



Australian Fodder Industry Association



29 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.
- 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 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 bureau of meteorology has reported reasonable rainfalls along the east coast of NSW while medium to heavy falls in areas of south west Western Australia support hopes for the season.
- 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

- Drizzly rain over the past week making hay production difficult, but night time temperatures remain low.
- 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.
- Fuel prices sitting at \$2.29/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.
- 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

- Little to no rainfall across the region this week with rain predicted for next week. Very cold nights followed by some clear days this past week. Conditions are still quite wet in many parts of the region, some concern about the impact of forecast rain on paddock condition.
- A few completed their cropping plans, but there are still concerns around yield and damage from waterlogging and late sowing. Other paddocks being left fallow for summer cropping.
- Hay not being cut yet due to high moisture levels and predicted rainfall.
- 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>
- Wide range of fuel prices being posted across the region (\$1.30 – \$2.30).
- 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. 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.
- 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: +\$18 (\$70 to \$135/t). Prices increase this week due to very limited availability.
- 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 hampered the ability of the region to recover.
- 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 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. Supplies are very low across the region.
- Pastures and crop paddocks have been damaged by waterlogging, damage to soil structure and inundation with mud. Clear dry weather needed to support hay production and pasture growth.
- 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>
- Prices are expected to increase across the region due to a lack of supply. Straw is scarce.
- Cereal hay: +/-0 (\$200 to \$260/t). Price range is steady but increased average expected.
- Lucerne hay: +/-0 (\$380 to \$430/t). Prices steady but increased average expected.
- Straw: +\$25 (\$100 to \$200/t). Price has increased for high quality straw due to shortages.
- Pasture hay: +/-0 (\$190 to \$220/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

- Getting a little dry in some cropping paddocks around Darlington Point week, so some irrigation underway. Some frosts and consistently low temperatures, an average winter.
- Canola crops looking good, some in full flower early so are being supported by irrigation. Isolated reports of stripe rust in early planted wheat. Mixed pastures of phalaris, fescue, clover and ryegrasses are bulking up well and being grazed to open up for legume growth.
- The Foot and Mouth Disease outbreak in Bali is causing considerable concern. Information about the Australian Vetplan and preparedness is available <https://animalhealthaustralia.com.au>
- Some livestock farmers are purchasing high protein hay to support stock to gain weight during the on-going cold conditions.
- Demand is steady however, there is increased movement of old stock hay as livestock farmers look to support herds with additional dry matter.
- There is a shortage of lucerne hay in the region, reasonable demand for vetch hay but prices do reflect the costs or complexity of production.
- Expected low hay production across the region this Spring 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 despite low supply.
- 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

- Some rainfall across the region 10mm to 15mm of rain across most of the region.
- Pasture and crop growth needs additional warmth as it is very slow at the minute.
- 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 their own stored silage stocks. Feedback suggests most farmers still have strong supplies of home-grown feed, especially silage.
- 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 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.
- 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

- Dry across the region the past week. Below average rainfall for July some areas looking for rain to support crop growth. Rain forecast for the coming weeks.
- 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.
- For straw to be a competitive option this coming season the prices need to increase to reflect the cost of production, equipment and transport. Supplies are expected to be very low.
- 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, 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 showing, many farmers in the region are only servicing existing customers. There have been increased enquiries for straw.
- 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

- Some showers and small amounts of rainfall this week, however temperatures are quite low with occasional morning frosts.
- Pasture growth has slowed. Livestock are being supported with supplementary feed.
- Spring grazing canola looking good around the Sale area, with sheep on the paddocks.
- Calving season is well and truly underway throughout Gippsland.
- 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 after reports that a number of shipments have been delayed and most stock on shore has already been contracted. Fuel prices continuing to increase.
- Movement of pre-contacted hay is ongoing and increasing. 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: +/-0 (\$80 to \$110/t). Prices remain steady this week.
- Pasture hay: +\$15 (\$90 to \$180/t). Prices increase this week.
- Silage: (\$150 to \$200/t) Price provided as a comparison to 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.

Southwest Victoria

- Moderate to heavy rainfall this week over the region, some areas have received up to 30mm of rain this past week. Cold temperatures across the region as expected for this time of year.
- 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 around the southern part of the region are looking good and providing confidence of a good season ahead.
- Input costs remain an issue, fuel sitting around \$2.20 per litre and there are concerns regarding the availability of fertiliser in the short to medium term due to delay of shipments.
- Enquiries are steady with reasonable sized loads on the move. 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: +/-0 (\$80 to \$110/t). Prices remain steady this week.
- Pasture hay: +\$5 (\$150 to \$190/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.

Southeast South Australia

- Sporadic rain across parts of the region. While some areas are looking good, others are a little dry. Some concerns about potential for a green drought, with low water levels in dams.
- 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 are very low across the region. A lot of the remaining hay is already contracted for sale so reports of shortages expected to increase.
- Prices remain steady despite supply shortages.
- Cereal hay: +/-0 (\$220 to \$270/t). Prices remain steady.
- 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 but supplies are very low.
- 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 10mm of rain fell in some parts over the past week. Some parts of the region are looking dry.
- There is a level of concern about the number of biosecurity incidences currently threatening Australian agriculture.
- Diesel sitting at around \$2.00 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.
- Increasing demand for hay as the colder weather slows the pasture growth and livestock need support. Good quality older hay has been selling well, the quality and growth of pastures in the northern parts of the region have been impacted by frost.
- 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: +/-0 (\$190 to \$260/t). Prices remain steady this week
- Lucerne hay: +/-0 (\$400 to \$430/t). Prices remain steady this week.
- Straw: +\$10 (\$130 to \$150/t). Prices increase as 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 75mm of rain over the past ten days has been falling the south west of Western Australia. The 467mm of rainfall for the year so far for the Bunbury region.
- 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 in area with livestock.
- Fuel sitting at around \$2.06 down from \$2.35 per litre for diesel and input prices and ongoing labour shortages remain an issue of concern.
- Red legged earth-mites are requiring 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 have been steady. Most hay currently on farm has already been sold.
- 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

- Small amount of rainfall across the region this week but it has been a drier than average winter so far. Combined with low temperatures, the lack of rain has slowed pasture and crop growth more than had been expected for this time of year. Thick fogs have been prevalent.
- 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.
- Cereal crops have germinated, most are looking good with some lighter sections where it has been too wet or rain has been poorly timed.
- Interest in hay has steadied this week as livestock producers try to 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. Little of the previous season's hay is available and most already contracted for sale.
- 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.