

Hay Report

19 July 2024

DELIVERING
for DAIRY



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Summary

Driving Prices Up

- South West Victoria and South Australia are continuing to be dry, even after recent rains in the South West. This is keeping the prices in those regions elevated, with a flow on effect to other parts of the state and country as supplies move into those areas. Freight is adding a substantial additional cost to fodder supplies.
- Protein and cereal hay supply appears to be quite tight, though new supply is appearing on the market as growers evaluate their own needs and look to what they can release for sale. Some exporters are continuing to release export quality hay to the domestic market and this is at a higher price due to quality.
- Demand is strong as expected at this time of year as cattle and dairy farmers look to good roughage to carry calving stock through the colder months. While recent rains are welcomed in dry areas, it will do little to build pastures before winter, and a green drought is being experienced in many areas. This is exacerbated by some fodder producers holding back additional supply for their own use.

Driving Prices Down

- Conditions in Western Australia continue to improve with the good and steady rain more pastures are becoming available for grazing and further reducing demand. Soil moisture profiles are still low and producers are still looking to rebuild stores and ensure a steady availability over winter in case the tap turns off so prices continue to stabilise rather than drop in most cases.
- Older, somewhat lower quality fodder supplies continue to be available in the marketplace, and are being picked up by farmers looking to include them in feed mixes and fill the winter gap

Local News

- Western Australia continues to benefit from ongoing rain events and warmer temperatures helping to rebuild pastures. However South Australia and South West Victoria continue to be dry even after some recent rains, this has not been enough to turn around pasture availability in any significant way and will not be as cold winter temperatures stall most growth. Containment feeding is still being undertaken in those areas.
- Tasmania's dry conditions continue for most of the state and supplies are remain tight, though the North West does have good pasture availability. Fodder continues to be sourced from the mainland, but the process can be slow due to biosecurity measures.
- The northern coastal areas of NSW and parts of Northern Queensland are seeing a green drought due to the high rainfall events that have occurred this winter.
- The El Niño–Southern Oscillation is currently neutral. Sea surface temperatures in the central Pacific have been cooling since December 2023. This cooling is supported by a cooler than average sub-surface in the central and eastern Pacific. In June, the rate of cooling has decreased. La Niña Watch is in effect due to early signs that an event may form in the Pacific Ocean later in the year. A La Niña Watch does not guarantee La Niña development, only that there is about an equal chance of a La Niña developing. Early signs of La Niña have limited relevance to mainland Australia and are better reflections of conditions in the tropical Pacific.
- Buyers are encouraged to feed test and view fodder before purchase to be sure of the quality of feed.

Regional commentary

Atherton Tablelands

- Mostly dry in the region this week with a string of clear, if cool, day with little to no rain across most of the region. Frosts were recorded at higher elevation, but most areas avoided them.
- Pastures continue to be green in the region and in most cases are providing good green feed, however some parts which have seen excessive rain is producing low quality watery pastures so additional fodder supplies are being fed out.
- Hay continues to be cut in the region with another period of relatively dry conditions enabling the cutting and baling of the hay without any adverse effects from rain. This hay is moving fairly fast, especially as there have been some frost which is causing additional reduction in pasture availability/
- Irrigated lucerne stands in the west of the region are showing excellent growth in the conditions and are currently providing forage options before being locked up for hay production.
- Oats and lupins are being sown in the region into good soil moisture and temperature.
- Feed grain corn has been harvested in the region with good to excellent yields. These paddocks are now being turned around to sow sorghum as a cover crop.
- Input costs continue to remain a concern; petrol is steady at \$1.96 per litre. Urea prices are high but seeing some drop to around \$900p/t with blended at over \$1100p/t. Growers are weighing up the return on usage.
- Enquiries are slightly elevated this week, but mostly steady with green feed availability continuing to temper demand. However livestock and dairy farms are picking up any available hay when it is made to bolster their stores. Straw continue to be sought, though indications are there a fair amount still available. Feedlots and export ships continue to be steady customers with regular deliveries moving.
- Pasture (Rhodes Grass) hay: +/-0 (\$330 to \$450/t). Prices remain steady this week.

