



**ISSUE 59**  
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In this edition:

Variety Trial News	1
Rabobank Report	2
Barenbrug Update	3
Dairy Australia Report	4
Agronomy Report	5
AFIA Report	6
Naracoorte Seeds Update	7
PGG Wrightson Update	8
AGM & Executive	9
Native Bee Snippet #4	10
Synergy Seeds Update	11
WFI	11
Teague Figures	12
Members/ Sponsors	13
Safe Ag Systems	14
Executives	15



## Lucerne Variety Trial Update

**Assess optimum plant stress levels for seed production**



This season has seen two herbage cut taken on the seed plots as well as the regular cuts taken on the herbage trial. The seed plots were cut on 26th September and another cut was taken on 8th November. The seed plots have just been grazed before "lock up".

As in previous years, LA will conduct the annual field day in late February with date to be advised. Data from the herbage cuts will be presented and there will be an opportunity to inspect the trial site.

Seed varieties have been supplied by: Alforex Seeds, Heritage Seeds, Naracoorte Seeds, Pasture Genetics, PGG Wrightson Seeds, Seed Force, S&W Seed Co and Upper Murray Seeds.

*More details on the trial, link to the moisture probe data and photos are available on the LA website.*



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GOOD PEOPLE TO KNOW



**Rabobank**

## *Growing appetite for plant-based meat substitutes brings opportunity for Australia's grain, oilseeds and pulse sector*

The consumer appetite for plant-based meat substitutes has emerged as far more than just a fad over recent years, and Australia's grain, oilseed and pulse producers could be well placed to capitalise on this rapidly-growing market segment, according to a new report.

In newly-released research ***Getting Granular with Plant-Based Meat Substitutes: Opportunities for Grains, Oilseeds, and Pulses***, agribusiness specialist Rabobank says while still in its infancy, Australia's plant-based meat substitute market could offer opportunities for local growers if exports can also be captured, and if both local and international markets value Australian-origin plant proteins.

As a net exporter of cereal grains, oilseeds and pulses, the report said, Australia has more than enough plant-based protein to meet the relatively small local market demand for plant-based meat substitutes, but the ability to capture opportunities, both domestically and globally, would depend on the type of plant protein consumers demand as the industry evolves.

Currently, soy and wheat products are the dominant ingredients used in Australian and global plant-protein offerings, with niche products – such as chickpeas, black beans, mung beans, lentils, black-eyed beans, rice and buckwheat – comprising just seven per cent of the market.

But it was these specialised crops that held the most potential to capitalise on the plant-based meat substitute movement, Rabobank senior grains and oilseeds analyst Cheryl Kalisch Gordon said.

"Underpinning our expectations of continuing demand growth in the plant-based meat substitute segment over the next decade is that consumers will be more discerning in the choice of products that meet and hold their interest, and so manufacturers will need to expand the range of plant protein ingredients they use," she said.

However, currently around 50 per cent of the plant-based meat substitute products Australians purchase at retail level are imported offerings ready for consumption – meaning there are no local plant proteins included.

"For locally-manufactured plant-based substitutes, the

majority of wheat proteins used are local, but overall most of the plant proteins are imported as isolates, concentrates, textured proteins or partially-transformed ingredients," Dr Kalisch Gordon said.

This reliance on imports, she said, was in part due to the small local soybean crop, but also limited local capacity for commercial pulse fractionation – the technology that breaks pulses into protein, starch and fibre components for use as ingredients in food processing.

### **Building export market**

Dr Kalisch Gordon said faba bean and lentil fractionation capacity had been built and recently begun production in Victoria, while fractionation of lupins was being trialled in Western Australia.

Export pathways, she said, would be key to this processing success – with a strong local supply of lupins, faba beans and lentils and only a relatively-small domestic demand base for plant-based meat substitutes at present.

Collaboration with local manufacturers of plant-based meat substitutes would also be critical for strong export and local demand.

"The industry will need to work with manufacturers who can achieve superior retail margins by capitalising on the Australian provenance and non-GM (genetically-modified) plant proteins that Australia can produce at volume," Dr Kalisch Gordon said.

Australia's large surplus of non-GM canola and a mature crush sector could also underpin canola-protein supply capacity and, on the basis of extractable protein, she said, canola, dried peas, faba beans, and lupins in particular, could all be domestically sourced at costs that were competitive to wheat protein.

While chickpeas and lentils were two of the pulse crops most widely available in Australia, the higher cost of their protein put the country at a disadvantage compared with Canada, the other major global pulse producer and exporter which has higher volumes of dried peas available.

**Continued**

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## Barenbrug Australia Update

By Steve Amery, Portfolio Manager

### Domestic and Export Lucerne

Conditions for Spring overall were good with demand early being strong in NSW and parts of Victoria.

