



Lucerne Variety Trial



ISSUE 52
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With the season looking good generally for seed set across the lucerne production area, much interest was shown in the Lucerne Australia Variety Trial at the first Field Day on Wednesday 27th February when almost 60 people visited the site.

LA executive members, Simon Allen, whose property is hosting the trial, and Scott Hutchings, from the water management committee, explained how the moisture data from probes, supplied by the Alpha Group has been used in conjunction with visual assessments of the plants to dictate the different water schedules.

At this stage, all the plots are looking very good, but the final analysis of how the different water regimes may have impacted, will be determined with the seed harvest.

Kalyx staff, Rebekah Allen and Nic Amos were on hand to explain the results of the herbage cuts. While the initial cuts were inconclusive the data is now becoming more solid as the seedling stands mature.

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



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GOOD PEOPLE TO KNOW

The fodder market was relatively stable over summer, despite many national climate extreme events. Autumn marks the closing of harvest and farmers are starting to get a clearer picture of future market possibilities.

It has been a hot, dry summer for much of the country. Northern Queensland's rain came late in the season and caused major flooding. Southern Queensland, parts of New South Wales, Victoria, Tasmania, South Australia and the southwest of Western Australia had a relatively dry summer, with many regions browning off early.

There were many reports of crop-failure in New South Wales this summer. Southern QLD and many regions in NSW reported crop failure in crops planted with the late spring rains. North coast NSW had an unusually dry summer. Many farmers in this region did not plant summer crops and tropical grasses have not been growing. It is not yet too late for tropical grasses however the region will need some good rainfall and follow-up rain early March. Bega has received some good rainfall this summer and remains visibly green. Many farmers near Bega have been making as much of feed as possible this summer to avoid the need to purchase fodder.

Hay making in southwest Victoria, southeast South Australia and Tasmania is now complete. These regions had a good season with crops producing high yields. Hay was carted from southwest VIC all across the state and continues to compete with local markets. While Gippsland did not produce much feed this season, a lot of low-grade pasture hay was made in the south of the region. Despite the quality, this hay moved very quickly and there is now little available. The prevailing dry conditions and high water prices has lead many farmers in the Goulburn Valley, Riverina and central west NSW to stop watering lucerne early. There are reports that the equine industry is concerned that there will be limited supply of

suitable high quality feed available this season.

The demand for feed has not changed much over summer. In the last couple of weeks, demand has firmed slightly however it is far from its peak in 2018. Hay continues to be transported all across the country and alternatives such as canola hay and silage are starting to move. Demand has been strong in north coast NSW where the unusually dry summer has depleted local hay supplies. Farmers have had to start hand feeding as much of the country is browning off early. It is anticipated that there will be a high need for feed this year and many farmers are searching for alternative feeds at competitive prices.

Farmers throughout the nation continue to try and make their own feed and many farmers in the Goulburn Valley and the Macalister Irrigation District have planted pastures of sorghum or millet. In the Darling Downs feed continues to be in very short supply. Farmers in this region continue to source alternative feeds baling sorghum, millet, corn and sorghum stubble. The impact of the floods in Queensland and farmer's efforts to be conservative with feed purchases will help ease the market, however with the limited feed available and prevailing dry conditions for parts of the nation many anticipate a shortage in fodder.

Western Australia had a good hay-producing season with feed tests showing high quality hay. Prices have firmed accordingly. Many farmers in the southwest of the state have had to start hand feeding early due to the dry conditions. These farmers are trying to minimise hay purchases due to the high price and trying to get by with the feed they have.

After a poor start to the hay season, Tasmania had a great finish. Despite they dry conditions along the southeast of the state, there is currently an oversupply of hay in the local market. Late rains produced a soft finish and high yields throughout the state.



While Australian milk production continues to fall, global markets remain balanced .

Feed costs remain elevated and the weather continues to play havoc on drought affected regions. Dairy Australia’s recently released Situation and Outlook report shows that water costs continue to weigh heavily on farm profitability and overall input costs on dairy farms are likely to remain high. While the feed shortage and cost pressures are expected to remain relatively unchanged, many turn their hopes to global markets for better news.