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 rain across the region this week with most areas recording between 1mm and 5mm of rain. Minimum temperatures are staying a little above average for this time of year, though daytime maximums are at winter levels.
- Grass continues to grow in the region and pastures remain green, good subsoil moisture and warmer than usual minimum temperatures are keeping the soil at a reasonable temperature to continue to promote growth, even if this is slower.

- Lucerne stands in the western downs are showing excellent growth, most of these stands have needed very little irrigation due to the good rains and continued soil moisture. These are currently being grazed and will be locked up for hay production later in the year.
- Cereal crops in the region continue to show good growth and are now in maintenance phase as growers look to mitigate and possible yield reductions due to disease or pests.
- Cereal hay which was scheduled to be cut last week has now been cut and baled in good curing conditions. Comments indicate some of this hay is moving into the markets but a fair amount is being kept back for on-farm use.
- Enquiries are stable in the region, and comments suggest local demand while reduced due to good on farm stores and the extended pasture growth is being offset by enquiries from outside the region into areas which have seen less favourable growing conditions.
- Some change to pricing this week.
- Cereal hay: +/-0 (\$300 to \$350/t). Prices remain steady this week
- Lucerne hay: +/-0 (\$ (\$350 to \$460/t). Prices remain steady this week.
- Straw: +3 (\$95 to \$140/t). Prices increase this week.
- Pasture hay: +5 (\$250 to \$345/t) Prices increase this week.

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North Coast NSW

- Much drier in the region this week with limited falls of less than 5mm of rain in isolated patches while most of the area saw no rainfall at all. Minimum temperatures are now trending above average for this time of year.
- Pastures in the region are continuing to provide good green feed availability, especially as most of the pastures are on elevated land and therefore have allowed for excess rainfall to runoff. Any low lying pastures are not faring as well due to the extended rain events, and high soil moisture. A drier week this week is enabling some reduction in standing water.
- In the more inland parts of the region which have seen good but not excessive rains, comments suggest it has been an excellent season for forage oats. These crops grew in abundance and outstripped the ability of herds to clear them so they are now slated for hay and silage production later in the year.
- Mixed pastures of phalaris, cocksfoot, clover, chicory, ryegrass and digit are looking good in the area and will be available for counter season production.
- Enquiries in the region continue to be fairly steady as the effect of earlier wet conditions and cooler temperatures are showing up in a winter feed gap. Continuing to offset this is the availability of green feed and reasonable on-farm supplies. Cereal hay, protein hay and straw remain in demand.
- Some change to prices this week
- Cereal hay: +/-0 (\$310 to \$370/t). Prices remain steady this week.

- Lucerne hay: +/-0 (\$370 to \$420/t). Prices remain steady this week.
- Straw: +5 (\$90 to \$140/t). Prices increase this week.
- Pasture hay: +5 (\$250 to \$300/t). Prices increase this week.

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Central West NSW

- Mostly dry across the region this week with limited falls of between 1mm and 5mm of rain for most of the area, though the south saw falls of up to 10mm of rain. Temperatures are continuing to drop in line with winter conditions.
- Pastures on the region are continuing to offer some green feed opportunities to local herds though winter temperatures are slowing or stalling growth, where the areas have been hit by repeated frosts. Fodder is being fed out for roughage and herd health.
- Canola crops around Grenfell are showing excellent growth post emergence and putting on good biomass, these crops will be grazed before being locked up for oilseed production.
- Oat crops in the south have come up out of the ground after some timely rain and are showing reasonable growth post emergence.
- Barley and wheat crops in the north and east of the region are showing good growth, though there is some indication of Septoria which is being managed. Growers are currently spreading urea in the region.
- Enquiries in the region remain fairly steady and mostly in line with expected seasonal conditions, though local demand is somewhat muted due to the continued availability of pastures and reasonable conserved fodder, though cereal hay and straw are seeing more movement. Demand is still being driven out of the unseasonal drier parts of Victoria and the usual requirements out of the Bega Valley.
- Some change to prices this week
- Cereal hay: +/-0 (\$330 to \$395/t). Prices remain steady this week.
- Lucerne hay: +5 (\$380 to \$440/t). Prices increase this week.
- Straw: +5 (\$130 to \$155/t). Prices increase this week.
- Pasture hay: +/-0 (\$260 to \$310/t). Prices remain steady this week.

