



**ISSUE 56**  
**March 2020**

**In this edition:**

Variety Trial News	1
Rabobank	2
National Hay Report	3
Native Bee Snippet	4
Barenbrug Update	5
Special General Meeting	5
Dairy Australia Report	6
S & W Seeds Update	7
PIRSA COVID-19 Info	7
Naracoorte Seeds Update	8
Agronomy Report	9
Farm Safety	10
Teague Figures	11
Ag Technology Survey	12
Members/ Sponsors	13
Executives	15



### Lucerne Variety Trial Update

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

With the trial moving beyond the seedling stage and entering its second year, the Lucerne Australia Variety Trial generated great interest at the annual Field Day on Tuesday 3<sup>rd</sup> March. Almost 50 growers and industry representatives, including members of the AgriFutures Pasture Seeds Advisory Panel, took the opportunity to inspect the site just prior to harvest.

Following the site visit, LA executive members, Simon Allen (trial host) and Scott Hutchings (water management committee) discussed the different watering schedules used this season and highlighted how data from the moisture probes (Alpha Group) has been utilised in conjunction with visual plant assessments to make those decisions. Nic Amos (Kaylx) explained the results of the herbage cuts over the past year. The data has been inconclusive at this stage; it remains to be seen if significant differences develop as the stands mature further. Nick Koch (Seed Services Australia) also provided a short update on certified seed production areas.

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



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GOOD PEOPLE TO KNOW



## Downside giving an upside

Whilst measures to try to contain the coronavirus pandemic continue to create market turmoil globally, the resulting downward press on Australia's currency could provide a much-needed silver lining for local grain exporters, according to Rabobank.

Rabobank senior grains analyst, Cheryl Kalisch Gordon said with the US-China trade war – which, though temporarily in the shadows, is an ongoing dynamic – coupled with OPEC's inability to reach an oil production agreement, global market fallout had now surpassed that of the GFC.

"Downside is playing out as dramatic stock market losses and record low bond yields and has unarmed central banks looking to government for fiscal support to keep economies from falling into recession," Dr Kalisch Gordon said. "Australian currency downside is, however, a silver lining in all of this for Australian grain exports," she said.

"With a 56 per cent year-on-year increase in east coast winter crop production for 2019/20, the best rain seen for a couple of years in many areas over the past eight weeks and a favourable three-month rainfall forecast, we have hopefully seen the worst of Australia's grain production slump," she said.

For grain pricing, Dr Kalisch Gordon said the industry was moving from local prices being at record levels above global benchmarks, to return to the position where global price movements would make a far greater difference to local prices than they have for two years.

But in returning to that global grain scene, she said it would be with a much softer Australian dollar.

"Three years ago, our dollar was trading around 77USc, and we now find ourselves with an Australian dollar well below 65USc. The depreciation of the Aussie dollar from 77USc to 65USc sees grain prices around AUD45/tonne higher than they would otherwise have been. This figure is around AUD3.70/tonne for every cent the Australian dollar has depreciated (in the range that wheat has been trading for the past two years)," she said.

"And the upside of Australia being so exposed to China and global markets," Dr Kalisch Gordon said, "is that whilst ever there is downside for those markets, there is downside for

the Australian dollar - that is, a lower AUD."

"The outlook for Chinese growth and global markets suggests that the Australian dollar will prevail closer to 60USc throughout 2020/21, and for Australian grains that supports a further AUD3-4/tonne for every cent below 65USc," Dr Kalisch Gordon said.

However, pricing compared to global competitors is of paramount importance to export grain, and she said the Australian dollar was not the only currency creeping down.

"While the Australian dollar is now trading more than 19 per cent below three years ago in US-dollar terms, the ruble is now 18 per cent lower in US-dollar terms than it was three years ago, and Argentina's peso is a whopping 75 per cent lower. By contrast, the Ukrainian hryvnia and the euro are actually three to four per cent higher in US dollar terms."

"The relatively uncompetitive pricing of US wheat exports due to the strength of the US dollar will however bring CBOT wheat pricing under pressure. In this situation, Australian local pricing will be gaining on its softer currency and losing on the global price benchmark," Dr Kalisch Gordon said.

