock at reduced prices.
- Slight 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: -\$5 (\$180 to \$220/t). Prices decrease again this week due to quality
- Pasture hay: +/-0 (\$330 to \$360/t). Prices remain steady this week.

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Goulburn/Murray Valley

- Almost no rain fell across the region this week, with clear warming days perfect for cutting. There were falls of around 10mm of rain on Thursday 8th September with the remaining days almost cloud free.
- Grazing Canola around Strathmerton is look healthy after fungicide application, but the season is running later than expected due to the wet and cold conditions.
- Silage cutting has commenced in the centre of the region across large parts of the area. The weather has steadied and clearer days are forecast, allowing for reduced moisture levels and reasonable drying times. The season is shaping up to be quite good across the area.
- Spraying preventative treatments for red leather leaf disease on oats is taking place around Invergordon with the wet conditions being perfect for the spread of the fungal disease.
- Grazing wheat crops to the south of the region are looking good after being grazed all winter, due to the high soil moisture in the region, fungicide and fertiliser application are being applied via plane before the next rains are forecast.
- Some dedicated hay producers, especially those who also contract for others, are reporting some pretty steep hikes in the cost of insurance. This is just another cost having to be balanced against the prospects for the season, with some contractors looking to reduce the number of machines they are running in response.
- Hay enquiries have steadied as most dedicated hay and silage growers are out in the fields commencing harvest. Green feed is still available for livestock farms in the region and straw remains relatively plentiful for those seeking it locally, though deliveries are mostly going interstate.
- No change to pricing this week
- Cereal hay: +/-0 (\$170 to \$225/t). Prices remain steady this week.
- Lucerne hay: +/-0 (\$390 to \$420/t). Prices remain steady this week.
- Straw: +/-0 (\$70 to \$120/t). Prices remain steady this week.
- Pasture hay: +/-0 (\$215 to \$260/t). Prices remain steady this week.

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Gippsland

- Little to no rain fell across the region this week with clear days and warmer temperatures, though still below average for this time of the year.
- Silage season has well and truly kicked off in the east of the region in areas with manageable moisture levels in the grasses. However, further west the rains and high moisture have made it a

stop and start affair, with mixed results. Most in the west are expecting to postpone the season for another three to four weeks.

- Canola crops on higher ground around Sale are looking very good with lots of growth and 60-70% flower emergence.
- Even with the drier days in the last week, the ongoing sodden soil conditions in the west of the region are impacting nutrition levels in the accessible pastures. Supplementary feeding is continuing.
- Not much movement of hay locally as the season begins to ramp up and growers are in the paddocks. Some feed moving from the east to the west of the region to support dairy farmers with wet pastures. Straw moving as well, but most of it is older stock and still going interstate.
- 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: +/-0 (\$90 to \$180/t). Prices remain steady this week.

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Southwest Victoria

- Light rain fell across the region this week with average falls of around 10mm of rain, though some coastal areas received up to 25mm of rain, most days have been clear and sunny. However, there have been some frosty mornings this week causing some headaches
- Safflower crops in the north of the region planted in mid-June are beginning to emerge, and looking well with the available moisture.
- Lentil crops around Coleraine are coming along well, though there is some concern about damage and yield loss due to frosts.
- Canola crops on wet country around Hamilton are showing early flower emergence, and there are serious concerns the ongoing rainfall will prevent the application of fungicide during the next few weeks. Pasture paddocks in the region are at full profile and any rainfall is just pooling or causing runoff issues. Sheep and dairy farmers are finding quality pastures in short supply.
- Autumn sown multispecies paddocks around Nirranda with mix of tillage radish, fodder rape, clover, vetch, linseed ryegrass and cereal is showing great potential and is ready to take off with the warmer weather providing excellent grazing.
- Few enquiries this week as scarcity of hay is apparent. Most enquiries are in relation to the new season. Still some movement of hay from across the border, as well as straw which does still appear to be available.
- 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 (\$85 to \$110/t). Prices remain steady this week
- Pasture hay: +/-0 (\$150 to \$190/t). Prices remain steady this week

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Southeast South Australia

- Sporadic rainfall across the region again this week. Falls of between 1mm to 5mm of rain across much of the region during the past week.
- Across the region many crops need warm and sunny days to boost growth and development. They will need some reasonable falls of rain in coming weeks to maintain potential.
- Forecast is for significantly reduced hay production across the region. Early contact with hay producers is encouraged to negotiate contracts as supplies are expected to be tight.
- 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 and production costs. Pasture hay will only be a priority for fertiliser application to support additional cuts if profitable hay prices are available come mid Spring and rainfall improves to justify increased fertiliser expenditure. Machinery repairs and preparation for the hay season are in full swing.
- Hay and fodder sales had steadily increased and many hay producers are now sold out. New customers should expect to have to pay for additional freight to access hay from further afield. Most enquiries are from farmers wanting to establish contracts for new season hay.
- Supplies of good quality hay are sold out across the region. A lot of the remaining hay is already contracted for sale so reports of shortages expected to increase. The prices remain steady but it is worth noting there are a lack of clear market signals due to a few open market sales across the region.
- Prices have remained steady this week due to few open market sales and supply shortages.
- Cereal hay: +/-0 (\$250 to \$270/t). Prices have remained steady.
- Lucerne hay: +/-0 (\$340 to \$400/t). Prices have remained steady.
- Straw: +/-0 (\$110 to \$130/t). Prices remain steady good supply available.
- Pasture hay: +/-0 (\$200 to \$230/t). Prices remain steady but supplies are very low.

