



Australian Fodder Industry Association



17 June 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	7
Gippsland	8
Southwest Victoria	8
Southeast South Australia	9
Central South Australia	10
Southwest Western Australia	10
Northwest Tasmania	11



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 reduced ability for pastures to recover. Sales into the area are expected to increase as Departmental emergency fodder programs are phased out. Donations are expected to taper off as hay producer's supplies tighten and they need to sell rather than donate hay to due to costs of production.
- The bureau of meteorology has reported rainfall across southern WA, much of Tasmania, Victoria and Southern NSW. The continued cold front has led to a sustained drop in temperatures across the country reducing pasture growth and increasing the need for supplementary feed to support stock.
- 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 will not be seen as a price competitive cropping option, 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 costly fertiliser application. This may reduce quantities of pasture hay produced and supplies available during late winter/early spring.
- Slow but steady increase in enquires to source fodder and increase on hand supplies. There has been sustained high demand for good quality cereal hay and vetch hay. However, supplies of either are now very tight.
- Lucerne prices are rising as it is being purchased to fill the protein gap. Supplies are expected to continue to tighten as the season progresses.

Driving Prices Down

- Continued confidence that rain will support pasture growth and therefore reduce the need for supplementary feed kept demand for hay and fodder at low levels during Autumn. Those farmers are only now beginning to make enquiries.
- Varied qualities of fodder remain available. Growers with lower grade hay, particularly hay stacked outside that has been weather damaged, have been actively trading.
- The quality of autumn hay was impacted by continuing rain events across most states. Rainfall has meant many crops were harvested later than usual, resulting in coarser hay of lower quality.

Local News

- The majority of grain and hay production areas have completed sowing. Dry sowing had commenced in some regions with reliance on subsoil moisture and for most areas forecast rains have now fallen supporting germination.
- There is reasonable confidence of an average production season. However, fuel costs and availability of labour to support harvest remain concerns for most grain and hay growers.
- High input costs and availability of labour are causing general concern. The lack of available labour may impact hay production in the Spring and hay movement over winter.
- Buyers are encouraged to feed test and view fodder before purchasing to be sure of the quality of the feed.

Regional Commentary

Atherton Tablelands

- It is a busy time for growers with corn being harvested. Due to high moisture levels corn is being dried prior to storage. Average moisture level of between 17-18% are making drying most cost effective compared to previous years where moisture levels have been above 22%.
- Some have taken advantage of the favourable, sunny weather with the last of Rhodes pasture hay being baled. Further rainy weather has been predicted which may impact quality if stored outside.
- There has been an increase in plantings of sugar cane. Due to expectations of continued high input costs and the need for a consistent guaranteed return.
- Lack of mechanics, machinery repair costs, long delays to access new machinery, replacement parts and high input prices will deter many producers from opportunistic hay production in the coming seasons due to lack of profitable return.
- Electricity prices have increased costs of irrigation for pasture paddocks. For growers who recently harvested pasture for seed or hay, decisions are being made not to invest in fertiliser (at current prices between \$3,000 to \$4,000/acre while a drop in prices is expected but has not been passed on to producers yet) to produce a future crop of hay. Given currently low demand for hay, a most pastures will be left and used as a green manure mulch for the paddock.
- Fuel prices have risen to \$2.19/litre but expected to rise again soon when the excise is replaced.
- Slow trade and low movement of fodder. Some increase in trade is expected as winter progresses.
- No change to pricing this week.
- Pasture (Rhodes Grass) hay: +/-0 (\$300 to \$400/t). Prices remain steady.
- Please note: Hay in the Atherton Tablelands is traditionally priced at \$/bale, so it is important to check bale weights for conversion. The price range indicated is for feeds of varying quality with the price range generally indicative of quality of feed. We recommend feed testing and viewing of fodder before purchase to be sure of the quality of feed.

Darling Downs

- The rains fell again across parts of the region, with falls of 25-40mms recorded. However, some areas did manage to get a few days of sunshine to dry out newly planted paddocks.
- Growers who had planted into wet conditions have curtailed the rest of the planting as the risk of germination failure is high. Additionally, there has been a substantial increase in bogged equipment and subsequent damage to paddocks and equipment adding to costs.
- More growers will focus on the summer crop with a full moisture profile. As such there is a strong indication there will be a shortfall of winter crop at harvest across the region.
- The Mungbean harvest, put on hold in some parts of the region due to the heavy rains, is almost completed. Repair work to beds and wheel tracks after harvest is now being undertaken.
- For flood relief and assessment aid visit <https://www.daf.qld.gov.au/>
- Canola graze and grain crops sown on the western part of the region are coming along well.
- Reports of an increase in feral pig numbers, with signs of damage in some drier paddocks.
- Mouse numbers are rising across the region. A ready supply of food, unplanted grain in the sheds and silos, is encouraging breeding. The paddocks are too wet to allow for much depredation. <https://grdc.com.au/resources-and-publications/resources/mouse-management>.