There were some favourable rainfall events in SE QLD but largely this region has been hot and dry and hence demand for lucerne has been low. We are expecting south east harvest to be fair although this will be determined by conditions over the next 4-6 weeks.

Planning for Autumn has been underway for some time and we expect demand to be strong.

Internationally, markets have been very active but are

starting to slow down as global inventory levels are getting lower. Saudi Arabia has been the dominant player with good consumption from South Africa and Argentina. Demand for lucerne seed is expected to remain positive for first half of 2021.

From the Barenbrug team, we would like to wish all growers and their families a successful harvest along with a safe and Merry Christmas.

We look forward to catching up with you in the New Year.

For any further queries please contact :

Tom Botterill 0439 384 375 or Richard Prusa 0408 851 411

*continued from page 2*



Rabobank

### Asian demand

Dr Kalisch Gordon said Australia's opportunities in this market would further strengthen once the Asian demand for plant-based meat substitutes grew.

"Global growth in the segment is being led by Europe and North America and, at this stage, Asia is lagging as the region already has plant-based meat substitutes through the likes of tofu and tempeh," she said.

Dr Kalisch Gordon said many consumers across Asia still tended to eat more meat as their income grew, but over the next decade the plant-based meat market was expected to strengthen in the region.

And with Australia's availability of cost-competitive protein sources from faba beans, lupins, canola, and wheat, she said, it would be well-placed to serve a growing Asian and global market.

"To realise this opportunity, however, Australia will have to follow Canada's lead, where several pulse-fractioning plants and substantial canola-fractionation capacity are coming online to support both local and export demand," Dr Kalisch Gordon said.

### Collaborative approach

The report said Australia's capacity to export to the world may appeal to global ingredient players and, given their existing ingredient offerings and distribution channels, adding additional lines would be relatively straightforward.

"Long-term supply agreements and joint ventures between local ingredient stakeholders partnering with plant-based meat substitute manufacturers abroad could ensure a more predictable offtake of product," Dr Kalisch Gordon said. "Alternatively, they may partner with local food producers to jointly build a chain to supply ingredients, produce plant-based meat substitutes and ensure distribution."

This, she said, could well serve the local and Asian – but also global – market with Australian-produced plant protein products.

### Meat to dominate

While there is growing consumer acceptance of plant-based meat substitute products, and strong investment and innovation in product offerings that support continued growth in this segment, traditional meat consumption will continue to dominate over the coming decade, the report said.

Dr Kalisch Gordon said growth in consumption of plant-based meat substitutes was expected to continue to outpace growth in consumption of meat over the decade ahead, but with plant-based meat substitutes coming from an extremely small base in the market. So, even by 2030, plant-based meat substitutes were not expected to represent more than a single-digit percentage of the total global meat market, she said.

After a hard lockdown lasting most of the period between the previous issue and this one, COVID-19 cases in Victoria are again at negligible levels – if not zero. South Australia has had a scare, and New South Wales has largely kept a lid on the virus. Overseas, the pandemic seems to be going from bad to worse in northern Europe and the United States, which are major dairy exporters also housing some of the world's most significant domestic dairy markets. As new lockdowns are implemented in those markets and stimulus packages are phased out, demand is expected to come under pressure and more product is likely to find its way onto global markets. For now, strong Chinese demand has continued to keep the dairy market relatively well balanced and been the main driver of a 4% increase in global dairy trade in the 12 months to August. Milk powder demand has been particularly strong, driven by Chinese stock building.

The International Monetary Fund (IMF) forecasts that the global economy will contract 4.4% in 2020. Whilst this is somewhat better than previous estimates, the surge in COVID-19 infection rates in the northern hemisphere has slowed, and in some instances, reversed the economic recovery. The ongoing pandemic is likely to constrain any economic improvement for the foreseeable future.

The supply side of the equation is also of concern. For the first time since 2014, milk production in the four largest dairy exporting regions (Europe, New Zealand, US and Australia) has been increasing for more than four months in a row. Milk supply growth is especially strong in the US, which has seen an additional volume of milk freed up by reduced dairy content requirements for government-sponsored 'Food Box' consumer support purchases.

With so much doom and gloom overseas, it is encouraging that Australian retail demand for dairy products remains buoyant, with sales of milk and yellow spreads growing 5% and 9% respectively in the 12 months to November. This volume growth may be becoming less lucrative however, and one trend beginning to strengthen is the consumer focus on buying larger pack sizes, usually priced at a discount. This is likely to increase in prominence as the longer-term impacts of the recession play out. In the shorter term, the easing of COVID-19 restrictions has seen foodservice demand rebound as people embrace new freedoms with gusto.

Positive developments have continued to support the recovery on-farm too. The ongoing La Nina event has

replenished water storages this spring and improved soil moisture levels, supporting excellent pasture growth in most regions. Whilst wet conditions have periodically interrupted hay making, causing weather damage and delaying the grain harvest, the strong overall production outlook has seen feed input costs ease. With a reasonable milk price all but assured, most farmers are achieving margins that allow for some catch up on previous challenging seasons.