She said with fundamentals still supporting a wheat price lift year-on-year for 2020 along with some wheat exporters' currencies having not depreciated and the Australian dollar in a sustained position in the low 60USc range, Australian wheat prices stand to remain supported by global factors, even as local basis narrows in growing anticipation of, hopefully, a great looking harvest for east coast Australia in 2020/21.

***Rabobank Australia & New Zealand is a part of the global Rabobank Group, the world's leading specialist in food and agribusiness banking. Rabobank has 120 years' experience providing customised banking and finance solutions to businesses involved in all aspects of food and agribusiness. Rabobank is structured as a cooperative and operates in 38 countries, servicing the needs of approximately 8.4 million clients worldwide through a network of more than 1000 offices and branches. Rabobank Australia & New Zealand is one of Australasia's leading agricultural lenders and a significant provider of business and corporate banking and financial services to the region's food and agribusiness sector. The bank has 93 branches throughout Australia and New Zealand.***

### Contractor selection made easier

When it comes to business, communication is key. Ensuring everyone has a thorough and clear understanding of what's required is a way to minimise risk and deliver efficiencies. Selecting a hay or silage contractor is no different.

Australian Fodder Industry Association (AFIA) life member and pasture conversation specialist Frank Mickan said there were three rules for dealing with hay and silage contractors.

"One, communicate, two, communicate and three communicate," he said. While this might seem basic, in reality guidelines and expectations set the foundation for a successful business arrangement. That's why communication is at the heart of the newly developed *AFIA Guide to Selecting a Hay or Silage Contractor*.

AFIA Chief Executive John McKew said the guide was made in consultation with AFIA members, including contractors, and provided a check-list of what should be discussed when engaging a contractor. "These are starting-points for conversations in the lead-up to harvest and during harvest," he said. "Using the guide, growers can have a structured discussion with their contractor and ensure all the important topics have been covered."

Cost, health and safety, machinery, moisture, post-contract and insurance are just some of the issues covered in the guide. The moisture section covers the vital topic of liability for baling or ensiling hay at too high or too low levels. It includes questions such as "have you agreed how you resolve moisture issues before the contract starts?"

There's also a moisture guide included. According to the *AFIA Guide to Selecting a Hay or Silage Contractor* moisture for export bales should be 10-14 per cent and 12-16 per cent for domestic bales - to a maximum of 18 per cent.

"This past year, in southern Australia, moisture was a continuous source of discussion between contractors and growers thanks to the wet spring interrupting harvest," Mr McKew said. "A clear understanding between contractors and growers about acceptable moisture levels can save a lot of time for both parties, and we all know time is limited during the busy spring period." The guide also provides questions which need to be addressed when it comes to the contract and payment terms. For example, "in the event of a dispute, how will you and the contractor resolve this?" The AFIA guide suggests including a section in the contract for conflict resolutions and disagreements.

Other general areas covered in the guide include: discussing dirt and rocks in bales before the contact begins, how much work does the contractor have on and what are the contingency plans if there's a breakdown? Can the contractor realistically fit in the work – can they be there when the crop is ready, or will they be busy somewhere else when the conditions are right? There's also a timely reminder to ensure growers ensure contractors have the appropriate levels of insurance and cover and also ask their contractor for a certificate of currency for insurance policy.

To read the free online guide, visit: [www.afia.com.au](http://www.afia.com.au) and follow click on the resources tab.

For more information or AFIA membership enquiries, please phone (03) 9670 0523



Northern Victorian hay and silage contractor Luke Felmingham of LKF Contracting was one of the AFIA members which helped put together the extensive guide.



AFIA members Wayne, Kerrie and Hayden Bowden from Bowden's Agricultural Contracting in Gippsland have extensive experience making hay and silage and they reviewed the new *AFIA Guide to Selecting a Hay or Silage Contractor*.



## The green-and-gold Nomia Bee

Over the last four years, a group of bee researchers from the University of Adelaide have been investigating 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/>), which is irregularly updated with new information.

In these snippets, we will highlight some of the bees we found.

Among the most abundant native bees on lucerne are a range of ground nesting halictine bee species. Within the halictine bees, two species of Nomia bees stand out: the smaller yellow-green Nomia bee, *Lipotriches flavoviridis*, and the larger green-and-gold Nomia bee, *Lipotriches australica*.

