

LUCERNE *Leader*



ISSUE 63 | DECEMBER 2021



LUCERNE VARIETY TRIAL UPDATE



AgriFutures[®]
Pasture Seeds

Assess optimum plant stress levels for seed production

As we move into the 4th summer of the seed trial, a winter herbage cut was taken in late September with a spring hay cut in early November prior to grazing and lock-up for seed production. This season will see some additional measurements collected over summer to explore the drivers of the yield differences between the different watering strategies. A plant count was undertaken recently at the site following grazing. These values will be compared to the seedling counts taken in the first year of the trial to establish if there are any differences in persistence, and if there is a correlation with seed yield.

Due to interest expressed by members in visiting the site prior to watering, Lucerne Australia will be sending a text to all members to advise when watering decision inspections are being made this summer. The first text will be sent to all members with the option to opt out of receiving any further notifications.



As usual, Lucerne Australia will conduct the annual field day in early March with date to be confirmed.

Trial Varieties have been supplied by: Alforex Seeds, Barenbrug, Naracoorte Seeds, PGG Wrightson Seeds, Seed Force, S & W Seed Co and Upper Murray Seeds.

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



Rabobank

COULD NITROGEN PRICES DROP BEFORE AUTUMN?

December, 2021

by Wes Lefroy, Rabobank Senior Agricultural Analyst



Rabobank

As global urea prices move toward the record highs recorded in 2008 and supply risks grow, farmers are facing a difficult decision – buy nitrogen now or delay and risk supply troubles for a possible price drop before sowing next autumn – according to Rabobank senior agriculture analyst Wes Lefroy.

Put simply, Mr Lefroy says Rabobank forecasts only very low probability that farm gate urea prices could fall back toward AUD 500-600/tonne in time for next season.

“And, with supply risks having risen in recent weeks, we consider the risk/reward dilemma favours securing supply over waiting until the last minute for a price decline,” he says. “Swelling agricultural commodity prices”, he says, have been the mainstay of rising nitrogen prices.

“During the first half of 2021, global prices of corn, soybean and wheat reached their highest point since 2014, accelerated by a combination of factors including adverse weather conditions, strong feed demand from not only China but also elsewhere, and bright outlook for biodiesel,” he says. “This prompted farmers globally to buy up fertiliser to chase higher yields.”

This was also the case in Australia, he says.

“Fuelled by strong seasonal conditions – in addition to high grain prices – urea sales for the first half of 2021 were up 25 per cent year-on-year and 30 per cent above the five-year average, according to Fertiliser Australia, despite the highest urea prices since 2012,” he says.

“With global fertiliser prices already rising thanks to inflating demand, supply issues also struck, further ratcheting up prices and creating a divergence between the trajectory of fertiliser prices and global commodity prices.” In Europe, Mr Lefroy says production of ammonia and urea has been constrained by escalating natural gas prices. Given natural gas is approximately 70 to 90 per cent of the cost base of nitrogen fertilisers, some producers have been forced to cut production.

“We estimate 12 per cent of European nitrogen fertiliser production capacity is currently offline,” he says.

“Furthermore, in recent weeks, the Chinese government has announced significant restrictions on fertiliser exports. Alongside constraints due to power shortages and environmental regulations, the primary purpose of this

restriction is to lower domestic fertiliser prices to safeguard local food supply.”

Mr Lefroy says while Australia isn’t a huge importer of Chinese urea, the impacts will be indirect. China’s share of the global nitrogen trade is about 10 per cent, so an export cut will diminish available global supplies of urea.

“All of this overlays a heavily-congested shipping market, which has led to freight costs dramatically increasing and delivery times blowing out from six to eight weeks (pre-pandemic) to up to five months from order to delivery port,” he says.

“This in itself presents a challenge for buyers looking to secure their supplies late.”

While Rabobank’s base-case forecast is for global nitrogen prices to remain strong until at least the end of the first quarter 2022, what would need to happen for nitrogen prices to fall?