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Bega Valley

- Light rainfall across the region this week, with the highest falls of around 15mm of rain close to the Victorian border, with lighter falls as you move north. Foggy mornings and temperatures are at winter levels and some light frosts have occurred.
- Pastures are continuing to be green on the region and are offering good feed options for local herds; growth is slowing a little but has not yet stalled. Pastures to the north of the Valley continue to be very wet with limited grazing opportunities, though this week has seen some drying. Fodder continues to be fed out to supplement nutritional requirements.
- Comments indicate that there have been reports of Septoria blotch on forage crops in the region with fungicide being applied where required.
- Additional opportunistic silage cutting is being undertaken in the region where pastures have moved ahead of the herds. Much of this silage is trading farmer to farmer, with a number of dairy farmers in the north of the area needing additional fodder due to wet pastures, and this silage moving directly for ensilage on farm.
- Enquiries remain fairly high in the Valley as expected this time of year. Good pastures and conserved fodder is tempering demand, but there is need for cereal and protein hay as well as straw for local dairy herds. Local supply does not meet demand so fodder is coming in from southern NSW and Victoria.
- Some change to pricing this week.
- Cereal hay: +/-0 (\$380 to \$450/t). Prices remain steady this week.
- Lucerne hay: +5 (\$470 to \$530/t). Prices increase this week.
- Straw: +/-0 (\$180 to \$250/t). Prices remain steady this week.
- Pasture hay: +/-0 (\$330 to \$390/t). Prices remain steady this week.

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Goulburn/Murray Valley

- The north of the region saw light falls of around 10mm of rain for the week; however the southern parts saw higher rainfall due to the edge of a rain event mid-week which saw falls of up to 20mm of rain. Temperatures in the region continue to be unseasonable, with colder than average nights, but warmer days.
- Dryland pastures in the region continue to show some rebounding due to the steady if low rainfall. However the regrowth continues to be slow and low in nutrition. More rain is needed on dryland pastures to give the pastures a boost, with the daytime temperatures keeping soil temperatures viable for growth.
- Irrigated pastures in the region continue to shine and are providing good green feed options for local herds and flocks, though roughage continues to be fed out to dairy herds in the region.
- Canola crops in the north of the region look to be doing well after a bit of a rocky start with some additional rains and the continuation of reasonable soil temperatures. These crops are putting on

a fair amount of biomass, though there are isolated reports of slug infestations which are being managed.

- There have been isolated reports of stripe rust in early planted winter wheat varieties in the west of the region.
- Enquiries continue to be driven out of the drier parts of the state and into South Australia as even with recent rains conditions remain dry and fodder is needed. Local demand is fairly steady and in line with seasonal trends, though the low supply of pasture growth is moving hay along fairly well, especially protein and cereal hay, with vetch and lucerne in some demand.
- Some change to pricing this week
- Cereal hay: +/-0 (\$320 to \$370/t). Prices remain steady this week.
- Lucerne hay: +13 (\$380 to \$440/t). Prices increase this week.
- Straw: +5 (\$110 to \$150/t). Prices increase this week.
- Pasture hay: +5 (\$280 to \$310/t). Prices increase this week.

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Gippsland

- Heavy rainfall across parts of the region this week, with the western areas seeing the edge of a high rainfall event with falls in excess of 40mm of rain. The rest of the region saw averages of 15mm to 20mm of rain. Temperatures are back to winter averages with light frosts recorded.
- Pastures in the region continue to provide some green feed opportunities, with parts of the region showing excellent regrowth even as temperatures drop. Local herds are being fed out roughage and some hay for nutritional needs.
- Crops sown around Sale and Bairnsdale are now showing some excellent growth after timely rains and reasonable soil temperatures. Comments indicate that some in the region believe the season now will be back on track and could do with some drier conditions.
- Calving is kicking off in the region for some dairy farms, with new calves coming in this week though most are expecting in the next two weeks.
- Seeding for hay and silage production crops are continuing in the region, though the heavy rainfall this week has delayed some on-farm activities.
- Dairy cows continue to be agisted in the region as the conditions in the south west of the state remain less than favourable for pasture feed.
- Enquiries in the region are steady as the winter conditions progress with comments suggesting that local demand has picked up a little, however the majority of the demand is still coming from the south west of the state and up into parts of NSW. Hay is moving with protein and pasture hay getting some enquiries this week.
- Some change to pricing this week.
- Cereal hay: +5 (\$360 to \$400/t). Prices increase this week.