**The green-and-gold Nomia bee** is easily recognisable: it is a sturdy bee, slightly smaller than a honey bee, with a dark metallic green abdomen and two wide orange bands towards the back. It is a common species in southern Australia, a generalist pollinator that is often seen on crops. We have observed this species collecting pollen from lucerne, apple, canola and berries.

Mid-spring, the females emerge and make, or re-use, shallow nests in sandy soil (10 – 40 cm in depth). The solitary females produce a number of daughters, which will then assist her in producing the second generation of males and females, which emerge in mid-summer. The new generation mate, the old females die and the young, mated females forage before overwintering.

**Adult bees are present from mid-October until the end of March.** This prolonged adult presence has two important consequences. First, adults will be around to pollinate lucerne whenever the farmer decided to shut up the crop for seed. Second, the bees need food in the environment when the lucerne is not in flower.

We are currently formulating advice about suitable local native plant species for hedgerow plantings and whole area revegetation that support native bees. Hedgerow plantings include local native Banksia, Leptospermum, Melaleuca and



*The yellow-green Nomia bee (top) and the green and gold Nomia bee (bottom).*

Eucalyptus species, bottlebrush and sweet Bursaria. If you are interested in plantings, get advice from your local native nursery, Trees for Life or Greening Australia or send us an e-mail.

Watch this space for the announcement of the full planting information!

*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.*



Australian Government  
Department of Agriculture,  
Water and the Environment



AgriFutures™  
Securing  
Pollination

As we work through the busiest time for the Barenbrug production and procurement team, with harvest, cleaning, receivals and new contracting, it has been determined that whilst we deal with the COVID-19 situation the best course of business is for the production team to work from home where possible and contact growers via phone, email or skype.

We acknowledge that life goes on outside this pandemic crisis, and thus, if we are required to attend a farm to provide agronomic advice or finalise production contracts we will look to abide by these principles;

- Attend the farm at the farmer request only
- Double check to ensure the farmer is comfortable with our visit
- Avoid handshakes and close personal contact

- Use hand sanitiser regularly
- Limit the time of the visit to under 1 hour and if possible ensure discussions are in open air situations rather than indoors.

Barenbrug continues to be active in the market and thus have opportunities for production ha this season, not only with Lucerne but also with Sub Clover, Woolly Pod Vetch and Forage Cereals.

To discuss any of these opportunities, or to register your public and uncertified crops for sale please contact;

Richard Prusa	0408 851 411
Tom Botterill	0439 384 375

Good luck with the rest of your Lucerne harvest!



### Special General Meeting

Lucerne Australia held a Special General Meeting on Tuesday March 3rd 2020 at Keith Football Clubrooms.

The Motion *'That the annual administration fee for Lucerne Seed Producer Members and Lucerne Grower Members of Lucerne Australia increase from \$250 to \$400/annum'* passed unanimously.

This will come into effect for the 2020/2021 Membership Year.

## Dairy Situation and Outlook - will a short-term crisis derail dairy demand?

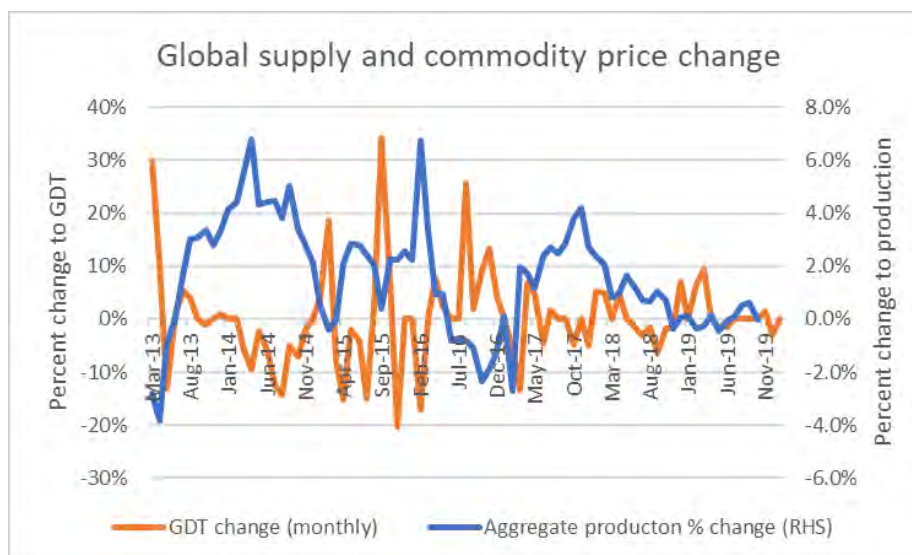
Whilst a majority of dairy produced in Australia these days winds up on the domestic market, global commodity prices still drive returns throughout the supply chain. Thus, any change to global supply and demand balances, will affect returns throughout the local dairy industry. Milk production in New Zealand (NZ), the United States (US), the European Union (EU) and Australia acts as the main supply drivers, whilst one country tends to dominate demand-side sentiment. In 2019, 21% of the world's dairy exports was destined for Greater China (China, Hong Kong and Macau). For Australia, China is the single-largest market with a 33% share and roughly 12% of all Australian milk produced ends up on the Chinese market.