“First and foremost, we would need to see a dramatic easing of commodity prices and, in particular, a dip in the price of nitrogen-hungry corn,” he says.

“Similarly, lower gas prices could ease global nitrogen prices to some extent, brought on by a mild winter in Europe and/or supply being increased by Russia.

“Finally, there is also a possibility Chinese fertiliser may return to the export market earlier than planned in June 2022.”

Even then, Mr Lefroy says if global fertiliser prices fall by next autumn, it may take a matter of months for this to flow through to the Australian farmgate.

To find out more about other Rabobank research, contact Rabobank Mount Gambier on 08 8726 2500 or subscribe to **RaboResearch Food & Agribusiness Australia & New Zealand** on your podcast app.

Rabobank Australia & New Zealand Group is a part of the global Rabobank Group, the world's leading specialist in food and agribusiness banking. Rabobank has nearly 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 8.6 million clients worldwide through a network of more than 1000 offices and branches. Rabobank Australia & New Zealand Group 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 94 branches throughout Australia and New Zealand.

SYNERGY SEEDS UPDATE

by Craig Myall, Managing Director



Exports of Australian Lucerne continued on an upward trajectory in the third quarter of the calendar year with 4,668mt departing our shores during the period. Year to date, 7,538mt has been exported, and whilst this number is around 1,000mt less than the same period last year, it is significantly above any of the three years prior.

Saudi Arabia received 2,955mt of this seed, and whilst I would not expect the number to reach the lofty heights of 2020 when 4,526mt was shipped to the destination, it is reassuring to see the continual supply of Australian Lucerne seed at these levels to this ultra-important market for our industry. The USA is a distant second receiving 1,503mt for the period, and what is especially pleasing to see, is that Argentina has also imported 813mt year to date, which should mean the full year figure will exceed last year's number of 927mt to the country. South Africa has also demanded a good amount of Australian Lucerne with exports to this country thus far totalling 805mt. These four destinations account for 80% of Australian Lucerne export's year to date.

Looking at the upcoming harvest, dryland seed crops have benefited from some very timely rain in November and now appear to be setting up well entering the flowering process. Irrigated stands have started to be shut up for seed production, and regrowth following cutting or grazing from these stands has been good to date. Seed growers are encouraged to ensure good management practices are implemented as paddock hygiene in crop will have its benefits later both with cleaning and gaining overall market access.

Costs associated with shipping continue to climb steeply for almost all export destinations of Australian Lucerne seed. The Australian Seed Federation have recently raised the issue with the ACCC Ag Consultative Committee in order to voice the concerns of its members with regards to their frustrations surrounding the behaviour of shipping companies.

As this will be our last update for 2021, from our staff here at Synergy Seeds we would like to wish everyone a very merry xmas, and a safe and prosperous 2022!

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Are you a grower or advisor in Australia
who has encountered the
redlegged earth mite?



We want to hear from you!

Cesar Australia are conducting a national survey on
redlegged earth mite.

Your input will help shape the future management of
this pest across Australia.



Take the survey

It only takes 10 minutes and all participants receive early
access to a new RLEM online training module.



**Cesar
Australia**



The survey is being led by Cesar Australia as part of a GRDC investment (CES2010-001RTX). The project has been extended to red meat producers through co-investment from Meat and Livestock Australia and to pasture seed producers through co-investment from AgriFutures Pasture Seeds Program (PRJ-013101). The wider project involves contributions from the Department of Primary Industries and Regional Development (DPIRD), the University of Melbourne, and CSIRO.



Contact: Dr Lizzy Lowe: llowe@cesaraustralia.com



INVESTIGATING THE CAUSE & PREVENTION OF RED GUT IN LAMBS GRAZING LUCERNE

by Tatjana Dobrijevic, Eleonora Dal Grande and Colin Trengrove

A research project was conducted during May-August 2021 by the University of Adelaide in conjunction with Lucerne Australia to investigate the cause and prevention red gut in the upper south east of South Australia.

