



ISSUE 60
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Lucerne Variety Trial Update
Assess optimum plant stress levels for seed production



Now into its third year, the Lucerne Australia Variety Trial generated great interest at the annual Field Day held on Wednesday 3rd March. Over fifty growers and industry representatives 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. Matt Reeves (Kaylx) explained the results of the herbage cuts over the past year and Nick Koch (Seed Services Australia) also provided a short update on certified seed production areas.

As in the previous two years, there was no significant differences in herbage production between the varieties in the forage trial over the past twelve months. This component of the trial will be finishing in winter 2021 with Lucerne Australia recently finalising the contract to secure funding through AgriFutures Australia to extend the seed production trial for an additional two seasons with support from industry.

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





Rabobank

Global Price Spike Here for 1H 2021

Global fertiliser markets have taken-off so far this year. We expect that supply concerns and higher prices are here to stay until at least mid-late Q2, which may be too late for local growers sowing the winter crop in April.

In late January, prices for major CBOT grains and oilseeds climbed to their highest point since 2014. Improved fertiliser affordability has prompted farmers in many key regions to buy up.

On the supply side too, a number of factors have contributed to the spike. Most significantly, the US Department of Commerce has published countervailing duties as high as 47.05 percent against phosphate fertiliser from Morocco and Russia, following a petition filed last June. This has caused US domestic prices to rise faster than other international benchmarks.

Added fuel to the fire is the fact that Chinese phosphate exporters have faced rising costs of raw materials and tight

domestic supply. China's share of our MAP (mono-ammonium phosphate) imports has been increasing year-on-year since 2017, to 64 percent in 2020.

In addition, Q1 is typically quieter for international imports compared with other times of the year, so the unexpected high demand has caught some suppliers on the hop, with scheduled maintenance impacting their production levels. Some global suppliers are now fully booked until April, and others unclear on the next available cargo.

All of these factors leave Australian growers, who are mostly reliant on the global market for phosphate supplies, in a precarious position ahead of the new season. We don't expect any supply issues for growers with existing contracts, however, those without should be in close contact with their suppliers.

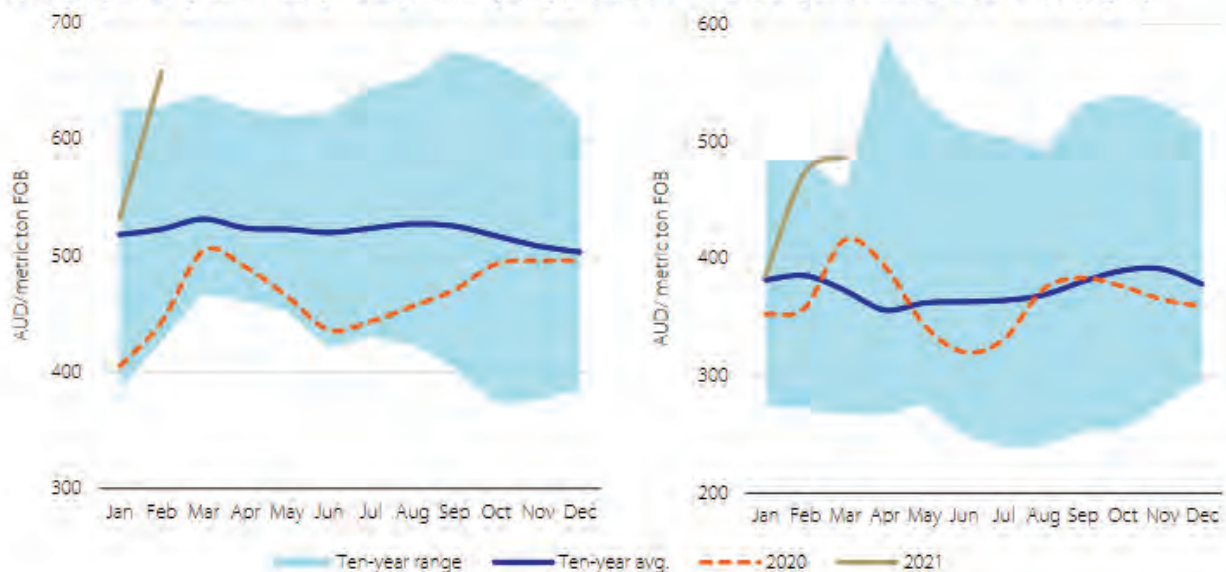
In the coming months, we expect global production utilization rates will lift, and Northern Hemisphere demand will decline. As a result, we expect phosphate prices will move more favorably, mid-late Q2.