When threats of disruption to Chinese demand arises, such as the outbreak of African Swine Fever (ASF) or Coronavirus (covid-19), market sentiment is quick to react. China is a significant demand creator and stable trade conditions are key to keep international demand for dairy supported. However, the question is, how much do these types of disruptions actually impact the global market balance?

Over the past decade, changes in global supply have had a seemingly larger influence on commodity prices compared to demand. While buyers can change purchase decisions in response to price movements, supply is less reactive. Milk production is slow moving and heavily influenced by outside factors, such as weather conditions at critical points in the production season. Therefore, it tends to drive commodity price changes, in the short term, instead of responding to them, as evident in the chart where indicative pricing tends to lag supply. Whilst the outbreak of covid-19 has spooked markets, global supply over the next few months is more likely to affect actual returns.

For a demand-side disruption to alter commodity values, it needs to fundamentally change overall interest in a product, and not just temporarily shift sentiment. As such, overall demand for dairy in a country would seem to matter more for markets balance than sentiment reaction. Over the past ten years global imports into China have increased 259%. This represents a genuine growth in baseline demand for dairy, that is unlikely to disappear even at the face of momentary disruptions.

The overall effect of dairy trade will therefore depend on the length of a disruption and its underlying impact on overall demand. This can easily be forgotten during crises when markets tend to panic and produce substantial price fluctuations. The disturbance caused by covid-19 has contracted dairy commodity prices, however, the drops have so far come in below expectations as fundamentals remain supportive. Covid-19 is causing a multitude of logistical and distribution challenges, with container availability becoming an issue and blank sailings delaying product delivery into China. It has, however, yet to have any visible impact on overall demand, except for foodservice, with some provinces in China already starting to return to 'business as usual'. An incident like the covid-19 immediately drives sentiment, but it doesn't necessarily alter fundamentals. If, however, the spread worsens it is expected to impact other factors, such as global economic growth, which generate flow-on effects to all trade. While dairy demand for now looks reasonably well supported, an extended outbreak could seriously disrupt and challenge trade with negative impacts for the Australian dairy industry. Time will tell if the virus will have any sustained impact on demand



Source: GlobalDairyTrade, Dairy Australia

As you may well be aware, S&W Seed Company acquired the business Pasture Genetics Pty Ltd on February 21, 2020.

This acquisition not only compliments our current export business but will also give us a greater portfolio of products that we can offer Australian farmers in assisting them on the best possible pasture seed option regardless of what month of the year it is.

So what does this mean for lucerne seed producers of both businesses? We are continuing with all of the S&W and Pasture Genetics production crops and will be looking to expand areas in the next 12 months in certain dormancy

ranges along with our new S&W lucerne products to be released soon as well.

We are currently seeing exceptional demand for all pasture species as the Eastern states continue to receive welcome rains after their long period of drought. This along with some improved export demand should certainly help in reducing inventory levels of most products as we move towards the 2021 harvest year.

If you require any further information on potential production crops please contact Peter Gibbs on 0427 574027 or [petergibbs@swseedco.com](mailto:petergibbs@swseedco.com)

### COVID-19 Information Hub for the Primary Industry Sector in SA

PIRSA has completed an information hub for COVID-19 which is available at [www.pir.sa.gov.au/covid19](http://www.pir.sa.gov.au/covid19)

There is lots of information out there at the national and state level, so hopefully this will assist in accessing the relevant information for your business – easily.