**Table 1: Australian milk production by State and Victorian region: current vs previous season**

	Monthly % Change Oct 20 vs LY	Total % Change Jul-Oct 20 vs LY
VIC - Western	1.4%	2.9%
VIC - Eastern	-1.0%	1.5%
VIC - Northern	-1.6%	0.9%
<b>TOTAL VIC</b>	<b>-0.3%</b>	<b>1.8%</b>
NSW	1.1%	0.8%
TAS	-0.9%	3.1%
SA	1.9%	4.3%
QLD	-1.7%	-5.1%
WA	-2.4%	-0.2%
<b>TOTAL AUST</b>	<b>-0.3%</b>	<b>1.6%</b>

Nonetheless, challenges remain, and Australian milk production growth has faltered over the spring as a smaller national dairy herd and issues around labour availability have formed limitations. These constraints are unlikely to be resolved in the immediate term, and after February, year-on-year comparisons will be against much stronger prior-season numbers. With that in mind, Dairy Australia now expects milk production to track towards the lower end of the current 1% to 3% growth range for 2020/21.

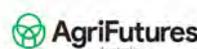
## SAVE THE DATE

### Lucerne Australia - Capacity Building Workshop

With Jeanette Long - Ag Consulting Co

Thursday 4th February 2021 - Keith

Further information coming soon.



Lucerne hay season in seed growing areas is currently winding up as irrigation paddocks are being shut up for seed production. Broadacre Harvest is currently well underway with exceptional yields being recorded through the upper South East.

Dryland seed production area was originally expected to increase significantly this year with the increased spring rainfall and forecast La nina conditions. However many crops had limited subsoil moisture due to winter spring rainfall not exceeding average even though it was perfectly timed. Minimal local rainfall events and a number of hot & windy days for November has significantly reduced paddocks locked up and yield potential on many crops. As a consequence we will see dryland areas only increase slightly on last year.

Irrigated seed crop areas appear to have increased moderately this year with lower hay prices influencing a return to more seed production in some areas but livestock finishing systems remain favourable for areas with less consistent seed yields.

Currently we are seeing relatively low pest numbers in the lucerne stands. The usual pests such as Native bud worm are present but we are also observing large numbers of beneficials particularly lady beetles which are keeping aphid levels low. Green mirids and Crop mirids are present in moderate numbers and it would pay to monitor numbers as crops start to bud.

The wet spring has seen large amounts of ryegrass to flourish in winter cleaned paddocks and producers are urged to send of resistance tests so they can make informed decisions in regards to future management decisions. Resistant Sow thistle (milkthistle) is also becoming an increasing issue.

With La nina conditions and above average rainfall forecast for the Upper south east and Australia, lucerne seed production can be a challenge. This can be caused by a number of factors which include:

- Low temperatures, highly fluctuating weather extremes and rainfall events making it hard to optimally “stress” Lucerne crops for increased yield.

- Large populations of weeds providing a more attractive forage source for bees and hence lower pollination rates on the lucerne.
- Lots of pasture lucerne and feral lucerne that sets seed early and can be an early breeding ground for seed wasp and allows numbers to breed quickly.
- Rainfall on mature seed prior to harvest which will increase clean out percentages.

Some of the management strategies that can help with the above factors include:

- Control all summer weeds within close proximity to seed crops before any flowering occurs (Potato weed, melons, fathen etc) While bees will fly great distances to forage it will still help to control all summer weeds within a few paddocks of seed production stands.
- Use high Bee density at peak flower.
- Make sure that feral lucerne on check banks and roadside is not allowed to set seed and graze lucerne pastures before they start setting seed. This is not achievable on a district basis but at least make it occur on your own farm to avoid pest build up and alternate bee forage sources.
- Lock up early to avoid late season seed wasp and bring harvest forward to reduce risk of autumn rain and an extended harvest.
- Monitor soil moisture and temperatures during flowering to maximise seed set and induce “ stress” to aid seed set. Refer to the Lucerne Australia trials that have been demonstrated yield increases in the last 2 years.

Lucerne based pastures have enjoyed the spring rainfall with high feed availability through the region. This has allowed for grazing pressure to be eased on many lucerne pastures and long rotations will increase the health of the plants.

Regards,  
Scott Hutchings  
0428551188



### DID YOU KNOW?

SARDI provides grain growers and advisors with the latest information on invertebrate pest activity and management during the winter growing season. The newsletter offers solutions, warnings and reminders for a range of invertebrate

pests of all broadacre crops including cereal, oilseeds, pulses and fodder crops.

The **PestFacts** newsletter is produced on an as-needed basis and subscription is free. The **PestFacts** service is funded by the Grains Research and Development Corporation (GRDC).