Red gut occurs on high protein low fibre diets due to the high digestibility of the feed increasing the speed at which it moves through the gut. A twist of the intestines may follow leading to obstructed blood flow, shock, and sudden death. Fibre supplementation and rotational grazing are the current recommended preventative strategies.



Photo showing the characteristic intensely red twisted intestine, typical of a lamb death caused by red gut.
Photo by Tatjana Dobrijevic

The highest risk is for lambs grazing lucerne, particularly when it is grown as a monoculture for seed production. Over 80% of Australia's lucerne seed is grown in the upper south east and red gut prevalence has been reported at up to 10%. It is suggested that nutrient deficiencies, especially calcium, associated with sandy soils predisposes to red gut through reduced plant fibre content.

The aims of the project were to identify associations between red gut prevalence and farm management practices; and to study the impact of a calcium based foliar spray on the nutritional status of lucerne as well as red gut

prevalence. These aims were investigated through producer surveys, field post mortems and lucerne plant tissue and feed analyses.

The key findings of the study:

- 23% of the 17 sheep autopsied during the July/August study period had red gut, 71% enterotoxaemia and 6% ruminal acidosis (Figure 1);
- No differences detected in the nutritional status of lucerne between control and foliar treated paddocks (Figure 2);
- 43% of survey participants reported no lamb or ewe deaths on lucerne during the study period; and
- Half of the participants reported lamb deaths were below average for the study period.

There were several limitations to the study including the

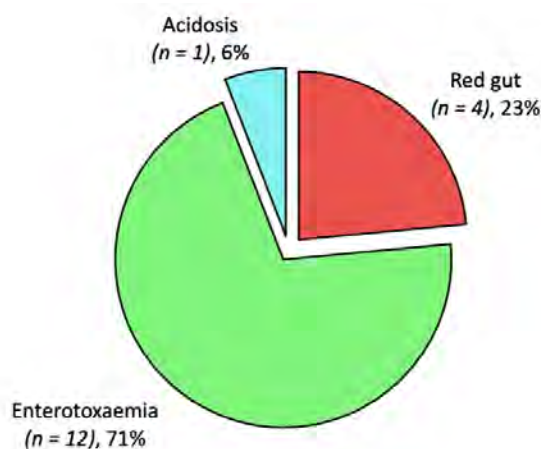


Figure 1: Pie diagram of causes of lamb and ewe deaths on lucerne during July - August 2021.

small number of lamb deaths reported and few of these being due to red gut.

The observed low prevalence of red gut may have been due to:

- The late start to the season delaying lucerne growth and potentially disease onset;
- Adoption of management practices including fibre supplementation, over-sowing lucerne with barley and strategic rotational grazing; and
- Misdiagnosis of red gut cases in the past.

In conclusion, the low number of cases prevented any associations to be made between farm management practices and red gut prevalence. However, it was evident that the prevalence of red gut compared to other causes of lamb and ewe death in 2021 was lower than previously estimated. Regardless of seasonal conditions it is recommended that producers continue to use the currently employed preventative strategies to minimise the risk of lamb deaths while grazing lucerne.

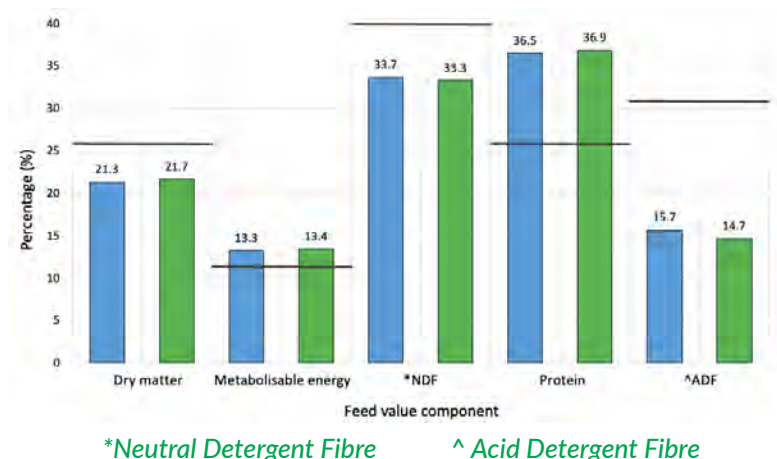


Figure 2: Column graph of feed test results (%) averaged across three trial sites, comparing control (blue) and treated (green) paddocks relative to desired levels (grey line) for weaned lambs.