This information hub and content will be updated as new information becomes available.

#### The portal currently contains:

- COVID-19 Hotline 1800 253 787
- Latest updates and announcements
- Border closure information
- Business support information and links

#### Food and Agribusiness information including:

- Food safety
- Protecting my workforce
- Dealing with customers who are ill or staff waiting on a test result
- High level information on what to do if an employee is positive
- Animal health risks
- Visa extensions
- Livestock auctions
- Mental health support

Information relevant for other individual states can be found on the respective State Agencies websites.



Lucerne Variety Trial Harvest March 2020  
(Photo: Kalyx)

## Naracoorte Seeds Update

By Joshua Rasheed, Public Lucerne Seed Trader

### Pasture Seed Selling Out

Please all be aware that many pasture seed species are either getting very tight for supply or selling out. A mad rush for pasture seed & cereals first came from the Eastern states in February & March, once they finally received significant rainfall. The Eastern states are still continuing to purchase, but now we have many local growers placing early orders for seed for the fear of the unknown impact Corona Virus will have on seed supplies.

If you haven't placed your pasture seed or cereal orders yet, please call Naracoorte Seeds to discuss your requirements. Office (08) 8762 1944.

### COVID-19 Measures

Naracoorte Seeds prides itself on delivering a high level of service to all customers. Even through these unforeseen times we will continue to do our utmost to continue to

deliver this service. We will however be implementing additional preventative measures to ensure the health and safety of our staff and customers.

These additional measures include:

- To ensure the safety of our staff we will no longer be arranging farm visits.
- Please contact our office for any seed requirements via phone or email – please avoid coming into the office if possible.
- Please call our office prior to collecting seed so we can ensure it is ready and minimise waiting times.

These measures will remain in place until further notice.

As always, Naracoorte Seeds remain active purchasers of public lucerne seed. Please feel free to call me to discuss. 0427 790 655.

# Farm insurance that knows you mean business.

For farm insurance call 1300 934 934 or visit [wfi.com.au](http://wfi.com.au)

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.





Irrigated Lucerne harvest is now in full swing in the upper southeast and weather conditions although threatening have remained dry to allow for a timely harvest with minimal losses.

Late January's rainfall event was timed well from the seed growers perspective with many stands on the end of flowering and just on the point of starting to ripen so minimal damage occurred to crops. With falls between 35 and 80mm locally, grazing stands got a much-needed boost and many stands managed to put on 3-4 weeks of growth but dry conditions since has meant that many have now been fed off. The dry summer with only the one significant rainfall event was largely favourable to hay producers as well with solid yields and pricing occurring although demand has softened with the long-awaited rains through large areas of the eastern states and some pastoral areas.

A very small dryland harvest occurred this year with variable yields. Those paddocks locked up early and that had been winter cleaned early to preserve moisture yielded respectably whereas those paddocks locked up later with less available soil moisture struggled to yield well or were abandoned before harvest to be grazed. The dryland area was the lowest area we have seen for many years and I would estimate it to be only 10% in terms of area compared to a big year.

The irrigation season gave a few challenges particularly with a number of temperature spikes through the season, a 49.2 degree day with 60km/hour wind gusts did some damage to flowers and caused tipping on many stands but they did seem to recover and set seed again. So far yields have been generally

strong but with a fall away on stands that struggled for moisture or in varieties that don't have genetic yield potential. Native budworm pressure ramped up over the xmas new year period and highlighted the need for consistent and regular monitoring of Lucerne seed crops with reinfestation's occurring within 5 days after spraying due to consistent hot weather and north winds blowing in new flights. High aphid numbers also occurred later in the summer that needed controlling. Mirid numbers were relatively low due to the dry conditions. Seed wasp numbers were relatively light although we did see a moderate increase in numbers after the rain and in later crops. The lack of dryland Lucerne & summer rain over the last 2 seasons has kept numbers low but the small spike in February certainly demonstrated that the pest is still an underlying threat and growers should be grazing unharvested stands before they set seed.

Growers are reminded to continue to control lovegrass in seed stands even when doing hay, I have seen a number of stands where growers have changed their mind on doing hay and swapped back to seed at a stage too late for lovegrass control, this can potentially limit markets and or lead to higher cleaning costs and losses.