**PestFacts** also provides several FREE services to subscribers

- PestFacts interactive map
- Insect diagnostic service

Further information on these services and to subscribe - [https://www.pir.sa.gov.au/research/services/reports\\_and\\_newsletters/pestfacts\\_newsletter](https://www.pir.sa.gov.au/research/services/reports_and_newsletters/pestfacts_newsletter)

Lucerne hay has bucked the trend of the declining Australian fodder market this season, but there's expectations price could dip later in summer. This comes as lucerne hay yields vary throughout the country, produce stores have become selective with quality and there's little demand outside of long-term contracts.

Australian Fodder Industry Association (AFIA) member, Cameron Angel owns hay trading business Fodderlink. He said prices had been falling this year due to limited demand and anticipated a price drop as the season progressed. "It has been steady, quite slow and we are looking at, in the southern regions such as Keith and Bordertown (in South Australia) of prices between \$180-\$350 tonne depending on the specifications of the hay," he said.

Fodderlink has been finalising lucerne hay agreements recently with long-term customers such as cattle feedlots. Cameron said first and second cut lucerne hay was used in the starter rations for these customers. A return of supply from NSW lucerne hay growers, thanks to an increase in availability of irrigation water, has added to the market and in some cases the quality of this hay has been good, according to Cameron.

Buyers chasing quality could enter the lucerne hay market this year, according to Cameron as other fodder may not meet expectations. "In some cases, they might swap vetch for lucerne because there was a lot of vetch weather damaged this year," he said.

At Forbes in NSW, lucerne, teff and cereal hay growers Glenn and Colleen Moxey had a late start to their lucerne harvest after "mother nature threw everything" at them during this hay season. "We are just into the second cut now," Glenn said from the tractor cab as he raked. "We were delayed with the first cut, and quality was down on the first cut because it was a bit old. The cereal hay was time consuming and that impacted on the timing of the lucerne."

Last year a lot of the Moxey's lucerne died or thinned-out due to a reduction in irrigation water allocation. It meant the AFIA members only had about 50 per cent of their lucerne area available for harvest. This year, they have increased it to 75 per cent thanks to the combination of a 38 per cent irrigation water allocation from the river and their bore entitlement. The later start with the lucerne meant they will be back to five cuts this year, compared to their traditional six, and this will depend on how wet it is in autumn. The couple generally sell their lucerne hay to produce stores along the east coast of NSW, a market Glenn describes as "ruthless".

Prices have held this year for the lucerne hay market, but Glenn said they could slip up to 25 per cent after Christmas due to the volume coming onto the market. He anticipates lucerne chaff prices to remain steady at \$500-\$600 a tonne. "There's a reasonable amount of paddock feed and we haven't seen that demand yet for second grade hay, cereals or vetches," Glenn

said. "Those who are switched on, and want value for money, could come across to the lucerne market if they are all about good quality hay in the shed."

AFIA board member and NSW farmer and agronomist Frank McRae said many had to cut pasture hay past its prime this year due to the wet spring conditions, but this could be good news for lucerne growers. "The lucerne has been fantastic (growers) have been able to take early cuts of silage off paddocks quickly and then it's coming back in 21-28 days, the conditions are really good for growth with the moisture," he said. "A lot of producers are on their second or third cuts now."

AFIA members have access to the weekly hay report which covers hay prices from right across the country.

For more information about becoming an AFIA member, please visit the website [www.afia.org.au](http://www.afia.org.au)



*Weather wasn't conducive to making hay on this Riverina property, these lucerne bales were going into a silage pit. Picture: supplied.*

## Naracoorte Seeds Update

By Joshua Rasheed, Public Lucerne Seed Trader

It has been a great season to date with excellent spring rains to finish crops. For many grower's harvest has started on cereal and oil seeds with excellent yields been recorded so far and hopefully this will continue as growers south of Keith start their harvest over the next week or so. Harvest of small seed crops will also start soon with growers starting on their Balansa paddocks first. Like cereal and oil seeds, small seed crops are looking good, but growers won't be getting too excited until the seed is off the paddock and out of harm from rain events.

For Lucerne seed sales, 2020 has been a very strong year. Up until the end of September we have seen over 8,700 tonnes of Lucerne Seed exported to all part of the world, which is the same amount we exported for all of 2019. It is a great result, especially as we still have 3 months of seed export statistics to come in to round 2020 off. Of the 8,700 tonnes exported so far nearly 50% of it has gone to Saudi Arabia, which are up over 1,000 tonnes on last year and 2,800 tonnes in 2018. The USA and South Africa round out our top 3 destinations.

While the last quarter was reasonably quiet for public lucerne seed sales, it was not due to the lack of interest but more due to our extremely low inventory. Public lucerne seed, certified and uncertified, are at the lowest levels I have seen for this time of year. We are basically

sold out of all public lucerne seed which is great going into the new seed season.