- Fuel, fertiliser, chemicals and freight costs continue to be a concern for most in the region as well as a lack of contractors/labour. Supply of feed grain is restricted due to low stocks, transport and logistics.
- Sales have increased steadily this week with a demand for good quality hay across the board. Feedlots and livestock producers are sourcing at various quality levels.
- Slight change to pricing this week.
- Cereal hay: +/-0 (\$255 to \$275/t). Prices remain steady this week
- Lucerne hay: +/-0 (\$380 to \$420/t). Prices remain steady this week.
- Straw: +/-0 (\$70 to \$90/t). Prices remain steady this week.
- Pasture hay: +\$3 (\$220 to \$250/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.

North Coast NSW

- Continuing rain and repeated flooding hampered the ability of the region to recover. There is a need for additional support. Assessment of additional damage from the repeated flood events continues.
- When it is able to be produced locally grown fodder is being kept on farms to rebuild supplies.
- Pastures have been damaged by waterlogging, damage to soil structure and inundation with mud. Remediation activities are taking place where access is possible.
- Flood-affected farmers can call the Department of Primary Industries' emergency hotline on 1800 814 647 to request assistance from Agricultural and Animal Services for animal assessment and veterinary support, emergency fodder and, if required, euthanasia and burial. Assistance or further information can be accessed through the online portals:
- <https://www.nsw.gov.au/floods>
- <https://www.service.nsw.gov.au/floods/financial-assistance>
- Minimal fodder sales outside of some Departmental purchases for the emergency fodder drops.
- No changes to pricing this week due to ongoing storm impact recovery within 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

- Light to moderate rainfall across the region this week, with falls of 15 – 30mm of rain recorded, however the later part of the week was mostly dry and sunny.
- Some growers are looking at closing off sowing for a winter crop and will instead focus on maintaining good soil moisture to support a summer crop.

- Pastures of white and red clover are coming along well with full ground cover, however the ground underneath is still too wet to safely graze sheep and will need a few more sunny days to dry out.
- The ongoing rain is now beginning cause issues on sloping country; early sown grazing crops on lower country are showing signs of stress from waterlogging.
- There is ongoing noticeable concern regarding the possibility of Foot and Mouth Disease (FMD) making it to Australia. 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>
- Pastures around Temora have bulked up with sheep grazing on tillage radish, wheat and vetch. Whilst wheat sown into clay in the same region is struggling due to the ongoing wet conditions.
- Winter wheat has good vigour after first graze around the Warrinya region.
- Canola crops sown in May in the Griffith area are coming up well in raised paddocks. There is evidence of saturated seed having been lost with patchy growth in lower lying fields.
- Green feed is going strong in areas without waterlogging with grazing wheat being supplemented with lucerne hay for livestock feeding.
- Mouse activity in and around sheds continues to be reported, with some concern unsown seed is attracting them. <https://grdc.com.au/resources-and-publications/resources/mouse-management>.
- Hay enquires have increased in the last week as farmers purchase for the coming winter months. There is a scarcity of good quality hay with farmers sourcing older hay where necessary. Feedlots are also sourcing more quality product as supply of feed grain is restricted after high exported tonnage due to international market demand.
- Some change to pricing this week.
- Cereal hay: +\$8 (\$175 to \$240/t). Prices increase 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

- Sporadic small amounts of rain fell across the region this week, with falls of 5 -10mm of rain on average. Parts of the region are starting to dry out and are in need of additional rainfall.
- Pasture crops in the area with sufficient rain or soil moisture are doing well with the standouts for both pasture growth and feed quality being perennial rye, chicory, plantain, red and white clover.
- Green feed continues to be in reasonable supply in some areas across the region with most farmers feeding well on pastures. However, the cooler conditions are now seeing a slowdown in growth.
- With the drier conditions paddocks that were previously too wet are now being sown and fertilised with pasture crops including clover, rye and chicory.