Growers are now awaiting price and demand indicators to plan 2020 Lucerne plantings and variety selection but given the current state of play with Covid-19 it could take some time.

## New Exotic Pest Awareness

AgriFutures Australia is encouraging all industries to be vigilant in the wake of the first mainland Australia detection of fall armyworm (*Spodoptera frugiperda*).

In mid-February 2020, Biosecurity Queensland confirmed fall armyworm had been detected for the first time on Australia's mainland in the Torres Strait and Far North Queensland.

Fall armyworm is an exotic pest known to feed on more than 350 plant species, including rice, cotton, sorghum, maize, sugarcane, wheat, vegetable crops like corn and pastures including lucerne.

Larvae of the fall armyworm are most active during late summer and early autumn months. The adult moth can fly long distances and its migration rate is remarkably fast. As well as natural dispersal, it can also be spread through movement of people. Destruction of crops can happen almost overnight when infestation levels are high.

While this pest is native to tropical and subtropical regions of the Americas, since 2016 it has rapidly spread to and throughout Africa, the Indian subcontinent, China and Southeast Asia. As fall armyworm does not diapause (suspend development) during the pupal stage, populations are unlikely to establish in areas where temperatures fall below 9-12°C and where frosts occur.

Further information can be found at:

- Queensland Government: [business.qld.gov.au/fallarmyworm](https://business.qld.gov.au/fallarmyworm)
- Australian Government Department of Agriculture, Water and the Environment: <https://www.agriculture.gov.au/pests-diseases-weeds/plant/exotic-armyworm>
- NSW Department of Primary Industries: <https://www.dpi.nsw.gov.au/biosecurity/plant/insect-pests-and-plant-diseases/fall-armyworm>

**The latest annual statistics for non-intentional farm related incidents in Australia reinforce why a serious culture shift in work health safety (WHS) is needed if the agriculture sector is to shake its hazardous reputation.**

Figures collated by AgHealth Australia revealed 58 on-farm deaths were reported in 2019\*, down from 68 cases in 2018, with quad bikes and tractors again reported as the leading causes of injury.

AgriFutures Australia is funding research to enhance farm health and safety as part of its National Rural Issues Program, working alongside the Rural Safety and Health Alliance (RSHA). The 2019 report Non-intentional Farm Related Incidents in Australia highlights the total on-farm deaths, causes of injury, fatalities by age and gender, as well as the estimated economic impact of fatal injuries.

Updated bi-annually using data collated by AgHealth Australia, based at the University of Sydney, the report aims to provide comprehensive evidence to build preventative approaches for the safety and wellbeing of people in Australian agriculture.

AgriFutures Australia's Senior Manager, Business Development, Jen Medway said the statistics show we still have a long way to go before agriculture can be rid of its 'dangerous industry' reputation.

"It's no secret agricultural work involves significant risks with fatalities and serious injuries continuing to occur at a rate higher than other sectors. This is why Australia's Rural Research and Development Corporations (RDCs) are committed to reshaping the conversation around farm and fisheries work health and safety," said Ms Medway. "We're taking a collaborative approach through the RDC-funded RSHA to compile the data and use an evidence-based approach to improving safety across our agricultural, fisheries and forestry industries."

RSHA Executive Officer, Andrew Barrett explained the RSHA is focused on projects to leverage leadership on health and safety, decision making with better data, as well as improving the quality of communications around health and safety to give the sector the best chance of making real impact at the farmer and fisher level.

"People are agriculture's most important asset and to save lives we need to address risks with fatal potential," said Mr Barrett. "Critical risk and control is not new to producers. They are managing these all the time; when buying or selling stock, choosing varieties to sow or harvest timing. These are all decisions with big impact. Arguing with gravity when working at heights, conductivity when working with electricity or the speed of a rotating power-takeoff is about as effective as arguing with the weather.

"Managing health and safety risks with effective controls is good business, and the only way we are going to curb the sector's concerning safety record."

Digging into the numbers, the 2019 statistics also reveal a staggering economic impact, with on-farm fatal injuries costing the sector over \$113 million, on average \$1.95 million per incident. What the numbers don't measure are the social costs associated with fatal events and serious injury.