It will be interesting to see if the amount of area locked up for lucerne seed increases on the past 2 years. We saw a 40% reduction of area locked up for lucerne seed 2 years ago and a 50% reduction last harvest. Even though livestock prices are still very strong, hay prices have dropped off significantly. This coupled with expected stronger lucerne seed prices, I would expect to see a significant rise in area being locked up for seed. I don't think we will be back to our long-term average, but we should see area increase. Now all we need is a kind season without too many rain events so we can restock our depleted inventory levels.

Naracoorte Seeds are the maintainers of Sequel Lucerne and are looking for a grower with a small area to plant Pre-Basic Sequel seed to produce Basic Sequel Lucerne seed. If you have a small area that you believe will suit, please give me a call to discuss further.

If you would like to know more about any of the above or have public Lucerne seed to sell, please feel free to give me a call to discuss on 0427 790 655.

*Joshua Rasheed - Public Lucerne seed trader*

*Continued from Page 6*



*Ben Delphin and Kate Bassett were helping Bernard McRae with his lucerne silage south of Wagga Wagga in NSW. Picture: supplied.*



*AFIA members have made the most of homegrown feed this year by making silage. Picture: supplied.*

At the time of writing this report, we are under the South Australian COVID-19 hard-lockdown. I'm sure most involved in the agriculture industry are finding it a blessing to be considered essential so we can continue with our work – albeit cautiously, as the remainder of South Australia enjoys some time at home.

The silly season is rapidly approaching with many crops in the north of the state commencing harvest now. All fingers are crossed for a relatively painless harvest season, unlike the recent hay season we've experienced!

Dryland Lucerne paddocks have now been locked up for seed production, and timing for last hay cuts and late herbicide application on irrigated stands have been planned. It's pleasing to see almost all our contracted Lucerne area being locked up for seed production this year, alongside strong demand indicated from both our domestic and export sales divisions. We aim to provide our markets with a good quality and consistent supply of seed year-in year-out, which will be the case this year providing the season cooperates!

Recent statistics from Seed Services Australia suggest a smaller Lucerne planting area again this year. There has been a significant reduction in registered area (certified paddocks which are not planned for seed production this year), and therefore an increase to certified production area. This change is due to many paddocks coming back into seed production this year, which were grazed or cut for hay last year.

Export statistics from the end of September show a total of 8,724t of Lucerne exported from Australia up to 30<sup>th</sup> September 2020, versus 8,682t exported for the entire year of 2019. We've also seen Saudi Arabia take 4,236t so far this year, versus 3,181t for the whole of 2019.

We haven't experienced too many international shipping difficulties as a result of COVID-19. There have been a few frustrations with a lack of empty containers available, less vessels circulating and extended transit times for shipments. We've also seen a delay of receipt for some imports including seed and empty bag orders.

At the Keith cleaning & packing facility, it's been full steam ahead, loading export containers and getting ready for the coming harvest season. We expect to see our first seed crop harvested and delivered into Keith for cleaning within the next week.

Recently, we've welcomed David Oxenberry into his new role as Administration Team Leader at the Keith site. David has been a valuable employee within the PGG Wrightson Seeds team for the past 3 years as the Keith Warehouse Coordinator, and he has a good understanding of seed products and logistics which has given him a head-start in his new role.

With little deviation to seed cleaning team this year, you can be assured of our teams' knowledge and quality seed cleaning results at our facility.

*We'd like to take this opportunity to wish you all a safe harvest and a very Merry Christmas to you and your families.*

For more information about seed production opportunities, common market details and seed cleaning for any seed species, don't hesitate to contact our team on the numbers below.

**Seed Production Agronomists & Public Seed Purchasing**

*Anthony Quilter – 0427 572 125*

*Jess Nottle – 0438 302 148*

**Keith Cleaning & Packing Facility**

*Greg Excell – 0408 838 684*

*Office – 08 8755 1777*

*Did you know?*

PGG Wrightson operates a Turf business right here in Australia! We offer premium turf products and you'll see our turf products on the surface of sporting grounds and stadiums right around Australia. You might even find our grass seed in your local hardware or gardening store!

In addition to turf seed, PGG Wrightson offers DuraVeg products which aid in revegetation & erosion control. You'll find the results of DuraVeg products in mines, construction areas, airports, cruise terminals, parks, the list goes on!



Lucerne Australia's Annual General Meeting was held on Wednesday 21st October at Henry and Rose Café in Keith. About 28 attendees enjoyed the evening, taking time to socialise after the meeting.