A Historically-Weak AUD Continues to Impact Importers' Purchasing Power



Rabobank

AUD-adjusted global FOB prices (monthly avg.), US GULF DAP (left) and Middle East Urea (right)



Source: Bloomberg, Rabobank 2021

PGG Wrightson Seeds Report

by Jess Nottle, Production and Procurement

The domestic sales season is off to an early start in the eastern states, putting huge pressure on cleaning sheds in eastern and southern Australia. Seed testing labs are also experiencing the squeeze as we push to get seed cleaned, tested and to our customers on time. We've seen customers steering away from 'quick feed' options which lose quality later in the season and looking to plant their main season pastures sooner as a result of cool temperatures and consistent rainfall over the past month or so.

On the export front, shipping is proving challenging with uncertain supply of empty containers and unreliable vessel sailing schedules. It is a world-wide issue stemming from the reduction of vessel rotations during the crisis. It is unfortunate for some of our European customers who are experiencing hefty delays with imports for their spring plantings. In late February we saw the Australian Dollar take a plunge which has halted commodity pricing. At the time of writing, our currency has not yet bounced back.

In the past month, PGG Wrightson Seeds Production Manager Bruce Guy celebrated 40 years of service with our company and in the seed industry. Bruce has led our Production Team in Australia for the last 17 years and has seen our seed production foot print in Australian grow exponentially. He contributes a wealth of knowledge to our growers and team and enjoys being part of the Australian Seed Industry. Bruce reflected on his time leading the Australian production team recently, quoting one of the most rewarding parts of his role *"we build relationships with farmers to achieve a win - win situation, many of these*

relationships being long standing, where you have pride in influencing their farming business."

We've seen some good lucerne harvest yields delivered off irrigated paddocks thus far, and the cleaning shed staff are keeping on their toes with new deliveries. As most know, seed wasp has been sighted and damage found in some paddocks, however it is too early to determine how this might affect the yields and cleanouts of later crops.

This season, PGG Wrightson Seeds offers a suite of new and proven lucerne varieties available for planting, with attractive contract terms. To find out more about these varieties' suitability to your farm & our contract terms, please contact Jess on 0438 302 148.

All the best with the remainder of your lucerne harvest!

Seed Production Agronomists & Public Seed Purchasing

Jess Nottle – 0438 302 148

Anthony Quilter – 0427 572 125

Keith Cleaning & Packing Facility

Greg Excell – 0408 838 684

Office – 08 8755 1777

For more information on PGG Wrightson Seeds' range of products, visit:

<https://www.pggwrightsonseeds.com.au/>



Lucerne Australia Trial Site—Keith, SA (Photos courtesy AgriFutures Australia).

Fodder Festival 2021 Highlights

After a year of COVID-related rules and restrictions, the Australian Fodder Industry Association (AFIA) and Elmore & District Machinery Field Days were relieved and excited to host a fantastic Fodder Festival 2021 on 17 March.

Over 300 people attended the event with representatives from the entire fodder supply chain – from growers, contractors, machinery and equipment providers, traders and end-users.

“Fodder Festival 2021 exceeded our expectations. Clearly people were keen to get back out in the paddock together after such a long time apart, with some travelling from New South Wales and South Australia to attend the event,” said Paula Fitzgerald, AFIA CEO.

The event featured a full pavilion of exhibitors including product launches and presentations, a discussion panel, and machinery displays.

“We have had fantastic support from our sponsors and local businesses, with all opportunities to be involved snapped up,” said Ms Fitzgerald.

“Never before have we seen all these industry players come together to showcase and put their products to the test,” she said.

Twelve hectares of Dyna Dan sorghum was planted and fertilised on the site thanks to Nutrien Ag Solutions, following soil testing by Precision Agriculture who reported their findings during the event.



Paddock demonstrations underway at Fodder Festival 2021.

The sorghum performed well with irrigation and recent summer rain and was cut earlier this month in preparation for the morning of machinery demonstrations focused on the event’s theme, “The Future of Big Square Baling.”

The newest square baler models were in action including: the BB1290 Rotor Cutter High Density large square baler model from New Holland; Claas’ Quadrant 5300 large square baler; the new Big Pack and HDP2 models from Krone; AGCO and Staheli West showing off the Massey Ferguson 2270 XD large square baler and the Staheli West steamer; and, the SB 1290 iD large square baler by Kuhn.

The live demonstrations concluded with Berrima Engineering giving their latest hay rake a run, and Vicchem demonstrating the Hayspray 300.

“Quite a number of attendees noted how good it was to actually see machinery in action, rather than static displays,” she said. “Many guests said that never before had all machinery companies come together to demonstrate their products in the paddocks with other market competitors.

The event concluded with an interactive session facilitated by AFIA CEO Paula Fitzgerald, involving the AFIA Chairman, Brad Griffiths, and the audience. This session covered a range of topics including the major changes in the industry over the last decade, challenges on the horizon for the near-future, and AFIA’s role in engaging on behalf of the industry. The key topics of interest to emerge were transport and access to key transport routes, hay quality, opportunities for greater engagement between the fodder sector and livestock and dairy producers, and the fodder industry’s standing and reputation particularly with non-agricultural audiences.