"The true impact of serious safety incidences are felt much wider than the economic evaluation would suggest, but fortunately we are starting to see a trend towards an improved safety record for the sector. It is an uncomfortable conversation but an important one anyone working in agriculture needs to have if we are to see a sustained reduction in the number of on-farm fatalities and injuries," said Ms Medway.

**The 2019 Non-intentional Farm Related Incidents in Australia Annual Statistics are available via the AgriFutures Australia website:** <https://www.agrifutures.com.au/product/non-intentional-farm-related-incidents-in-australia-2019/>

**Learn more about the Rural Safety and Health Alliance via:** <https://www.rsha.com.au/>

*The RSHA is jointly supported by AgriFutures Australia, Australian Eggs, Australian Pork Limited, Australian Wool Innovation, Cotton Research and Development Corporation, Dairy Australia, Fisheries Research and Development Corporation, Grains Research and Development Corporation and Meat & Livestock Australia.*

\*Fatal cases for the reporting period could increase due to a lag in data collection method.

\* *Do you and/or your staff currently need to undertake any workplace training to assist you to meet your Work Health and Safety obligations i.e. Work Safely at Heights or Forklift Licence?*

\* *Would you be interested in having access to accredited training and assessment offered in Keith by a registered training organisation (RTO) to minimise travel and cost? (once current restrictions on crowd gathering cease)*

\* *Register your expression of interest by email to [info@lucerneaustralia.org.au](mailto:info@lucerneaustralia.org.au)*

# LUCERNE EXPORT STATISTICS from AUSTRALIA -January 2013 to 2020

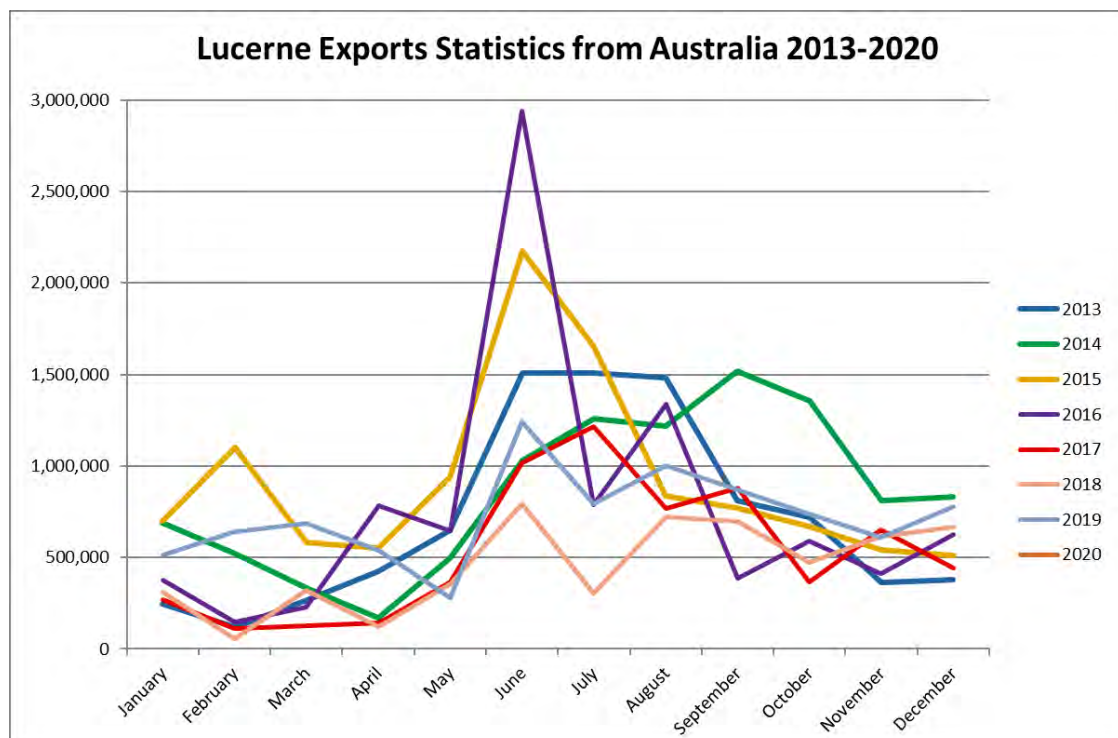
Courtesy of Teague Australia



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		
Mar	269,091	334,033	582,929	227,050	127,000	321,205	684,044		
Apr	424,057	171,816	549,340	784,031	143,025	123,100	536,501		
May	647,509	495,472	940,000	644,704	363,023	355,575	281,335		
Jun	1,509,605	1,029,000	2,176,805	2,942,685	1,018,477	794,995	1,239,461		
Jul	1,510,278	1,260,782	1,649,080	786,450	1,214,352	303,288	792,380		
Aug	1,482,357	1,217,121	834,178	1,339,684	767,256	721,730	1,002,472		
Sep	811,667	1,516,965	770,857	388,207	882,195	698,665	871,762		
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>		

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.