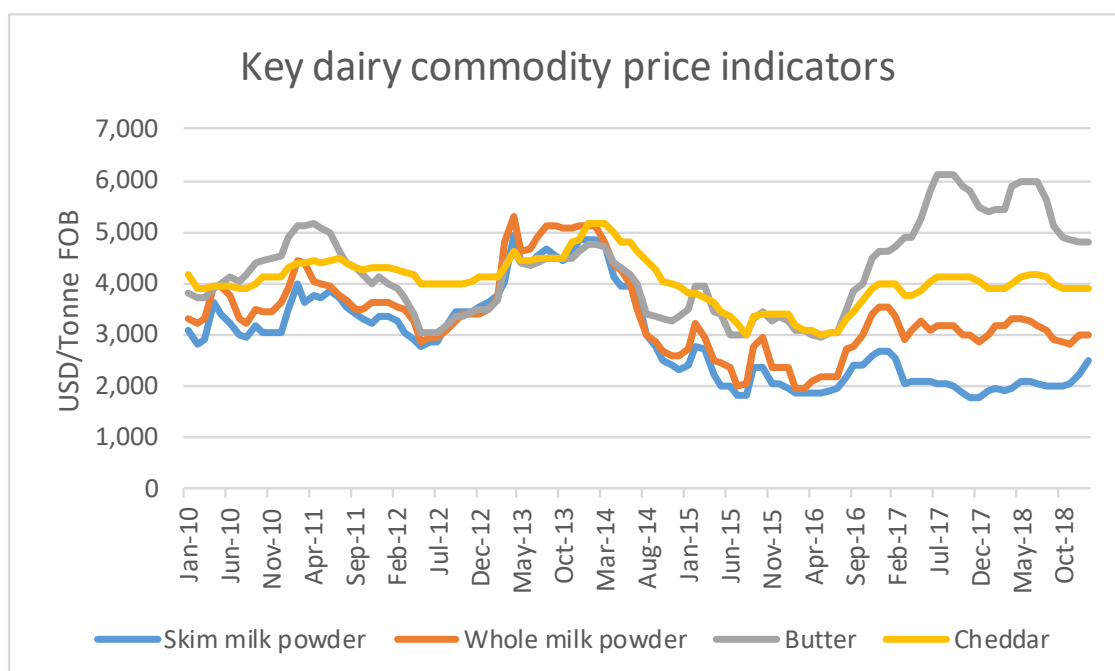
The strong New Zealand production season continued to weigh on global markets during the end of 2018. New Zealand experienced a very favourable start to the 2018/19 season, with weather conditions across most dairy regions remaining supportive of pasture growth through the spring. For the (June to May) season to January, milk production is up 4.9% on a volume basis. This contributed to a fall in prices of major dairy commodities. From 2019 global markets have started to recover. The GlobalDairyTrade (GDT) platform delivered price increases for the past six events, partly driven by a stronger demand from major markets.

Demand for dairy has grown over the last year in China, Japan, southeast Asia and in the Middle East and North Africa region. Greater China (PRC, Macau and Hong Kong) is home to close to 30% of the world’s dairy exports. In 2018 dairy imports to China remained subdued, which

impacted global commodity prices for major dairy products. Combined with only a modest growth in local milk production, stocks of dairy in China has started to run low. Towards the end of 2018 China has re-entered the dairy market and increased purchases of dairy products. In 2019 China is forecast to be an active buyer on the world market and looks set to partly absorb some of the extra supply available this year.

Domestically demand for dairy remains stable. While sale volumes only grew modestly over the past twelve months, sale values increased more. Healthy growth in higher value subcategories, such as flavoured milk, premium dairy desserts and probiotic yoghurts, drove value growth for these major categories. Cheese sales continued to expand and butter sales grew 0.9% over the past twelve months, marking the first increase in sales volume since the global butter price rally.

With limited feed available and the mercury set to stay high, milk production volumes are expected to continue to fall year-on-year. Dairy Australia’s forecast for 2018/19 milk production has been updated to reflect the continuing challenges on-farm. The current forecast is for a national decrease of between 7% and 9% relative to 2017/18. Global demand is improving and looks set to balance global markets in the months to come. When and if any improvements in global markets will translate to a better domestic outlook is still uncertain. As the milk pool shrinks however, passing any gains on will become more urgent if access to milk is to be maintained.





Rabobank




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Low Availability Will Drive Price Growth

Rabobank expects the growth in land prices to continue during 2019, primarily supported by a very low number of properties for sale and continued strong demand from buyers with long-term growth strategies. Despite some farmers experiencing low operating profits in 2018 due to the drought, most farmers enter 2019 with their balance sheets in a strong position. Those farmers with expansion intentions remain in a position to do so.

Nationally, the number of farmers who intend to purchase land in the next 12 months has declined YOY, although this varies significantly between states and regions. According to the Rabobank Rural Confidence survey, the number of NSW farmers intending to purchase a property in 2019 declined 7.1% relative to 12 months prior. This is in contrast to Western Australia, where the corresponding figure increased 7.4%. A season of high-grain prices and yields has boosted appetite and increased capacity for land purchases.