“AFIA is very grateful to everyone who helped make this event such a success,” said Paula Fitzgerald. “We will be formally seeking the feedback of all attendees over the coming weeks and look forward to taking suggestions on board to shape an improved Fodder Festival in 2023.” she said.

For more information about becoming an AFIA member, please visit the website www.afia.org.au

Naracoorte Seeds Update

By Joshua Rasheed, Public Lucerne Seed Trader

Basic Siriver

If you are not aware Naracoorte Seeds are the new maintainers of the variety Siriver Lucerne. We planted a small area last year to breeders Siriver with the hope of firstly producing a required amount of Pre-Basic Siriver and if harvest went well, we were hoping there may be some Basic Siriver available for sale this year.

I can now advise the crop has been harvested and delivered to the cleaning shed. The seed has not been cleaned yet, but at this stage I believe there will be some basic Siriver available to purchase, but unfortunately no where near enough to satisfy current orders.

Once we know how much basic Siriver we have to offer I will be in touch with everyone who has a current order with us. However let me make it clear that I believe there will be under half the amount I need to fill current orders, so we will need to work out how the seed is to be offered, but only once we know how much we have available.

Naracoorte Seeds donated \$12,000 to the Charlie Brice Trust Fund

In 2020 Naracoorte Seeds ran a campaign with \$5 from every bag of Wintermix sold to be donated to former Naracoorte local Charles Brice.

Managing director Jamie Tidy presented a \$12,000 cheque to Leon Brice, on behalf of the Charles Brice Trust Fund, at their Season Launch on Friday. "We ended up raising \$12,000, which we were very proud of, to go towards a trust because he is going to need support for the rest of his life.

"The money will help go towards a car which has been ordered, so he'll be able to wheel the chair up, get in and drive around. That is going to open a lot of doors for Charlie. We are really proud to do that and make a difference for Charlie, so we want to say thank you to our clients for supporting that."

Charles Brice grew up in Naracoorte but ten years ago had a terrible motorbike accident which left him paralysed, with only limited movement in his arms and hands. Charles' father, Leon Brice said it was an "outstanding gesture."

"Charles has been given a fantastic springboard by the community, and that is why he is where he is today," he said.

"Thank you to all the people that supported this program, it is an outstanding gesture, and it will make an incredible difference to his life."

This year Naracoorte Seeds is again running the 'Wintermix' campaign with proceeds going towards the Royal Flying Doctor Service. Naracoorte Seeds Wintermix blend consists of Annual Ryegrass, Persian and Balansa Clover. It shows excellent winter production and suits grazing, silage or hay production.

If you would like to know more about our basic Siriver or Wintermix please feel free to give me a call to discuss or email josh@naracoorteseeds.com.au

Joshua Rasheed – Director Naracoorte Seeds
Ph: 0427 790 655



Lucerne Australia Trial Site—Keith, SA (Photos courtesy Kalyx (L) and AgriFutures Australia (R))

Set yourself up for success this seeding season

You are probably in the midst of preparation for sowing, ensuring your paddocks are ready, improving the soil structure and checking nutrient levels. With all of this preparation underway, have you thought about your inventory, how you will keep workers safe, or what you have in place to maintain your WHS commitments through such a busy time? If the last 12 months has taught us anything, it is to have a plan and be prepared.

Inventory Management: Machinery and equipment – How are you managing the risk?

One of the most dangerous elements found on your farm is machinery. Maintaining and servicing machinery should be a year-round focus to keep records up-to-date which supports a safe working environment. Remember it is a legal requirement for you to retain your machinery service and maintenance records. Understanding and managing the risks that come with agricultural machinery can assist with your workplace health and safety obligations.

It is recommended that you review and service your machinery to avoid any downtime before seeding begins. This review can include a safety inspection, checking that guarding has been fitted properly, and ensuring tractors have an approved roll over protection structures. Be extra careful to ensure augers are guarded as these can cause significant harm very quickly. This is the ideal time to schedule preventative maintenance such as tyre checks, as well as equipment testing to ensure are no defects, and even cleaning your machinery; dirty battery terminals and loose terminal leads can pose a real risk to operators.

In addition to being part of your legal obligation and promoting safe work practices, machinery maintenance records provide your agribusiness with some key benefits. It helps prevent the need for extensive repairs, assists with warranty claims and maintains accountability of workers utilising the machinery.



Keeping machinery records make sense, for more than one reason.