- Lucerne hay: +10 (\$440 to \$490/t). Prices increase this week.
- Straw: +/-0 (\$150 to \$180/t). Prices remain steady this week.
- Pasture hay: +13 (\$240 to \$300/t). Prices increase this week.

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Southwest Victoria

- A return to a wetter week after being somewhat dry last week, with widespread falls of 20mm to 40mm of rain across the entire region, with some rainfall every day. Macarthur saw 40mm for the week, with Warrnambool recording 30mm of rain. Temperatures are within winter range with some foggy mornings.
- Dryland pastures in the region are continuing to show some limited green feed, with the additional rains, and the warmth of last week aiding in this growth. Graziers in the region are continuing to move some sheep out of containment gradually, but more rains and warmth is needed for a substantial turnaround.
- Cereal and oilseed crops in the region that were dry sown and have now germinated on the back of the recent rains are being sprayed with fertiliser in front of the next rain band. Comments suggest growers in the region are feeling more optimistic about the season.
- Recently sown mixed ryegrass pastures have already germinated and emerged after the recent rains, and producers are expecting additional growth as long as soil temperatures remain moderate.
- Enquiries in the region have stayed fairly stable, though comments indicate the continued rainfall is dropping some urgency, but hay and fodder is still being sought and moving at large volumes in the region. Lucerne, vetch and cereal hay as well as straw is being sought and supplies continue to come into the region from other parts of Victoria as well as SA and the Riverina.
- Some change to prices this week.
- Cereal hay: +5 (\$340 to \$390/t). Prices increase this week
- Lucerne hay: +8 (\$370 to \$425/t). Prices increase this week.
- Straw: +/-0 (\$90 to \$145/t). Prices remain steady this week.
- Pasture hay: +8 (\$245 to \$310/t). Prices increase this week.

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Southeast South Australia

- Light to moderate rainfall across the region this week, with the southern coastal areas seeing the highest falls, Mt Gambier recorded 30mm of rain, while Penola recorded 20mm of rain. Minimum temperatures are below average for this time of year.

- Pastures in the region still have a green blush but very limited grazing ability. On-going rainfall is expected to see pastures continue to move, albeit slowly, but more is needed to see a significant change in the feed outlook. Fodder continues to be fed out, and many animals remain in containment feeding.
- Lupins sown in the last fortnight have emerged on some rainfall, and canola is also showing some additional growth. Urea has gone out with spraying being undertaken across the region before the forecast showers.
- Lambing is continuing to move through the region for those graziers who chose to join sheep. Lambs are being closely monitored due to the dry and cold conditions.
- There continues to be an ongoing problem of native species such as kangaroos invading pastures due to the dry conditions forcing the animals into farmland.
- Enquiries in the region continue to be fairly high in line with the season and the conditions. The continues rainfall and the limited grazing has lifted optimism, but feed will be in short supply for quite some time, so fodder is still going out. Some urgency has dropped, but demand is still stable. Export quality hay is still available in the market.
- Some change to prices this week.
- Cereal hay: +/-0 (\$360 to \$400/t). Prices remain steady this week.
- Lucerne hay: +10 (\$360 to \$440/t). Prices increase this week.
- Straw: +15 (\$100 to \$160/t). Prices increase this week.
- Pasture hay: +/-0 (\$275 to \$310/t). Prices remain steady this week.