Despite the decline, demand for property still heavily outweighs the number of properties on the market. Rabobank estimates that the number of property sales has fallen up to 50% YOY, and more than halved from 2013 to 2018. While improved seasonal conditions may send more properties to the market, Rabobank expects the number of properties on the market remain at a low level.

Over the next 12 months, we expect that macroeconomic tailwinds will continue to soften, providing less support to land price growth. Rabobank expects prices of major commodities to continue to trade at profitable levels, although production levels will be the biggest variable on farm-operating profit and in turn purchasing power in 2019. We expect borrowing costs to remain stable during 2019, remaining well below the ten-year average. Rabobank forecasts global economic growth to decline for the second consecutive year. Volatility stemming from trade wars will continue to be a key risk factor for land prices.

Agricultural Land

What to Watch

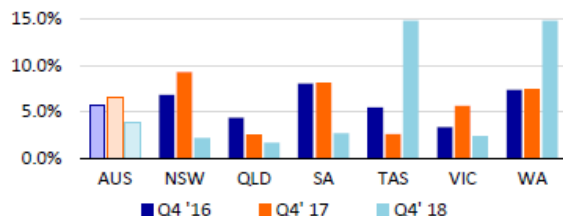
- Falling residential house prices have been making headlines of late. The latest data from the ABS, shows that residential property prices fell 1.5% in Q3 2018. If house prices suffered a major fall, what would that mean for ag land? We argue that it would at least hold value for two reasons. Firstly, ag land would increase in attractiveness to investors because it is not generally correlated with other asset classes. Secondly, a fall in house prices would lead to a weaker AUD, making land more affordable to foreign investment. So in the event of a significant downturn of residential property, we see that ag land could become a 'safe haven' for investors.

Decreased demand outweighs availability



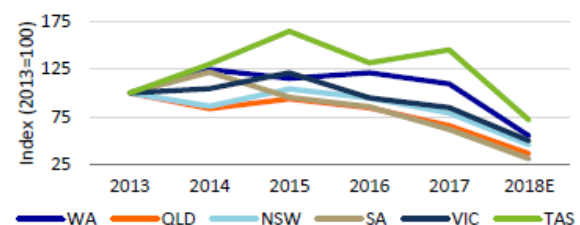
Rabobank

Percentage of farmers with intentions to buy land within 12 months



Source: Rabobank Confidence Survey 2019

Number of property sales



Source: Rabobank, 2019

Macroeconomic tailwinds are softening

		Previous five-year performance	12-month outlook
Commodity Prices	We expect prices of most major commodities to remain trading in a profitable range in 2019.	●	●
Climate	BOM's El Niño Southern Oscillation (ENSO) outlook is on El Niño watch.	●	●
Willingness & openness of global trade	Trade war between US and China has reached a temporary truce for the last couple of weeks, but remains a large risk for Australian agriculture.	●	●
Foreign exchange	Rabobank's 12-month forecast for AUD/USD is 0.68	●	●
Cost of funds	We expect the cost of funding for all banks to remain stable during 2019.	●	●
Global GDP	Rabobank has forecast global GDP growth to fall 0.1% in 2019 to 3.5%.	●	●

Key: ● Supportive ● Mixed influence ● Unsupportive



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Terms & Conditions

1. The only persons who may enter and be awarded prizes are Australian residents. Employees, contractors or immediate family members of WFI, its related bodies corporate and any individual under 18 years of age are ineligible to enter the competition. "Immediate family" means spouse, defacto, parent, natural or adopted child and sibling whether or not they live in the same household as the employee. 2. In order to enter the competition entrants must complete this entry form agreeing to receive a quote on their insurance requirements from WFI. Only one entry per person and only complete entry forms will be accepted. 3. DURATION The competition commences at 8.00 hrs on 1st February 2019 and ends at 16.00 hrs on 30th June 2019. 4. PRIZE Weber valued at \$1,000. 5. SELECTION OF THE WINNER Winner to be drawn at 16.00 hrs on Monday, 1st July 2019 at WFI, Phoenix Plaza, Cnr Calton Road & High Street, Gawler. 6. Winner will be contacted by WFI within five business days of the draw. 7. Where a prize remains unclaimed three months after a draw, WFI will conduct a redraw at 10 am on Tuesday, 1st October 2019 at Phoenix Plaza, Level 1, Cnr Calton Rd & High St, Gawler. 8. Entries received after the closing time will not be considered. All entries become the property of WFI, 46 Colin Street, West Perth WA 6005. 9. The details contained in your entry are protected by security safeguards as are reasonable in the circumstances to prevent loss, unauthorised access, use, modification, disclosure and misuse. The names and addresses of entrants are being collected for the purpose of conducting the competition and will also be entered into a database for the future purpose of offering WFI's products and services up to the nominated renewal date. At any time, should entrants wish to be removed from this database or stop receiving marketing material from WFI, contact 1300 934 934 or email privacy@wfi.com.au. Under the Privacy Act we are required to make you aware of how we will collect and use the personal information that you provide to us. This information is contained in our privacy statement which is available online at www.wfi.com.au or by contacting WFI on 1300 934 934 or emailing privacy@wfi.com.au. 10. The Promoter makes no representations or warranties as to the quality or suitability of any goods and services offered as prizes. 11. The Promoter is Insurance Australia Limited (ABN 11 000 016, 722 AFSL 227681) trading as WFI (WFI).