- Mice activity continues to be reported in both paddocks and sheds, and the numbers are now looking to be increasing <https://grdc.com.au/resources-and-publications/resources/mouse-management>.
- The prices of inputs continue to be an issue however there have been some indications that urea pricing is beginning to fall as new cargo arrives, however the ongoing rising cost of fuel remains a factor in determining whether hay crops will be profitable.
- Hay enquiries have steadied with the drier and colder days. Feedlot interest continues to be strong as they firm up the supply of secure 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

- Light rain across most of the region this week, with 10-15mm of rain for the week. However, the latter part of the week had several days of drier weather.
- Where conditions permit, silage is still being cut across the region. However, high moisture levels are a concern. Moisture levels will be monitored and managed carefully to maintain quality.
- Mice reports continue to come in, numbers are still considered to be low, but they have caused damage to newly sown and emerging crops. Monitoring is recommended and information about management is available: <https://grdc.com.au/resources-and-publications/resources/mouse-management>.
- Faba beans that were broadcast sown into wet paddocks have started to come up and are showing good growth, if a little behind where they should be at this stage of the season.
- Barley sown in May is showing some good growth in the north of the region with follow up rains allowing for the seed to settle in.
- Italian ryegrass forage varieties are coming up well around Shepparton.
- Inputs costs continue to be of concern, especially fuel. There was an increase in the price of diesel this week and further price rises have been forecast. Growers are locking in contracts where they can for fertiliser and chemicals. Fuel costs will impact local delivery prices and impact hay making decisions.
- Whilst hay enquiries have steadied this week, there is a consensus that quite a bit of home-grown fodder will be required in the short to medium term. Growers in the region are looking at the dry summer 2021/22 and autumn 2022 in SA as a reason for high demand leading to a shortage of hay and are making sowing plans accordingly. There have been some reports of feed gaps for dairy farmers.
- Slight change to pricing this week
- Cereal hay: +\$3 (\$170 to \$215/t). Prices increase 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

- Steady consistent rainfall over the region this week with very low temperatures and some hail.
- Some concern the cold overnight temperatures could inhibit the uptake of phosphorous in sprouting pastures, conditions are being monitored to determine if application of phosphorus based foliar products will be needed. Growers are concentrating on fertilising and weed control programs now.
- The steady rainfall has seen good pasture growth with many farmers feeding from existing pastures. However, pasture growth rates are reportedly slowing with the cooler conditions.
- The chopping of corn is completed; it was a much later season and was a push at the end with wet conditions plaguing harvest. Cereal crop seeding is continuing, these are a mix of graze and grain and crops for dedicated hay production.
- Hay and silage enquiries have steadied over the last week as the weather conditions worsened and the temperatures dropped and farmers are watching the slowdown of pasture feed. Farmers continue to seek out good quality fodder to meet protein needs over the coming months.
- 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

- Moderate rainfall this week over the region, especially along the coastal areas with falls of between 25-50mm of rain for the week and 15-25mm of rain for the rest of the region.
- The ongoing rain, whilst welcomed by some parts of the region is beginning to become a problem in those areas which already had a reasonable soil moisture profile, with new seedings becoming waterlogged and some pasture ground too wet to allow grazing. Some growers report going from less than 10% soil moisture a month ago to saturated at present.
- In the west of the region, paddocks of forage canola oversown with Italian ryegrass and balansa clover are now ready to be opened up for grazing. High yield slow maturity wheat crops sown a month ago around Streatham are up and going well in the cooler weather.
- Along the border and coastal regions the crops dry planted have taken advantage of the rains to bolster growth. Pasture growth is slowing due to colder temperatures so hay and supplementary feeding will be required.

- Lambing season has started in the region with some welfare concerns due to the cold conditions.
- Input costs continue to be an issue for growers and farmers, with the cost of fuel being the most widely mentioned.
- Hay enquiries have steadied, with many growers still out sowing. Interest continues to come in from dairy and livestock as well as feedlots. Most high-quality fodder has been sold so parcels are now of lower priced hay, though high quality is still available with some research.
- No change to pricing this week.
- Cereal hay: +/-0 (\$180 to \$220/t). Prices remain steady this week.
- Lucerne hay: +/-0 (\$330 to \$380/t). Prices remain steady this week.
- Straw: +/-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