Guest Speakers prior to the AGM were:

- **Dr Alan Mckay/James De Barro:** Alan is leading a team of researchers from SARDI and the University of Adelaide working on the new AgriFutures funded project developing quantitative DNA tests for lucerne seed wasp and associated parasitoid wasps with James DeBarro from Alpha Group Consulting contracted to undertake the site selection and sampling. Alan and James provided an overview of how this project is progressing and the results to date.
- **Dr Sean Miller:** Sean is with Adelaide Uni's School of Animal & Vet Science but outside of that, Sean also continues to occasionally provide some advisory support to a number of international groups. In terms of Saudi Arabia, he has been assisting a number of the Kingdom's Government agencies and companies with livestock industry & enterprise planning, and domestic & offshore investment for almost 10 years. Sean's presentation provided a general background on the role of Lucerne in Saudi livestock production, and the impact changes in water policy may have on the livestock forage supply chain.
- **Phil Elson:** Phil is a Senior Project Officer with the Limestone Coast Landscape Board in water planning and as an authorised officer looking after water affecting activities. Phil outlined the review and revision of the Tatiara Water Allocation Plan and some of the key draft changes to the plan that are being proposed.



## New Executive

### Aaron Freeman

"I am the Manager of 'Colara' at Tintinara owned by the Munro Family. We operate 2000ha with a mix of dryland lucerne hay and seed, cereal hay and cropping along with a self-replacing merino flock with one third mated to White Suffolk's. I also own and operate a contract harvesting business, Colara Contracting.

I have been working with the Munro family for 18 years, taking on the managers role in 2011. I grew up on a cereal/sheep farm at Wharminda on Eyre Peninsula. I have always loved agriculture but due to my parents selling the family farm I moved to Tintinara in 2002 where I was offered a job with the Munro Family.

I am married to my wife Penny and have two children, Eddie and Rosie. I am an enthusiastic person and very community minded. I have successfully undertaken roles such as Tintinara Action Club President, Secretary and Treasurer; Colebatch CFS first lieutenant, secretary and training officer; and committee member for Tintinara Football Club.

Lucerne is very important to our farming enterprise with our three main focuses being lucerne hay, lucerne seed and lucerne

pasture establishment. I feel that my experience with lucerne and other farming enterprises will be beneficial to Lucerne Australia providing new directions and enthusiasm to the organization".



*Executive Committee member Richard Prusa with new Executive Aaron Freeman at the Lucerne Australia 2020 AGM.*



## Native Bee Snippet No.4 Blue –banded Bees

By Katja Hogendoorn and Scott Groom

Over the last four years, bee researchers from the University of Adelaide have investigated the native bees that pollinate lucerne. We are excited to announce that we have found a wide variety of species visiting lucerne, including leafcutter bees, blue-banded bees, resin bees and halictine bees. You can read more about them in the blog, the wild pollinators of lucerne (<https://polli2017.wordpress.com/>). This snippet is about blue-banded bees.

Blue-banded bees are among the most commonly seen bees in lucerne. They are quite large and their blue iridescent hair bands and hovering flight tend to catch the eye – and ear!



Blue-banded bees are active between October and April. So whenever the farmer decides to shut the crop for seed production, these bees are likely to be present. In our blog – the wild pollinators of lucerne, we go into the differences between the two species found around Keith, and discuss when need food from the landscape. Here we talk about where and how they nest.



Adult females live for about 4-6 weeks, but the species has multiple generations. Blue-banded bees are solitary bees that dig their shallow nests in compact sandy/loamy soils. Nests entrances can be vertical

in the ground, but blue-banded bees often use in cliffs and washouts. Females tend to make nests where their mother was successful, and re-use over the years can lead to large aggregations, with many active bees.

Female blue-banded bees use nectar to wet the clay before they dig out a nest. A nest will consist of several cells, which the bees line with a cup of wax-like material. The wax cup is filled with a liquid mix of pollen and nectar, to which



the bees add a large amount of quite smelly gland secretion (largely butyric acid), and of course, an egg. They then close the cell and make a few others. Depending on the time of the year, the bees take either 8 - 10 weeks or more than half a year to develop into adults.

Blue-banded bees are known to use artificial substrate to nest in, which can be very successful if there are enough food plants around once the crop finishes flowering. You can find information how to make a blue-banded bee hotel at <https://www.aussiebee.com.au/aussiebeeonline008.pdf> You could also use the recommended mix to fill Besser blocks. Face the wall east north east.



Blue-banded bee wall at the University of Adelaide's Waite Arboretum

As with other bees, blue-banded bees need food in the environment whenever the lucerne is not in flower. To benefit most from the pollination services of wild bees, ensure there are flowers in the landscape between late winter and early autumn.

We have recently produced a planting guide (<https://www.pollin8.org.au/planting/>) to advise farmers about suitable local native plant species for hedgerow plantings and whole area revegetation that support native bees. If you are interested, we recommend that you also obtain advice from your local native nursery, Trees for Life or Greening Australia.