Naracoorte Seeds- Market Report

by Joshua Rasheed, Public Lucerne Seed Trader Ph: 0427 790 655

With not a lot of public lucerne seed being available for sale over the past quarter due to 2018 carry-over stocks being at low levels, as reported last quarter, it was not unexpected that it was going to be one of our quieter marketing periods. The past quarter has seen us pretty much clean up carry-over stocks of public lucerne seed and now our attention is focused on securing forward contracts from international buyers for the 2019 harvest.

As I write this quarterly report growers have just started to harvest irrigated crops. Early reports indicate yields are quite good, which is encouraging as area has been reported to potentially be 40% down on the previous few years. Dryland crops have also been harvested and they have come off better than expected, but again area for dryland crops is down significantly.

Forward sales for certified Lucerne seed have predominately been quiet, but we have seen some activity coming out of Saudi Arabia over the past month which is encouraging. Our other main market Argentina, which has historically been an important market, is not looking like they will be all that active early due to carry-over from the past few years, but we are still expecting sales to occur later into the season.

Uncertified lucerne seed enquiries have been quiet over the past

quarter, but we haven't really had a lot to sell as carry-over stocks are also low. It will be interesting to see how much uncertified lucerne seed will be around to sell from the 2019 harvest with production area well down. Many growers have cut hay and/or run livestock on their Lucerne seed paddocks this year and I would expect a reasonable percentage of those paddocks would be uncertified paddocks? Time will tell, but potentially our uncertified crop could be well down on previous years?

On a different note, you would all be aware of the devastating droughts that have affected large areas of Australia over the past 12 months. These droughts have directly affected the amount of pasture seed that will be available for sale this season and it is expected these areas may require reasonable quantities of pasture seed to reinvigorate their paddocks. This being said I would encourage anyone looking to sow pastures this season to make sure you have your seed requirements ordered early to save missing out due to stocks selling out.

If you would like to know more about any of the above please feel free to give me a call and as always Naracoorte Seeds are active purchasers of public Lucerne seed, so please call to discuss on 0427 790 655.



Australian Certified Alfalfa Seed

Variety	2015/2016			2016/2017			2017/2018			2018/2019		
	Area (ha)	Yield kg/ha	Production (mt)	Area (ha)	Yield kg/ha	Production (mt)	Area (ha)	Yield kg/ha	Production (mt)	Area (ha)	*Estimate Yield kg/ha	Estimate Production (mt)
Aurora	242	393	95	264	443	117	386	207	80	485	383	186
Hunterfield	47	660	31	31	323	10	31	161	5	12	419	5
Hunter River	120	558	67	110	245	27	110	227	25	77	378	29
Sequel	133	444	59	163	491	80	148	331	49	111	464	51
Siriver	2,794	534	1,491	3,171	346	1,097	3,138	361	1,133	2,248	455	1,022
Proprietary	17,291	294	5,086	21,449	198	4,248	21,887	223	4,870	11,423	262	2,993
Total	20,627		6,833	25,188		5,579	25,700		6,162	14,356		4,286

*Teague Australia Pty Ltd estimated yield for 2018/2019 based on the average yield of the last 3 years + 10% based on early harvest returns

This table is compiled from data supplied by the Australian Seeds Authority and updated as at 28th February 2019, it relates to certified seed production only.



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- Magnetic separation
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- Despatch anywhere in Australia
- Seed sales
- Marketing
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- HACCP Certified
- DAFF (AQIS) accreditation
- Seed Services Australia accreditation
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- Bulk grain storage at Keith
- Convenient locations

Want to know more?