S&W SEEDS UPDATE

by Peter Gibbs, Production Manager, Pasture Seed Crops



At the time of writing hopefully everyone is enjoying this fine weather, ideal for hay making and annual crop harvest. With record prices alongside a lot of commodities it is most certainly a good time to be a primary producer.

Lucerne seed pricing looks to follow this trend upwards, not record pricing but firmer than last season. Besides some carry over stock for early shipping in 2022, S&W have fully committed orders on all remaining stock. We are receiving very good enquiry for 2022 harvested seed with prompt shipping once cleaned and off test. This level of enquiry is very promising from a pricing and inventory perspective for not only the producer but also the marketer.

Shipping continues to have its challenges whether its accessing containers to load seed into, having ships change arrival/departure dates or charging more for containers to be shipped has made our international logistics team work extremely hard to meet our customers' deadlines and demands.

On the domestic market, S&W had a very good sales year in 2021 across all our product range with a lot of products selling out very quickly. With the current high pricing of livestock, we envisage that a lot of primary producers will be looking to improve more of their land into more productive pastures as we move into season 2022. Whether that be good forage cereals such as our new awnless wheat Severn, our new awnless barley named Kraken or our 2 new oat varieties Bronco & Overland or just looking to improve the species in their fields with high quality clover, ryegrass or lucerne. We will have good stocks of all our pasture species as we prepare for the 2022 season.

We are also pleased to announce that we have both SW18NPK91 & SW18NPK92 in build up production

this year and will have areas available for production in 2022. Both varieties have been in the top 5 seed yielding varieties over the last 3 years in all three treatments in the Lucerne Australia seed yield trials. Alongside these we will also have our usual SuperNova, SuperSonic, SuperStar & ML99 varieties available to plant in 2022 for the non-dormant types alongside our dormant types such as SuperAurora, ML66, GTL60, L56 & SW6330.

As we close up lucerne fields for seed production it is a timely reminder to ensure weed control practices are in place. Lines of seed with excessive weeds or certain weed types are usually the last and hardest to sell so the cleaner the fields the quicker we can get this seed to market. It also makes the seed cleaning process quicker allowing quicker turnaround times from cleaning to seed testing to shipping.

Dryland fields are already closed up for production and so far, the flowers are setting quite well. Depending on the age of the stand quite a few fields I have seen will need a significant input of moisture from the heavens above to maximise a healthy yield.

I have been contacted by a couple of bee pollinating businesses looking to place hives onto lucerne fields, if you currently do not have a regular pollinating provider, please let me know and I can give you their contact details. If you have any queries regarding any production for lucerne or annual clovers, please contact Peter Gibbs on 0427574027 or petergibbs@swseedco.com.

From all the staff at S&W we wish you and your families a very happy and safe Christmas and look forward to seeing you in 2022.

PGG WRIGHTSON SEEDS REPORT

by Jess Nottle, Production and Procurement



Since our last update, PGG Wrightson Seeds has undergone some changes to our business structure which you may have noticed already.

DLF Seeds Name Change

PGG Wrightson Seeds and its sister divisions of AusWest and Stephens Pasture Seeds will be consolidating into a single seeds business named DLF Seeds, effective from the 1st of February 2022. The name change to DLF Seeds brings our company in line with our parent company, DLF, a global leader in forage and amenity seeds. This single company trading as DLF Seeds will continue to produce and sell the same range of leading PGG Wrightson Seeds and Agricom branded products that we currently do. Being part of the DLF Seeds group will allow us to increase our range of products grown in Australia and expand sales through additional domestic and export opportunities.