*This project is supported by funding from the Australian Government Department of Agriculture, Water and the Environment as part of its Rural R&D for Profit program.*



Synergy Seeds welcomed Wayne Heading to the team in October in a newly created role to the business of Production and Procurement. Wayne comes to Synergy Seeds with a wealth of experience having worked in the industry (and importantly the local area), for the last 11 years as a Seed Production

with rotational planning and paddock screening. As per his position title, Wayne will also be heavily involved in the identification and procurement of publicly available seed varieties for our business, and his contact details can be found below.

**Contacts**

- Craig Myall - Managing Director*  
0409 392 320 - craig@synergyseeds.com.au
- Nathan Smith - Sales & Supply Manager*  
0487 655 220 - nathan@synergyseeds.com.au
- Wayne Heading - Production & Procurement*  
0427 071 458 - wayne@synergyseeds.com.au
- Website:** [www.synergyseeds.com.au](http://www.synergyseeds.com.au)
- Facebook:** *Synergy Seeds Australia*

Officer, whilst also managing his own farm with his wife Joy, based at Keith.

His role encompasses the management of seed grower accounts, including the contracting and supervision of all aspects of the planting, growing, harvesting, and processing of our growing portfolio of Proprietary and Publicly available seed varieties. By providing this service we endeavor to support seed growers to best manage their seed production enterprise, whilst also assisting

**Synergising the process from grower to customer, creating a sustainable farming future.**

Synergy Seeds are an independently owned seed company, supplying both proprietary and public seed to customers here in Australia and around the world.

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To see if our product is right for you, always read the PDS from the product issuer, Insurance Australia Limited (ABN 11 000 016 722 AFSL 227681) trading as WFI (WFI).

Good people to know.