Contact any of our experienced team

BORDERTOWN

Ph: (08) 8752 0054

Fax: (08) 8752 2589

Email: bordertown@tatiaraseeds.com.au

KEITH

Ph: (08) 8755 3300

Fax: (08) 8755 3312

Email: keith@tatiaraseeds.com.au

SEED SALES

Ph: (08) 8752 0024

Fax: (08) 8752 2589

Email: seedsales@tatiaraseeds.com.au

by Colin Grant, International Sales and Marketing Manager Ph: 0403 465 515

Our 2018 calendar year closed with industry wide exports totalling 5,434mt, which was the lowest exported amount for at least 7 years and around 900mt lower than 2017 exports. While overall industry export numbers were low, a late, albeit brief surge in the last quarter of 2018, certainly aided in making the overall result much better than what many were predicting.

So as farmers gear into full harvest mode for lucerne seed most are now asking what is the current state of play in the international markets?

It's a simple question but one that still receives mixed signals from around the globe. The positive is that there has been an upturn in interest for lucerne seed compared to this time last year and certainly believe we have now put the worst behind us.

The Saudi Arabian market, while being subdued in 2018 calendar year, has started to show some signs of recovery although they are remaining somewhat cautious around committing to buying seed as they still have some inventory supply and have continued a very strong focus on Rhodes Grass imports from Australia. Other countries in the MENA region are somewhat active but overall quantities are not large.

Argentina remains depressed as they continue to have a carry

position and early season sales in that market appear to be a little slow. They are still being offered cheaper Italian seed and a continued weak peso has meant that this market is still behind some others in the recovery stakes. Some other South America markets have shown some activity but as per the MENA region these other countries are not consuming high quantities of seed.

The EU market remains inactive for seed from Australia at this time.

Global lucerne stocks seed remain high but increased prices for hay production in the USA combined with a below average harvest in Australia expects us to see the market supply and demand start to balance out throughout the course of 2019.

There are currently production opportunities available along with public purchasing options so please feel free to contact any of the Heritage Seeds representatives on the numbers below or come and see us at the Lucindale Field day. We wish all growers well in the upcoming harvest.

Richard Prusa	Seed Production Agronomist	0408 851 411
Tom Botterill	Seed Production Agronomist	0439 384 375
Adam Archibald	Procurement Manager	0417 486 428
Colin Grant	International Sales	0403 465 515

Variety Trial Herbage Plots



Rebekah Allen—Kalyx—explains the herbage trial



If you are interested in the soil moisture levels and weather conditions at the variety trial site click on these links:

[www.outpostcentral.com/remote/\(S\(bqsl04uxohiozt1d4ywjebav\)\)/WildeyeEDefault.aspx](http://www.outpostcentral.com/remote/(S(bqsl04uxohiozt1d4ywjebav))/WildeyeEDefault.aspx)

[www.outpostcentral.com/remote/\(S\(qqvbbhb3vmjndzwnte1ahx2g\)\)/WildeyeEDefault.aspx](http://www.outpostcentral.com/remote/(S(qqvbbhb3vmjndzwnte1ahx2g))/WildeyeEDefault.aspx)

Seed harvest is now in full swing with the majority of the dryland harvest completed and irrigation about a third of the way through. Conditions over the summer have been very good for seed set with warm temperatures, minimal summer rainfall events to germinate weeds and lots of grazing lucerne stands being cut for hay or grazed before flowering. This has meant that all available pollinators have been working lucerne paddocks and bee numbers recorded in the seed stands has been very high. The lack of rainfall has also meant crops have been manipulated with irrigation timings rather than the variability of summer rain.

Pest pressure through the year has been constant. From native bud worm with regular flight, green mirids and crop mirids have been present but not in the high levels experienced last year and aphids have been present in high numbers late in the season. Seed wasp numbers have generally remained low and overall effect on harvest is expected to be minimal with the only effects expected to be seen in late crops at low to moderate levels.

Weed control has been a bit more varied this year due to some growers changing direction from hay to seed production at early flowering which was too late for effective herbicide applications. As a result, there are some higher levels than desirable of fat hen and lovegrass in some stands, which may cause some issues at harvest and the cleaning sheds. Growers will need to be especially vigilant with these paddocks next year to prevent weed numbers blowing out and may experience some extra

cleaning costs this year to meet market specifications.

The dryland harvest was significantly down in area this year but those who persisted and locked up the best paddocks and varieties have been rewarded with some solid crop averages. While there is always some significant variability, whole farm averages have been above long-term averages with some individual varieties and paddocks in the 300-500kg range but with whole farm averages in the 200kg/ha range. Early indications from the irrigation is some above average yields with most growers happy with results varying from 600-1300kg/ha off established stands at this point but certified area is still down considerably. Reports are that the seed is a good colour and weighing well with minimal seed wasp damage.

Hay producers have also fared well with generally minimal rain on hay cuts and warm growing conditions providing some consistent solid yields combined with high demand and resulting high prices. Hay yields off solid stands have been in the 3-4 ton/ha range per cut.