Chemicals

Additional to machinery and equipment, chemicals are an integral part of farming operations. It's possible you may be using seed which has been dressed or fumigated which presents its own risks. And of course, there is fuel for machinery, fertilisers and other chemicals to get the best out of your crop. It is a PCBU

responsibility to eliminate or manage the risks associated with hazardous chemicals. In the first instance removing the hazards should be the focus, although it's unlikely you can remove chemicals from the seeding process. Therefore, when elimination is not reasonably practicable, the PCBU should look to reduce risks by either substituting the chemical for something less harmful, isolating the use and implementing other controls. Provide workers with the right personal protective equipment (PPE) such as masks, respiratory protection and gloves, and ensure they use these when handling grain and other chemicals.

Working outdoors in extreme weather can be harmful

Even though the sun doesn't seem as much of an issue as during harvest, it's still important your workers are protected from UV year-round, so encourage long sleeves and use of sunscreen on arms, face, neck and other exposed skin.

As the weather cools, ensuring workers stay warm and dry is just as important. Where possible, try and schedule outdoor work to avoid the heat of the day or inclement conditions. This may not be practical so providing PPE such as waterproof clothing can help.

Working remotely and/or alone

Generally, farm workers tend to work alone and in isolation from others. Depending on the layout and size of your property, a worker may not see anyone during the working day so the PCBU must ensure adequate means of communication are established. Most people have a mobile phone these days, and this is adequate should they need to call for help. If there are blackspots or areas where there's no mobile coverage, try alternative communications such as two-way radio. Setting up a check-in routine is a simple, cost effective way to stay in touch with your workers. Any failure of this alerts you there could be a problem and you can respond accordingly

Do my workers require training?

It is dangerous to assume your workers or contractors just know how to do their job. Something that may appear as "common sense" to you may not be for others. Costly mistakes can often be avoided including damaged machinery, broken infrastructure, and injured people. Whether you are welcoming back seasonal workers, new workers, or contractors, it is a good idea to have tailored safety induction kits, including your policies and procedures, to set them up for a successful seeding season.

Depending on the job requirements, formal training and instruction may not be required, but can be a good option in some cases. For example, working in confined spaces, such as a field bin, is one of the most dangerous tasks on farm. All people completing tasks associated with working in confined spaces, including entering the space, must be trained, assessed as competent to conduct those tasks, and the training and competencies must be recorded. However, if they are operating an Air Seeder there is no formal qualifications needed but *Cont.*

Domestic Update

With red meat prices remaining quite strong and conditions favourable in most lucerne growing areas particularly in NSW, early autumn demand has been good. Growers appear to have more confidence to invest in lucerne rather than go with an annual species.

Current supply of key varieties is good, however delayed harvest of lucerne and other temperate legumes in the South East is not ideal. We are working closely with growers and service providers to ensure seed is processed and tested as quickly as possible.

International Update

Global stocks of lucerne have reduced over the last 6-12 months which has increased demand out of Australia.

Lucerne exports from Australia to countries such as South Africa, Argentina and Saudi Arabia all finished 2020 well up on previous years.

Demand is strong for highly winter active varieties in particular. Pricing has also increased which good for local growers, moving forward its uncertain as to how some of these markets will react.

Ability to source space on vessels is an ongoing global challenge to ensure we are able to deliver goods to meet market. We anticipate shipping disruptions will continue in the foreseeable future but we are working hard to accommodate customer requirements.

For any further enquiries please contact :

Tom Botterill 0439 384 375 or Justin Elliot 0408 851 411



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it is just as important to make sure operators are competent.

Keeping in mind experienced workers might see a review of your current policies and procedures or additional training as unnecessary, reviewing your worker tickets, licenses and training can help to identify outdated records as well as avoid production interruptions. You may have found from one season to the next you have introduced new equipment, new processes, and even new chemicals, so it is essential that upskilling is provided to ensure safe use and operation. Whatever method/s used to verify a worker is competent, make sure there is a record kept. This could be done by retaining a copy of their license/ticket or qualifications, or by taking the worker through an on-the-job induction for a task or use of machinery and having this signed off.

A review of current training and communication of your expectations can bring health and safety to the forefront and top of mind and can make all the difference

Business compliance and your WHS obligations

Whilst it might just seem like a whole bunch of paperwork, your record keeping serves a purpose. It acts as proof that you are complying with laws and demonstrates how you are managing your obligations. Your records provide a trail, identifying a starting point and the actions you took to rectify an issue.

Compliance with regulatory requirements is an important factor for any agricultural business. Being compliant does not just support the agricultural industry, it also protects business operations, and acts as a guide for best practices to implement in order to avoid penalties and prosecution.

Maintaining a record keeping system is not only best practice, but it is also an obligation. The size and scale of an agribusiness will determine the detail and extent of record keeping needed, but by addressing the previously mentioned key areas including inventory: machinery, equipment and chemicals, policies and procedures, and worker records you have started a basic register.