# LUCERNE EXPORT STATISTICS from AUSTRALIA -January 2013 to 2020

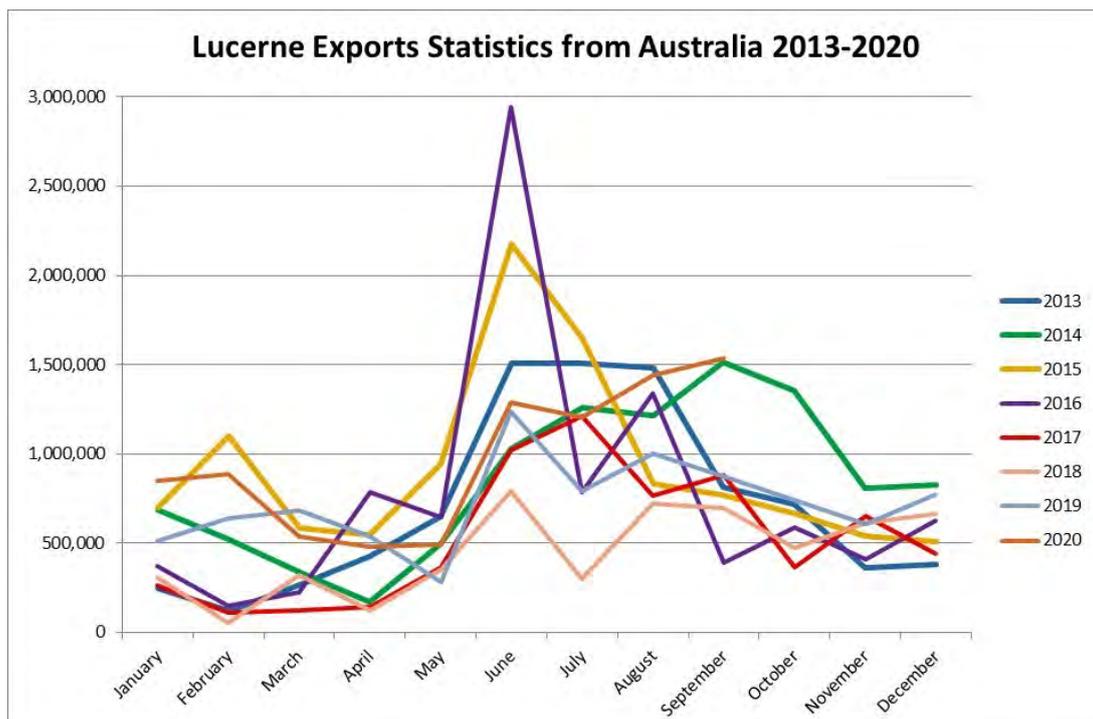
Courtesy of Teague Australia



Quantities below are in kg

Month	2013	2014	2015	2016	2017	2018	2019	2020	Year to date Difference 2019 & 2020
Jan	245,741	687,172	698,895	374,150	266,596	307,530	512,692	850,518	337,826
Feb	118,025	518,553	1,099,252	148,919	108,988	57,008	639,425	887,613	586,014
Mar	269,091	334,033	582,929	227,050	127,000	321,205	684,044	539,525	441,495
Apr	424,057	171,816	549,340	784,031	143,025	123,100	536,501	482,194	387,188
May	647,509	495,472	940,000	644,704	363,023	355,575	281,335	495,875	601,728
Jun	1,509,605	1,029,000	2,176,805	2,942,685	1,018,477	794,995	1,239,461	1,286,579	648,846
Jul	1,510,278	1,260,782	1,649,080	786,450	1,214,352	303,288	792,380	1,205,927	1,062,393
Aug	1,482,357	1,217,121	834,178	1,339,684	767,256	721,730	1,002,472	1,443,626	1,503,547
Sep	811,667	1,516,965	770,857	388,207	882,195	698,665	871,762	1,533,097	2,164,882
Oct	719,882	1,356,922	667,503	588,199	364,673	472,480	738,090		
Nov	363,877	810,704	543,246	409,700	649,318	615,285	609,028	,	
Dec	379,122	829,293	511,127	623,560	443,729	664,134	775,684		
<b>Total</b>	<b>8,481,211</b>	<b>10,227,833</b>	<b>11,023,212</b>	<b>9,257,339</b>	<b>6,348,911</b>	<b>5,434,995</b>	<b>8,682,874</b>	<b>8,724,954</b>	

This summary was produced using data supplied by the Australian Bureau of Statistics.



We thank Teague Australia, an associate member of Lucerne Australia, for supplying these figures.

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## DO YOU KNOW THE EXECUTIVE COMMITTEE MEMBERS

Got a question for Lucerne Australia? Contact the Executive Officer or any our Executive Committee Members who will be happy to help.



### **Josh Rasheed, Chairman**

In 2011 Josh moved from the family Real Estate business in Meningie to become the Contract Cropping Manager and Pasture Advisor for Naracoorte Seeds. He continued in this role until 2016 where he took over the National & International Lucerne Seed Trading while still continuing his roll of Pasture Advisory. Josh and his wife Emma bought into the business in 2016 with Jamie & Peta Tidy. Contact: 0427 790 655

### **Scott Hutchings, Deputy Chairman**

Scott is a senior agronomist with Cox Rural Keith and has worked in the upper south east for 21 years covering pulses, oilseeds and cereals and lucerne for seed, hay and pasture. Scott holds a bachelor of Agricultural Science from Roseworthy Agricultural College. Scott and his wife Cath also run a small prime lamb production and opportunity dryland seed production enterprise. Contact: 0428 551 188



### **Aaron Freeman, Grower Member**

Aaron manages 'Colara' at Tintinara owned by the Munro Family producing dryland lucerne hay and seed, cereal hay and cropping along with a self-replacing merino flock and prime lambs. Aaron and his wife Penny also own and operate a contract harvesting business Colara Contracting. Contact: 0428 875 600

### **Adam Zacker, Grower Member**

Adam owns and operates the family farm at Tintinara with his wife Hannah. They run a mix of cropping, sheep (both self-replacing Merinos and prime lamb production), a herd of Angus cows and both dryland and irrigated lucerne seed and hay. Adam is passionate about the lucerne industry and its challenges.

Contact: 0417 853 799



### **Rodney Lush, Grower Member**

Rodney farms with his wife Sally at Coombe, producing lucerne seed, lamb and wool since 1991. The farm production system is based around centre pivot and flood irrigated lucerne and rain fed perennial pastures. He also provides farm business advice and support to clients in the Mallee, South East and Western Victoria as a consultant with Proadvice. Contact 0419 862 510.

### **Scott Campbell, Grower Member**

Scott and his wife Sophie Campbell own and manage 4100 hectares at Keith. They are highly focused on dryland and irrigated lucerne production and also run 3500 ewes for prime lamb production and a winter cropping program. His family have been involved in the lucerne seed industry for more than 40 years.

Contact: 0417 887 562



### **Richard Prusa, Associate Member**

Richard works with Barenbrug Australia Pty Ltd as a seed production agronomist, servicing seed growers in upper SESA, Mid North SA, EP and WA for 3 years. Richard lives near Langhorne Creek with his wife and three children and currently grows olives, lucerne hay and fat horses. Contact: 0408 851 411

### **Simon Allen, Grower Member**

Simon is involved for 10 years in a family farming operation based at Keith, which produces irrigated lucerne seed and hay, cereal grain and hay, pulses, oilseeds and a commercial merino flock. Simon attended college, studying rural business management and has previously sat on the executive committee of Lucerne Australia and its variety trials committee. Contact: 0408 893 786



### **Katrina Copping, Executive Officer**

Katrina was raised on a mixed farming enterprise at Mundulla and as an active partner in a family farm at Avenue Range has a good understanding of rural issues. She has spent most of her career working in research and extension and is strongly passionate about agriculture. Contact: 0439 538 332.