Current indications for a slight firming in the seed price combined with solid yields in seed crops, strong hay demand and livestock prices and some new variety development on display at the recent Lucerne Australia Field Day has reinvigorated optimism and investment within the industry.



As I write this article there are many trucks full of lucerne seed rolling into our cleaning shed in Keith. From what looked initially to be a 'ho-hum' production season, is turning out to be very respectable. Quite a few yields over 1000kg/ha off the header from irrigated PGW proprietary's, have been delivered to date, and samples are very clean and bright. Well done to all those professional seed producers who provide consistent supply of quality seed.

The major points from the market.

Middle East:

Notwithstanding all the reports of severe restrictions and /or banning of irrigation for fodder production, some considerable tonnage has moved into this region in the first months of 2019. Enquiry has softened over recent weeks. This is not unusual, as the market waits to see how the Australian crop comes in, and what effect this has on pricing. We expect enquiry to lift over the coming month or so.

South America:

The Argentine harvest has underperformed to expectations. This has resulted in a flurry of business for our 'AR' proprietary varieties. There is some enquiry for mid dormancy commons into this market, and we are topping up containers with this product where we can. However, it is quite difficult to make the numbers work at this end due to USA pricing, see below.

USA/Canada:

Current pricing for uncertified product in the USA is currently low to mid \$US3- factor in the current exchange and this puts

Australian inventory/production at about parity. After the addition of import duties and tariffs, we struggle to provide a price advantage in this market. By all reports there is still considerable inventory in USA and Canada, and therefore prospects of moving any volume into this market in the short term, is low.

Australia Domestic:

In stark contrast to the above reports, the PGW proprietary lucerne market is looking GOOD.! Even though much of the eastern sea-board suffered through extreme drought last year, demand for our Stamina and Titan range was very pleasing, and inventory prior to new crop is quite low.

Early deliveries from non-irrigated area have seen yields over 500kgkg/ha, outstanding results considering the season. Irrigated crop in the South east is yet to be harvested, but all look encouraging.

Contracting of new area for lucerne production is well under way. This year PGW can offer a multi-year fixed price contract for new plantings of our domestic proprietary lucernes.

If you are interested in contracting lucerne production, please call your local rep, based in the South East, for a product and contract that suits your needs.

Wayne Heading, servicing Keith and North. **0447 551 458**
Jess Nottle, for all production Keith and South. **0438 302 148**
 For purchasing of all commons, please call.

Anthony Quilter
Production and Procurement Coordinator.





S & W Seed Company Report

by Walter Van Leeuwin, Vice President, Sales and Marketing Ph: 0419 983 984

As depicted in chart 1, the overall export volumes for our Australian lucerne seed has reached a low point in 2018, when compared with the previous six years.

Additionally official USDA lucerne export figures into Saudi Arabia have likewise shown to have declined to an all-time low in 2018 since records began.

These historically low figures were triggered as one of the key markets undergoes rapid structural changes with the introduction of water saving policies to phase out forage production in the Kingdom of Saudi Arabia (KSA). Naturally this has impacted heavily on the supply and demand equilibrium for non-dormant certified lucerne seeds over the last two years.

Geopolitical and economic status quo in the other MENA countries and South America have caused demand to be sluggish, nevertheless we are foreseeing some normalisation and growth to return over the next few years.

Thus far there has been some encouraging signals from KSA for our seeds, for spring planting (March/April) and for later the Autumn (Oct/Nov) sowing season. There are some theories that KSA may provisionally change the current forage phase-out policy. Hence there are some glimmers of hope that the situation in KSA is stabilising.

I will be traveling in the MENA region during March and

attending the Saudi Forage Symposium to be held in Riyadh on March 4th. The Symposium is being hosted by the local industry with experts from around the world to support and strategize how KSA animal protein producers are to source high quality fodder for their small ruminant sector and dairy industry. This event should provide some very interesting insights, conclusion and recommendations, considering the harsh forage phaseout currently being implemented by KSA authorities.

With strong demand and prices for hay to supply the eastern drought affected states of New South Wales and Queensland, many lucerne seed growers have opted to cut for hay rather than producing seed. Similarly, some farmers required fodder for their own livestock caused by the drier than average conditions in South Australia and Victoria. Accordingly, it wasn't totally unforeseen that on the 28th February the Australian Seeds Authority (ASA) reported the final lucerne certified area plunged from 25,700 ha in 2018 to 14,356 ha for harvest this season, which represents a very meaningful reduction of ~44%. What this translates into in terms of total seed harvested and available for sale will depend on the yields and will become apparent over the coming weeks.