Work out what records are compulsory for an individual operation and develop a system to keep these records updated regularly. Files should be backed up into a master document regularly. It is recommended that these back-up copies are stored separate to your everyday files. This back up acts as an insurance against any issues occurring with your farm records. It is a smart investment to spend a day or two working out what you need and getting it all in place. Having nothing, or not enough, could leave you vulnerable legally.

Take the steps and have a positive impact on your agribusiness operations through improved productivity and increase efficiency, all whilst addressing your workplace health and safety obligations.

This article has been written specifically for our members by Safe Ag Systems. As a member of Lucerne Australia, you can receive a 10% discount off your annual subscription. Terms and Conditions apply so please head to their website www.safeagsystems.com or contact their team on 08 8490 0939.



It has been one year since COVID-19 was declared a global pandemic and during this time the world has fundamentally changed. We have spent a lot more time at home, added new terms (like self-isolation and social distancing) to our vocabulary, and become accustomed to regular restriction changes. In the midst of many firsts, like at-home haircuts, some things have remained the same. The reliability of consumers' appetite for food and agricultural products has been reassuring, and underpinned both global and domestic dairy markets. The dairy industry has also experienced a year of mostly favourable weather and, as a result, steadily improving operating conditions at the farmgate.

Globally, demand for dairy has continued to gain momentum as more countries emerge from lockdowns. This has seen commodity prices increase, with milkfat products in particular experiencing a resurgence over the past few months. Whilst demand from foodservice sectors across the world is far from recovered, the easing of restrictions, combined with an uptick in retail demand, has had a significant impact.

Turning to the supply side, global milk production growth has started to slow. Below average rains in New Zealand caused soil moisture deficiencies and, whilst conditions are better than last year, production has started to flatten. In the European Union (EU), high feed costs have curbed milk flows and incentivised culling. Smaller herds in key producing countries across Europe further add constraints to a significant production expansion this season. The United States (US) remains the key exception to this slowdown, reporting impressive production figures throughout

2020. With an increase in cow numbers, the US dairy herd is the largest it has been since the mid-1990s. However, with supply management arrangements in place across most of the US, a rapid expansion of milk production is looking less likely.

Whilst global markets remain favourable and conditions at the farmgate have improved, a rebound in the national milk pool has not eventuated. In January milk production increased 3.3%, however, year-to-date figures have continued to track lower as a wet spring slowed production during the shoulder period. Additional constraints: labour shortages, farm exits, a smaller national herd and reduced per-cow yields have also weighed on growth prospects this season. In light of these constraints, Dairy Australia has revised its milk production forecast downwards, projecting between a -1% to +1% change to the milk pool this season. This would equate to between 8.7 and 8.87 billion litres produced in 2020/21.

There is a significant amount of optimism evident as COVID-19 vaccinations are rolled out across the world. As the hope of a return to more 'normal' conditions continues to buoy sentiment, underlying market fundamentals also look more favourable. After several challenging years for the industry, ongoing improvements to operating conditions at the farmgate are encouraging. This year has enabled many to rebuild feed storages, setting the industry up for future seasons. Whilst a milk production recovery takes time to eventuate, as an at-home haircut takes time to grow out, the outlook of improved profitability at the farmgate signals an even better year ahead.



Synergy Seeds Update

By Craig Myall, Managing Director

What an amazing year of exports for the Lucerne seed industry in Australia which shipped a little over 10,500mt in the 2020 calendar year. This has afforded companies and growers alike the opportunity to move a wide range of differing quality stocks of seed, ensuring the balance of supply and demand returned to a more advantageous position for the industry. The warehouses are as bare as recent memory can recollect, which is generally a very good signal that market indicators are positive.

Synergy Seeds turns 2 yrs. old on the 1st April, and with that in mind we would like thank the industry for its support over this time and also take this opportunity to wish all Lucerne seed producers a successful harvest in 2021.

Contacts

Craig Myall	Managing Director	0409 392 320
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	nathan@synergyseeds.com.au	
Wayne Heading	Production & Procurement	0427 071 458
	wayne@synergyseeds.com.au	

Website: www.synergyseeds.com.au

Facebook: Synergy Seeds Australia

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. Contact us today to enquire about the products and services we provide.

Australian Institute of Company Directors Company Directors Course™ Opportunity

AgriFutures Australia currently has an opportunity for those working in the pasture seeds industry to participate in the Australian Institute of Company Directors - *Company Directors Course™*. Applications open on **Monday, 15 March 2021** and close **Friday, 9 April 2021**.

The Australian Institute of Company Directors is Australia's leading provider of governance education and development programs, governance assessment services and Board advisory services. *The Company Directors Course™* Online is designed to ensure that participants not only understand their roles and responsibilities, but also improve their contributions to Board performance.