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Central South Australia

- Light falls across the region this week with the central parts seeing up to 15mm of rain, while more northerly areas recorded less than 10mm. The Fleurieu peninsula saw over 25mm of rain for the week. Minimum temperatures are below average for this time of year.
- Pastures in the region which had slowed down after last week's dry period are expected to move a little with the recent rains, however the overall conditions still remain very dry and without sustained rainfall the moisture deficit will continue to cause growth to stall. Fodder continues to be fed out.
- Containment feeding is continuing in the region for a number of livestock producers and graziers as the pastures are not yet able to support sustained grazing.
- There has been a mix of germinations across the northern part of the region with some cereal crops and lucerne stands looking to have germinated well and established after emergence, while others are showing limited growth and vigour.
- Hay production crops continue to go into the ground in the central and northern parts of the region to take advantage of any available moisture. Lucerne stands are showing some growth under irrigation.

- Enquiries in the region remain robust with only limited pasture feeding available, fodder and fix mixes continue to go out. Vetch and lucerne are being sought, and cereal hay is in fairly high demand and some export quality continues to move into the marketplace. Straw is also seeing some movement.
- Some change to prices this week.
- Cereal hay: +/-0 (\$330 to \$395/t). Prices remain steady this week.
- Lucerne hay: +10 (\$370 to \$420/t). Prices increase this week.
- Straw: +5 (\$95 to \$145/t). Prices increase this week.

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Southwest Western Australia

- A lower rainfall week this week in the region with widespread low falls of less than 10mm of rain across the majority of the area, though the south west coastal strip saw up to 15mm of rain in isolated patches. Temperatures continue to be a little above average.
- Pastures in the region are continuing to rebound with the rains and warmer than usual temperatures, showing a burst of growth that is now becoming more viable as pasture feed for the local herds and flocks. Fodder continues to be fed out for nutritional needs, but pastures are now providing a good amount of feed.
- Mixed pastures of oats, ryegrass and clover are showing excellent growth around Yanmah, these pastures have been grazed over the last few weeks and will see another grazing before being locked up for silage production.
- There have been some reports of red legged earth mites in pastures along the southern coastal areas, mitigation efforts are being undertaken,
- The soil moisture profile is still below average for the region so farmers and producers are looking for additional rains to build up the subsoil moisture to create a full profile going into spring.
- Enquiries in the region continue to be high even as the pastures recover from the long dry spell. Producers are slowly replenishing some of their depleted conserved fodder and choosing their purchasing carefully. Cereal and protein hay remains in fairly high demand and is moving well, and straw is continuing to see interest.
- Some change to prices this week.
- Cereal hay: +/-0 (\$360 to \$420/t). Prices remain steady this week.
- Lucerne hay: +/-0 (\$390 to \$450/t). Prices remain steady this week.
- Straw: +5 (\$110 to \$145/t). Prices increase this week.
- Pasture hay: +/-0 (\$240 to \$320/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.

Northwest Tasmania

- Light to moderate falls across the region this week with the north western tip seeing the lowest falls of around 15mm of rain, while inland and along the northern coastline, up to 30mm of rain was recorded. Temperatures are within seasonal averages and there have been frosts.
- Pastures in the northwest continue to be green and are providing good pasture feed for local herds and flocks. Cold temperatures are seeing growth slowing and herds continue to be fed out supplementary fodder.
- Pastures of ryegrass, plantain and clovers around Smithton are showing good biomass, though the frosty conditions have slowed growth with comments suggesting that only half of expected regrowth has occurred in these pastures after grazing.
- Lucerne stands in the region are showing good resistance to the conditions and are now being locked up for fodder production after having supplied some grazing opportunities for local herds.
- Soil remediation and preparation is being undertaken in the region in preparation for the spring sowing schedule.
- Enquiries in the state remain fairly robust, though the recent rainfall in the south is dropping some of the urgency, fodder supplies are still very much in need. Fodder is continuing to be shipped from the mainland to meet some of this demand as local supply is insufficient.
- No change to pricing this week.
- Cereal hay: +/-0 (\$295 to \$360/t) Prices remain steady this week.
- Lucerne hay: +/-0 (\$330 to \$390/t) Prices remain steady this week.
- Straw: +/-0 (\$100 to \$140/t) Prices remain steady this week.
- Pasture hay: +/-0 (\$285 to \$365/t) Prices remain steady this week.

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