Keith Seed Cleaning Shed

Another large change within the business was announced to growers in late November. PGG Wrightson Seeds are pleased to announce that our Keith Seed Cleaning business has been sold to our previous Shed Manager, Greg Excell. Greg & his team will continue to provide seed cleaning & processing facilities to the community, trading as Limestone Coast Seeds. Greg and his team have delivered outstanding service to local seed producers and to our customers, and we thank them for their hard work and support over the years. PGG Wrightson Seeds will no longer have a presence at the Keith Shed, however our reps are still locally based, and you will see us & about in our mobile offices (the trusty Ford Ranger)!

Upcoming Lucerne Crop

Dryland paddocks in north of the state have good moisture under them. Some have been topped again following prolonged cool, wet conditions. Dryland lucerne paddocks in the South-East are set up well with moisture underneath them now, and are hopefully headed for some fine, warm weather at flowering. Irrigated lucerne paddocks are a mixed bag this year – some paddocks locked up early, others getting grazed before being topped at lock-up, and a small amount going for another hay cut prior to lock-up. Considerably less hay has been cut this year. Most have put

more emphasis on having their lucerne paddocks clean and locked up on time, following indications of good demand for lucerne seed ex new crop. It's good to see that seed crops have again become a priority for growers.

We're seeing good international demand for many commodities with reports of a poor harvest in Northern America & Europe confirmed. Shipping & logistics continue to cause headaches, however this isn't just limited to agriculture – it's effecting all industries.

PGG Wrightson Seeds are active buyers of forage cereals, vetches, annual clovers & medics, and lucerne. Please contact us via the details listed below if you're a seller, or for further information on current export & domestic market conditions.

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

Seed Production Agronomists

Jess Nottle – 0438 302 148

Martin Flower – 0427 530 454

Public Seed Purchasing

Anthony Quilter – 0427 572 125

INTRODUCING NEW LA EXECUTIVE MEMBER - JESS NOTTLE

I am a local at heart, residing in Bordertown, and work as a Seed Production Agronomist & Purchaser with PGG Wrightson Seeds.

In the past 7 years working with PGW Seeds, I have held a variety of roles which has given me broad exposure to many facets of the pasture seed industry, including Research & Development, Seed Production, Seed Cleaning, Certification, and Export Sales.

As well as focusing on seed supply for our company, I am currently assisting our R&D team with the development and release of new lucerne and clover varieties, with focus on improving the profitability to our seed growers, as well as maintaining an excellent quality forage variety.

Since completing an agronomy traineeship with PGW Seeds 4 years ago, I have developed a real passion for agriculture and thrive on learning as much as possible and sharing that knowledge. A great way to do that is by being involved with industry groups such as Lucerne Australia, and the Australian Seed Federation for which I am the Southern Regional Secretary. I'm a keen supporter of the Agri Futures Pasture Seed Program and seeing grower levies being invested into improving the profitability of seed growers' operations for generations to come.

DAIRY MARKET UPDATE

by Eliza Redfern, Dairy Australia



Rain has dominated forecasts this spring and more is set to come. While this has been positive for dam levels and pasture growth in some regions, it has created challenges as wet weather plays havoc with harvests and weighs on per-cow yields. Nevertheless, following a year of close to record returns, conditions remain supportive for farm profitability.

Since the start of the season, commodity prices for most dairy products have been trending upwards and are now trading above five-year averages. Global demand for dairy has increased as countries re-emerge from lockdowns, with sales picking up to southeast Asia and the Middle East and North Africa (MENA) regions. Supply chain bottlenecks continue to add complexity and costs to freight, however these issues have also served to boost dairy sales.