Grower, Guy Cunningham was sponsored by AgriFutures Australia to participate in the course in 2020 and said the experience was a valuable one.

“One of the valuable takeaways from the course was that working with diversity in the room is harder but it gets better end results and decisions.

As a result of the course, I can now identify when governance/board function is not working well and help to address this within a group. I can also now read the business pages and company reports adequately and have a more rigorous approach to “signing off” on returns and reports.

I did the Australian Institute of Company Directors - Company Directors Course™ with a view to going on the Pasture Seeds Panel and since completing the course, this has now happened.”



Course Overview

Date and Time	Milestone
Tuesday, 18 May 2021	Course commencement
Tuesday, 18 May 2021 from 5pm-6pm	Faculty Induction (virtual classroom)
Tuesday, 1 June 2021	Virtual Classrooms Day 1
Tuesday, 8 June 2021	Virtual Classroom Day 2
Tuesday, 15 June 2021	Virtual Classroom Day 3
Tuesday, 22 June 2021	Virtual Classroom Day 4
Tuesday, 29 June 2021	Virtual Classroom Day 5
Tuesday, 21 September 2021	Assessment due

Contact

Angela Wakeman
Manager, Capacity Building
Email: angela.wakeman@agrifutures.com.au
Phone: 0409 611 633

Find out more or apply now > <https://bit.ly/2PBTUJK>

At the writing of this report irrigated Lucerne harvest is about 40% completed and the dryland harvest is all but finished. Conditions for the next few days are stable for harvest so I expect harvesters to be flat out with rain forecast for the coming week.

Dryland lucerne harvest was variable but with generally solid overall averages this was largely due to heavy reassignment of paddocks to grazing that looked poor prior to Christmas. Dryland paddocks that were cut for hay generally did not make it. Yields varied greatly between paddocks but better paddocks were in the 200-400kg/ha range with some whole farm averages in the range of 150kg - 200kg/ha.

Irrigation harvest is underway and early indications are that yields will be 40% down on last year making yields closer to or slightly below long term averages. At this stage varieties with better yielding potential seem to be in the 600-900kg range with only the very odd paddock busting the 4 figure mark. Varieties that are more fickle seem to be in the 300-500kg range.

These results are largely from a cool mild summer that did not favour seed set and rain in early February. We may see some decline in yields and clean outs if further rain occurs in the next few weeks and impact from seed wasp in later crops.

Pest activity was reflective of the cool conditions with less native budworm activity and more activity from crop Mirids, green mirids and aphids. Seed wasp numbers increased later in the season and may have a small to moderate effect on later crops but generally were not present in high numbers.

Cow pea aphid were also seen in lucerne seed crops and grazing pastures. The cowpea aphid also resulted in photosensitisation in sheep in some areas, so be careful especially with stock for imminent sale or stud stock. It would pay to sweep paddocks before putting stock in to lucerne paddocks to gauge risk and monitor stock on lucerne and remove them if symptoms occur.

Blue green aphid have been a major issue in late crops due to what appears to be resistance to Chlorpyrifos. This may have been exacerbated by the use of other organophosphates to control mirids earlier in the crop. Pirimicarb was more effective and did reduce numbers but its performance was not 100 percent in some situations.

Lucerne Australia has been working on getting other insecticides approved for lucerne through AgriFutures Australia via the 'Improved Access to Agricultural and Veterinary Chemicals Initiative' and we should see a fully registered product available in this space within 12-18 months.

It was great to see the excellent attendance at the LA trial site and the generated interest in the modified irrigation programs. Many growers questioned if anybody had experimented on farms and I can confirm that one grower gave a paddock a single in crop flood irrigation (by default not design) on a particularly soft site which has yielded approximately 800kg off the header. While I am not suggesting anybody does this without a high level knowledge of the paddock and seasonal conditions, in the right situation an acceptable crop can be achieved.

Seasonal conditions for the trial site are very different to the last 2 years so I look forward to the harvest results for this season .

Regards,

Scott Hutchings Ph: 0428 551 188



SEEDS are our business

Continual upgrading of facilities to meet world standards

• 10 complete processing plants	• Vast warehouse storage for processed seed	• Organic processing (NASAA registered)
• 3 grain dryers	• Seed testing laboratory	• HACCP Certified
• Velvet roller separation	• Over 250 years combined experience	• Dept of Ag (AQIS) accreditation
• Spiral separation	• Export consolidation & loading	• Seed Services Australia accreditation
• Magnetic separation where required	• Despatch anywhere in Australia	• Bulk container loading
• Extensive inward storage	• Seed sales	• Bulk grain storage at Keith
	• Marketing	• Convenient locations

Want to know more?