If you require any more information, please do not hesitate to call myself, Dennis Jury or Peter Gibbs.

Finally, on behalf of S&W Seed Company, we trust you have safe and successful 2019 harvest.

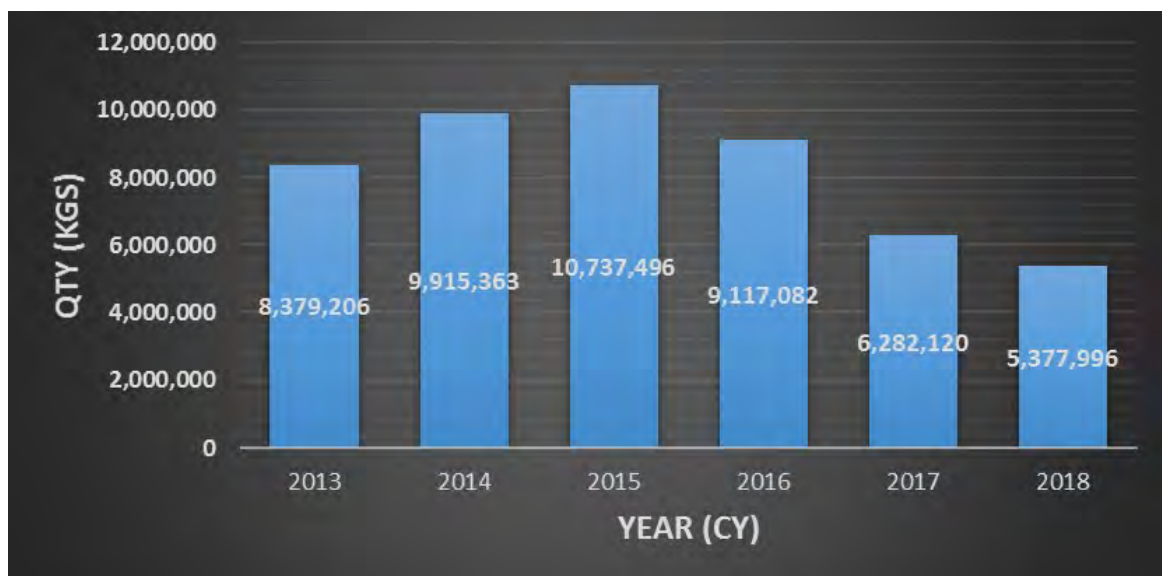


Chart 1: ABS Lucerne seed export data, 2013-2018 (1 Jan- 31 Dec)