# PIRSA news

## Agricultural technologies in South Australia survey

have your say



### Help to unlock the potential for South Australia

Calling all people involved in primary industries, research, or agricultural technologies (AgTech).

The State Government, through the guidance and advice of the AgTech Advisory Group, is creating an AgTech strategy for South Australia to encourage greater uptake of technology on-farm to increase productivity and profitability.

This survey is the first step in putting together a blueprint to make South Australia a leader in AgTech.

Follow this link to take the survey <https://www.surveymonkey.com/r/BLTJYS2>



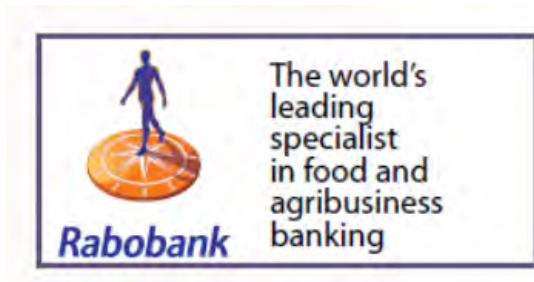
# Lucerne Australia Members

Adlington, S & V	Forster SA & KA	Kinyerrie Partnership	Richardson, AJ & MJ & Son
Allen's Warrawee Park	Fry, AL & JE & Son	Kuchel, DJ & CE	Rillamead Pty Ltd
Altus, TJ & JL 'Moonmera'	Glendoon Pastoral Co	Lake Ellen Pastoral	Rowett, NJ & LK
Bergan Park	Graetz S & H	Leach, PJ & Co	Ryan, GT & WB
Berry, S & J Family Trust	Harvey, M & K Family Trust	Loller, B & L	Sanders, DE & FM
Brecon Proprietors	Hawkins, MM	Makin Nominees	Sanders, GE & LM
Brown, DC & DG	Hunt, DB & JS	Mardango Props	Sanders, SN & DA
Cacia Downs Farming Co	Hunt, IK & SA	Maroona Proprietors	Sanders, RJ & ED
Circle H Farms	Hutchings, SC & CA	Martin, JP & SGP	Scottswell Partners
Colara Farms	Hyfield Pastoral Pty Ltd	McMurray, BJ & CB	Shepherd, JE & Co
Connor Pastoral Co Pty Ltd	Jaeschke Partners	McMurray, JA & KA	Simpson, GE & TM
Corlinga Partners	Jarra Farm Trust	McWimay Ptd Ltd	Twynem Partners
Crawford, CJ Pty Ltd	Jesse, Cameron	Nalang Pastoral Co	Vowles, B, K & M
Creston Partners	Karatta Pastoral	Newfair Investments P/L	Wallis, PA & ML
Crouch, RJ & Co	Keller Partners	Newton Pastoral Pty Ltd	Wilsdon, RE & TK
Farmer, BL & RE	Kenwyn Proprietors	Nupez Pty Ltd	Wilson, K & B
Florando Partners	Kester, R.J & J	Obst, MB & SC	Zacker Pastoral P/L



# Lucerne Australia Sponsors

## GOLD



## SILVER



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Alpha Group Consulting

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Wickham Flower

Wilchem

Wise Farm Equipment



## DO YOU KNOW THE EXECUTIVE COMMITTEE MEMBERS

Got a question for Lucerne Australia? Contact the Executive Officer or any of 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



### **Bruce Connor, Grower Member**

Bruce was born on the family dairy farm at Mt Compass. He relocated to a property at Tintinara in the late 1970's to grow out replacement heifers. He and his family now farms beef cattle, cropping, dryland and pivot irrigated lucerne for hay and seed. Contact: 0428 835 310.

### **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.