Contact any of our experienced team

BORDERTOWN Ph: (08) 8752 0054 Email: bordertown@tatiaraseeds.com.au	KEITH Ph: (08) 8755 3300 Email: keith@tatiaraseeds.com.au
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SEED SALES
 Ph: (08) 8752 0024
 Email: seedsales@tatiaraseeds.com.au

Trust harvest is going well,

Seed Force are pleased to announce that existing cornerstone shareholder and international seed powerhouse **RAGT Semences** has acquired the remaining shares in Seed Force. As a result, Seed Force will become a wholly owned subsidiary of RAGT.

For RAGT, this will create a truly global seed company and provide it with a strong presence in the southern hemisphere. It allows RAGT to fully exploit opportunities in pasture, forage, broadacre and soil health markets and expand opportunities for the full range of its breeding portfolio spanning thirty-two species.

For Seed Force, this heralds a new chapter and provides confidence that we will continue to bring to market next generation products the market has grown to know and trust such as RGT Planet barley, RGT Accroc wheat,

SF Greenland forage brassica, our range of fescues, cocksfoots, Phalaris, sub-clovers and of course full range of ryegrasses and Lucerne such as SF714QL and SF914QL.

Since launching in 2006, Seed Force has built a reputation and market position as a strong supplier of proprietary genetics. Not only will this continue, but now with RAGT completing our vision to see globally competitive R&D programs developed for the benefit of Australian producers. We strongly believe producers will only witness positives as a result of this announcement and look forward to sharing further exciting developments with you in the future.

If you have any queries in relation to this announcement, please do not hesitate to contact me.

Thanks, Regards and I wish you all Fat Margins
Richard Prusa Ph: 0467 770 353

Strategy and Communication for Farm Businesses

Lucerne Australia recently held two successful workshops at Keith in early February with engaging, passionate and experienced facilitator Jeannette Long (Ag Consulting Co.)

Day One was for the Lucerne Australia Executive covering corporate governance, team building, personality types and communication of research outcomes.

Day Two was open to all members and their family groups or partners and it was great to see multiple families attending. This workshop focused on people, communication and planning being central to running a

profitable, sustainable and resilient farm business and explored developing strategy and succession plans, communicating effectively as a farm team and building personal resilience to manage stress.

Both days were very well received with the workshops being enjoyable, thought provoking, informative and relevant.

These activities were possible due to funding and support from AgriFutures Australia.



PIRSA news

Are you an AgTech supplier with an innovative product?

Your AgTech product could be put into action at one or more AgTech demonstration sites around South Australia.

Expressions of interest are being sought for demonstration farms from AgTech suppliers of innovative technology that can help optimise productivity on South Australian farms.