- Light, intermittent daily rainfall has been measured across most parts of the region, with some scattered heavier falls during the past week. However, the region remains behind average recorded rainfall.
- Crop and fodder growers have completed the majority of sowing schedules, some barley crops may still be planted. Monitoring for pests and diseases will now be the main activity.
- Across the region more grain has been planted due to the expectation it will be more profitable than hay. Some movement towards grazing cereal varieties confirmed as growers try to increase options, spread risk and reduce need for additional inputs during the growing season.
- Big shortfall of 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 look for feed to maintain stock levels.
- Supplies of hay are very very low across the region. Most of the remaining hay is already contracted for sale so reports of shortages are expected. Prices are expected to continue to rise.
- Expect freight charges to be applied to cover additional fuel costs.
- Prices have increased due to freight costs and very tight regional supply.
- Cereal hay: +\$20 (\$220 to \$260/t). Prices have increased.
- Lucerne hay: +\$15 (\$340 to \$370/t). Prices have increased particularly for high quality.
- Straw: +/-0 (\$100 to \$120/t). Prices remain steady.
- Pasture hay: +\$5 (\$200 to \$230/t). Prices have increased
- 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 rains have now fallen across most of the region after a dry start to Autumn. Some parts of the region have now received significant rainfall during the past two weeks. Many had completed sowing so the rain has provided a strong start with longer daylight hours expected to boost growth past solstice.
- The majority of seeding had been undertaken dry by many growers with estimates that 95% of the region's crops have been dry seeded. Estimates that 75% of overall crop seeding has been completed. Only grain producers in very heavy dry areas had to wait until rains to seed.
- Diesel sitting at around \$2.10 per litre for bulk deliveries on farm but prices are expected to increase again and remain going up. Fuel levies and increased prices for local deliveries are expected to remain a feature. Hay prices will need to rise to reflect the increasing costs of inputs and commodity prices for alternative crops.
- Dairy farmers making enquiries for hay to support cows during calving.
- Farmers are deciding to supplementary feed to support their ability to hold on to stock until pasture feed is available again.
- Pricing remains variable due to remaining stocks of low-quality older hay from 2-3 seasons ago.
- Supplies tightening in some areas, particularly for higher quality hay.
- No change to pricing
- Cereal hay: +/- (\$170 to \$250/t). Prices steady.
- 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 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 falls of rain for winter so far which has increased confidence in the season across the central west of the central wheatbelt. Falls of around 20mm of rain during the past week.
- Pasture and crop growth has slowed due to colder temperatures so hay and supplementary feeding is expected to drive fodder enquiries.
- Increasing fuel and input prices and ongoing labour shortages remain an issue of concern. A shortage of truck drivers is exacerbating transport costs and putting limitations on sales.
- International markets are offering high prices for canola, wheat and barley. Pulse sales into India are expected to increase and ongoing world market impacts from poor crop seasons in competing grain production countries will keep a focus on grain rather than hay production across WA.
- Monitoring for mice activity remains a recommendation. Numbers are higher in paddocks where grain was left on the ground. In areas where there was rain and waste grain germinated, mice numbers appear to be lower. <https://grdc.com.au/resources-and-publications/resources/mouse-management>.

- Most cereal hay was contracted for export sale however, some carryover is now likely as sales have slowed. Hay movement has been limited by international shipping delays, market volatility and labour shortages.
- There is a shortage of good quality pasture hay so prices remain strong for quality varietal pasture hay.
- Slight changes to prices.
- Cereal hay: +\$10 (\$210 to \$260/t). Price increases slightly.
- 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

- The Northwest of Tasmania was hit by heavy storms, with gale force winds, hail and snow in higher elevations this week. This led to power outages across the region with blackouts in some areas persisting into the beginning of the week. Damage to roads and infrastructure including some farm sheds and outbuildings is being reported. Some roads were closed due to the danger of fallen trees.
- Late sowing of pasture paddocks, notably serradella with cocksfoot and phalaris is being undertaken in the east of the region. Cattle are on to the second graze of Oats and Annual and Italian Ryegrass pastures sown in March.
- There are reports of hatchings of red legged earth mites and large populations of cockchafer in some of the pasture paddocks in the northern part of the region. Pest control measures are being employed.
- Fodder beets around Burnie are being harvested for livestock feeding.
- As expected with the winter temperatures and conditions, pasture growth has now slowed, and supplementary feed is being employed by livestock and dairy farmers.
- Input costs continue to be an issue, with the price of fuel and fertiliser being incorporated more heavily in future plans for some growers.
- Interest in hay is picking up again as the farmers are looking to the falling temperatures and filling their sheds with good quality hay where they can source it. There is a fair amount of older hay now being sold, as growers look to clear their sheds before the new season commences.
- Slight change to pricing this week.
- Cereal hay: +\$3 (\$245 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: +/-0 (\$195 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.