LUCERNE EXPORT STATISTICS from AUSTRALIA -January 2012 to December 2018

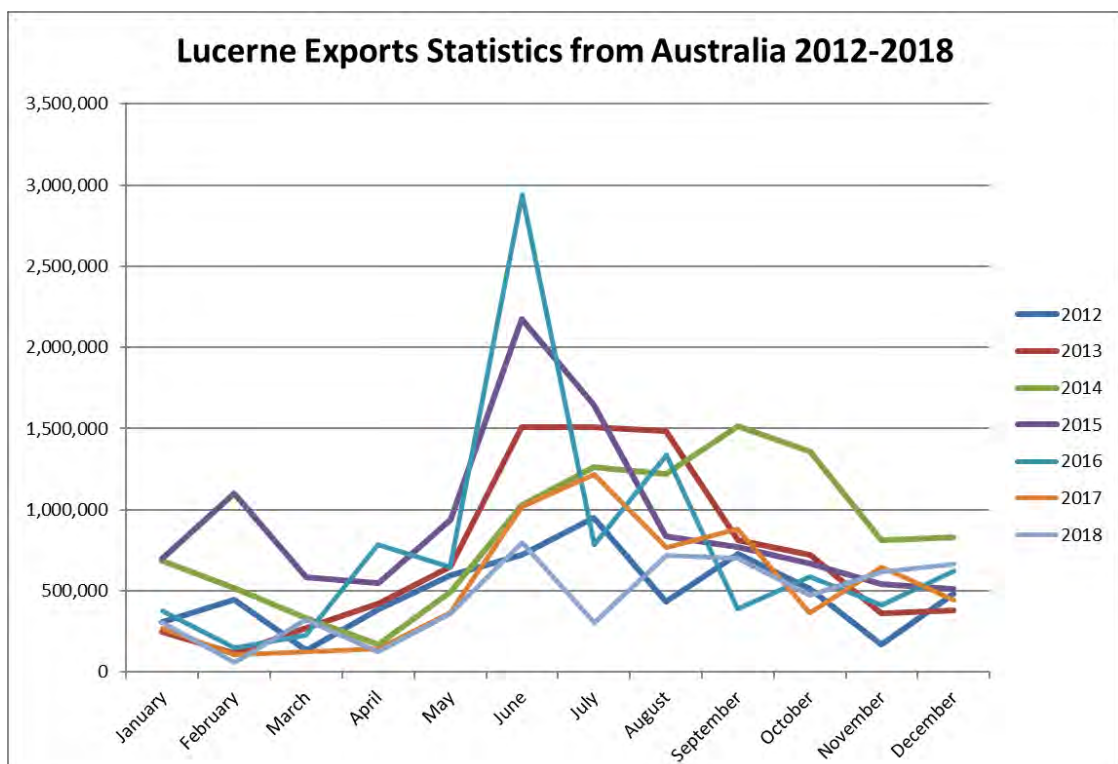
Courtesy of Teague Australia



Quantities below are in kg

Month	2012	2013	2014	2015	2016	2017	2018	Year to date Difference 2017 & 2018
Jan	310,144	245,741	687,172	698,895	374,150	266,596	307,530	40,934
Feb	445,793	118,025	518,553	1,099,252	148,919	108,988	57,008	-11,046
Mar	130,625	269,091	334,033	582,929	227,050	127,000	321,205	183,159
Apr	385,262	424,057	171,816	549,340	784,031	143,025	123,100	163,234
May	594,069	647,509	495,472	940,000	644,704	363,023	355,575	155,507
Jun	721,122	1,509,605	1,029,000	2,176,805	2,942,685	1,018,477	794,995	-67,975
Jul	951,685	1,510,278	1,260,782	1,649,080	786,450	1,214,352	303,288	-979,039
Aug	430,924	1,482,357	1,217,121	834,178	1,339,684	767,256	721,730	-1,024,565
Sep	726,310	811,667	1,516,965	770,857	388,207	882,195	698,665	-1,208,095
Oct	509,447	719,882	1,356,922	667,503	588,199	364,673	472,480	-1,100,288
Nov	169,450	363,877	810,704	543,246	409,700	649,318	615,285	-1,134,321
Dec	483,832	379,122	829,293	511,127	623,560	443,729	664,134	-913,916
Total	5,858,663	8,481,211	10,227,833	11,023,212	9,257,339	6,348,911	5,434,995	

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.

Lucerne Australia Members

Adlington, S & V	Frith, NJ	Leach, PJ & Co	Richardson, AJ & MJ & Son
Allen's Warrawee Park	Fry, AL & JE & Son	Loller, B & L	Rillamead Pty Ltd
Altus, TJ & JL 'Moonmera'	Glendon Pastoral Co	M & K Harvey Family Trust	Rowett, NJ & LK
Arney, JF & JT & Sons	Graetz S & H	Makin Nominees	Ryan, GT & WB
Ashby, AD & DC	Hunt, DB & JS	Mardango Props	Sanders, DE & FM
Bergan Park	Hunt, IK & SA	Maroona Proprietors	Sanders, GE & LM
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Brown, DC & DG	Hyfield Pastoral Pty Ltd	McMurray, BJ & CB	Sanders, RJ & ED
Cacia Downs Farming Co	Jaeschke Partners	McMurray, JA & KA	Scottswell Partners
Circle H Farms	Jarra Farm Trust	McWimay Ptd Ltd	Shepherd, JE & Co
Connor Pastoral Co Pty Ltd	Jesse, Cameron	MM Hawkins, Brippick	Simpson, GE & TM
Connor, TR & MJ	Karatta Pastoral	Munrose Nominees	Twynem Partners
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Crawford, CJ Pty Ltd	Kenwyn Proprietors	Newfair Investments P/L	Wallis, PA & ML
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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. Also in 2016 Josh and his wife Emma bought into the business 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.

Guy Cunningham, Grower Member

Guy farms with his wife Sarah and family near Willalooka. The business comprises a 300 cow stud beef cattle herd, dryland winter cropping and lucerne production, mainly aimed at seed with some hay sold off farm. Contact: 0429 875 422.



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.



Sarah Martin, Associate Member

Sarah is a Senior Rural Manager at Rabobank, responsible for a portfolio of rural clients. She holds a Bachelor of Science (Agriculture) from the University of Adelaide. She resides on a mixed farming operation (lucerne, sheep, cattle and horses) with her family west of Keith. Contact: 0429 101 840.

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



Jenny Aitken, Executive Officer

Jenny was raised on a grain and contract harvesting enterprise and has a good understanding of rural issues. After spending most of her working life in radio, she also worked for a Senator in Queensland and has a passion for promoting agriculture to the wider community. Contact: 0439 538 332.