FURTHER INFORMATION— <https://bit.ly/3cV428j>

LUCERNE EXPORT STATISTICS from AUSTRALIA -January 2013 to 2021

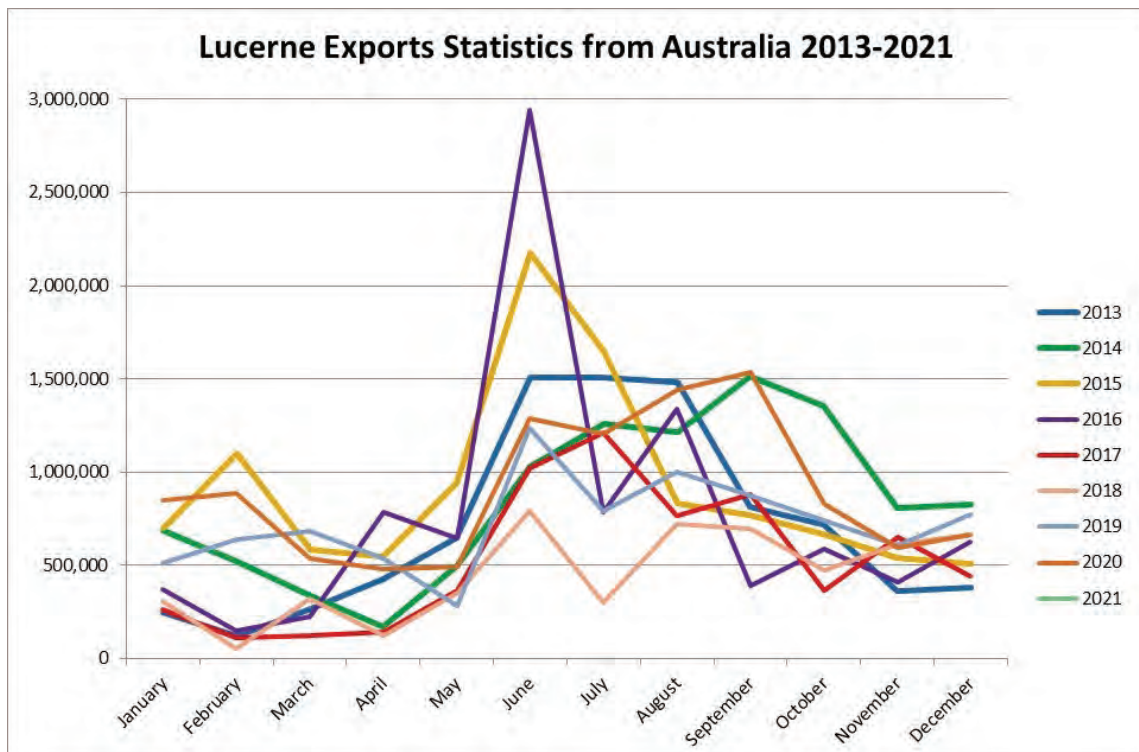
Courtesy of Teague Australia



Quantities below are in kg

Month	2013	2014	2015	2016	2017	2018	2019	2020	2021	Year to date Difference 2020 & 2021
Jan	245,741	687,172	698,895	374,150	266,596	307,530	512,692	850,518	352,056	498,404
Feb	118,025	518,553	1,099,252	148,919	108,988	57,008	639,425	887,613		
Mar	269,091	334,033	582,929	227,050	127,000	321,205	684,044	539,525		
Apr	424,057	171,816	549,340	784,031	143,025	123,100	536,501	482,194		
May	647,509	495,472	940,000	644,704	363,023	355,575	281,335	495,875		
Jun	1,509,605	1,029,000	2,176,805	2,942,685	1,018,477	794,995	1,239,461	1,286,579		
Jul	1,510,278	1,260,782	1,649,080	786,450	1,214,352	303,288	792,380	1,205,927		
Aug	1,482,357	1,217,121	834,178	1,339,684	767,256	721,730	1,002,472	1,443,626		
Sep	811,667	1,516,965	770,857	388,207	882,195	698,665	871,762	1,533,097		
Oct	719,882	1,356,922	667,503	588,199	364,673	472,480	738,090	832,925		
Nov	363,877	810,704	543,246	409,700	649,318	615,285	609,028	595,095		
Dec	379,122	829,293	511,127	623,560	443,729	664,134	775,684	667,771		
Total	8,481,211	10,227,833	11,023,212	9,257,339	6,348,911	5,434,995	8,682,874	10,661,226		

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.

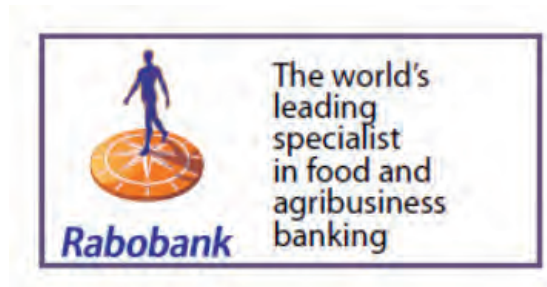
Lucerne Australia Members

Allen's Warrawee Park	Forster SA & KA	Kuchel, DJ & CE	Ryan, GT & WB
Altus, TJ & JL 'Moonmera'	Fry, AL & JE & Son	Lake Ellen Pastoral	Sanders, DE & FM
Bergan Park	Glendoon Pastoral Co	Leach, PJ & Co	Sanders, GE & LM
Berry, S & J Family Trust	Graetz S & H	Loller, B & L	Sanders, SN & DA
Brecon Proprietors	Harvey, M & K Family Trust	Makin Nominees	Sanders, RJ & ED
Brown, DC & DG	Hawkins, MM	Mardango Props	Scottswell Partners
Cacia Downs Farming Co	Hunt, DB & JS	Maroona Proprietors	Simpson, GE & TM
Circle H Farms	Hutchings, SC & CA	Martin, JP & SGP	Twynem Partners
Colara Farms	Hyfield Pastoral Pty Ltd	McMurray, BJ & CB	Vowles, B, K & M
Connor Pastoral Co Pty Ltd	Jaeschke Partners	McMurray, JA & KA	Wallis, PA & ML
Corlinga Partners	Jarra Farm Trust	McWimay Ptd Ltd	Wilsdon, RE & TK
Crawford, CJ Pty Ltd	Jesse, Cameron	Nalang Pastoral Co	Zacker Pastoral P/L
Creston Partners	Keller Partners	Newton Pastoral Pty Ltd	
Crouch, RJ & Co	Kenwyn Proprietors	Nupez Pty Ltd	
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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 RAGT Seed Force Australia as their technical product development manager within the forage portfolio. Richard lives near Langhorne Creek with his wife and three children and currently grows olives, lucerne hay and fat horses.

Contact: 0467 770 353

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.



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