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Central South Australia

- Reasonable weather for crop growth, however only minimal falls of between 1-5mm of rain fell across the region during the past week. Rain is needed to support continued crop growth.
- Crops across most of the Yorke Peninsula were doing well following the consistent August rainfall, with growers looking forward to September rains and warmer weather boosting growth.
- Growers are busy out in paddocks undertaking pest control activities and to support productivity in crop paddocks. There have been a number of biosecurity threats across the region including Russian wheat aphid, slugs and snails which require increasingly expensive management activities. Some pest control options and fertilisers are in short supply due to shipping delays.
- Diesel remains between \$1.90 to \$2.20 per litre. Fuel levies and increased prices for local deliveries are expected to remain a feature, particularly once the excise is reapplied.

- Hay prices will need to rise to provide clearer market signals to support ongoing hay production and reflect the increasing costs of inputs, labour and commodity prices for alternative crops.
- Pastures in the northern parts of the region have been slow to recover from frost due to the sporadic rainfall, so supplementary feeding is still required to support stock.
- Pricing remains variable however, stocks of good quality older hay are now in very short supply and prices are expected to remain steady or increase this season due to supply shortages.
- Steady demand however, supply shortages are prevalent and there have been limited open market sales.
- Cereal hay: +/-0 (\$195 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.

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Southwest Western Australia

- Patchy rainfall across the region this week with areas around the lower south west receiving little to no rain but around 31mm of rain at Arthurs River.
- The low rainfall has been welcomed by livestock farmers looking for another boost to pasture growth and a good start to spring.
- Canola and wheat crops from Kendenup to Kojonup are showing vigorous growth after a good drop of rain falling at the right time to spur on growth and yield potential. There is a fair bit of optimism for the season ahead in the region.
- Field peas around Katanning are showing good growth after recovering from some frosts.
- Pastures of biserrula, serradella and clover around Tenterden are lush and green with plenty of feed available for grazing livestock.
- There are sporadic reports of snail infestation in some oat crops around Franklin River, mitigation is underway.
- Mice continue to be sighted in the paddocks and around sheds and homes continue. Even with baiting the reported numbers appear to be pretty consistent. Monitoring for mice activity and baiting remains a recommendation across many parts of the region.
<https://grdc.com.au/resources-and-publications/resources/mouse-management>.
- Input costs are still of a concern, with diesel being mentioned as fluctuating widely across the region with prices anywhere from \$1.90 – \$2.18 per litre. Urea prices are also reporting drops and rises of \$400-\$600 p/t depending on the latest news out of Europe.
- Hay enquiries have steadied in recognition of on-going shortages, but the rains and spring temperatures have spurred pasture growth with green feed filling the need for many livestock farmers.
- Slight changes to prices.
- Cereal hay: +/-0 (\$210 to \$300/t). Prices remain steady this week.
- Lucerne hay: -\$5 (\$350 to \$480/t). Prices decrease slightly this week.
- Straw: +/-0 (\$100 to \$120/t). Prices remain steady this week.
- Pasture hay: +/-0 (\$165 to \$180/t). Prices remain steady this week.

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Northwest Tasmania

- Light falls across most of the region this week with the coastal areas receiving almost no rain, and the inner regions around 15 – 20mms of rain. Temperatures are beginning to trend upwards.
- Pasture land in the region been damaged due to the wet conditions. Wheel ruts and soil structure damage from grazing livestock. There are quite a number of pastures that can no longer be safely grazed and will need soil renovation this spring.
- Calving season continues across the region, with some concern about the impact of wet conditions, but overall, the season is going well.
- Annual and Italian ryegrass pasture crops around Smithton are coming along well and look to be on track for cutting in October as long as the clear weather holds.
- Broccoli and onions are being sown in the southern part of the region under clear skies with warmer weather bringing about perfect planting conditions.
- Interest in hay has steadied with those livestock producers unable to feed from water affected paddocks seeking additional feed options, but supply is still constrained. The warmer drier conditions have taken some of the pressure off hay sales pastures on higher ground supplying reasonable green feed.
- No change to pricing this week.
- Cereal hay: +/-0 (\$240 to \$275/t) Prices remain steady this week.
- Lucerne hay: +/-0 (\$290 to \$350/t) Prices remain steady this week.
- Straw: +/-0 (\$140 to \$200/t) Prices remain steady this week
- Pasture hay: +/-0 (\$185 to \$240/t) Prices remain steady this week

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