Weaker global supply growth has also been a driving factor. Cold and wet weather has impacted pasture growth and weighed on milk production in New Zealand. In Europe, milk production is lagging, with surging feed and energy costs hurting margins and impeding growth in several countries. In the US, following months of expansion, the dairy herd is now contracting. Higher feed prices have prompted substantial cuts to the national herd and as a result, the US reported its first drop in milk production since May 2020 this October. With global dairy supply expected to remain fairly tight, at least until the northern hemisphere spring, market fundamentals look well supported going forward.

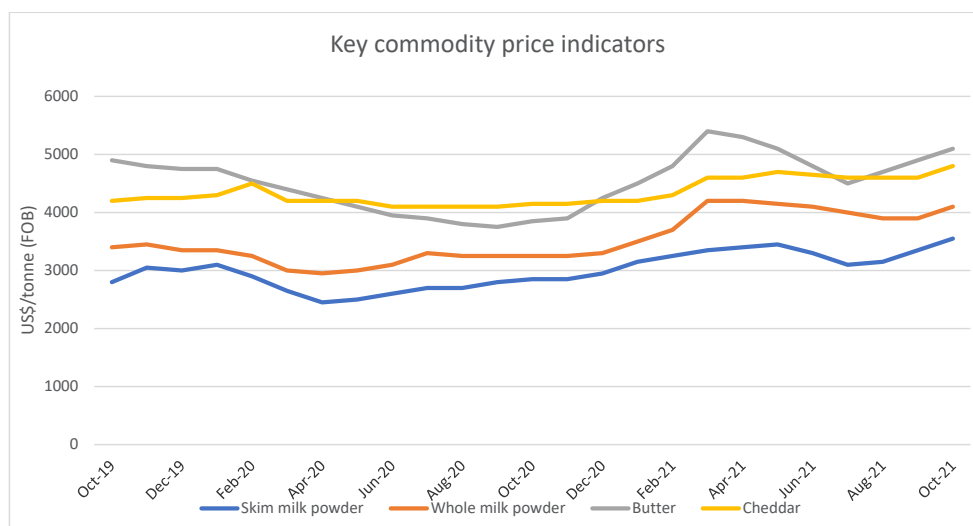
Back home, as most COVID-19 restrictions ease ahead of summer, consumers are taking advantage of newfound freedoms further buoying the domestic market. Shoppers have returned in force as the economy re-opens and Dairy

Australia's foodservice index shows that café and restaurant spending have recovered since last year. Takeaway products are also growing in popularity and retail demand for dairy remains strong, as sales of yellow spreads and milk outpace 2019 volumes. As people are gearing up to eat and drink their way through the Christmas period, domestic dairy demand looks set to stay firm.

While dairy market dynamics remain supportive, seasonal conditions have created several challenges this spring. Above average rain, storms and cold fronts have caused flooding in some regions and disrupted harvest proceedings, hay making and silage production. While the prices of fodder and temporary water remain subdued, the value of other inputs (fertiliser, grain, energy and labour) have surged this spring. Nevertheless, a generally higher farmgate milk price is expected to insulate against rising prices.

Another factor likely to underpin farm profit expectations is Australia's stagnant milk pool. While wet weather conditions weigh on per-cow yields, milk production was down compared to 2020/21 during the first four months of this season, further intensifying competition for milk amongst processors. This bodes well for the season ahead.

While weather forecast suggests more rain this summer, many factors appear quite supportive for the dairy industry heading into 2022. Muted global supply growth combined with robust demand continue to underpin commodity prices and locally sales of dairy products remain strong. Despite rising input costs, a higher farmgate milk price will help insulate against prices and support ongoing farm profitability.



AFIA NEWS

by Larissa Mullot, Media Officer, AFIA



National Hay Safe Day - 25 October

AFIA recently celebrated National Hay Safe Day by launching a series of new safety resources with our safety partner Safe Ag Systems.

Three Fodder Safety Briefs on telehandler safety, traffic management plans and worker training were released to guide safe work practices.

“Often complacency and fatigue result in accidents and deaths on our farms so this busy period is the perfect time to stop and think about safety,” said Paula Fitzgerald, AFIA Chief Executive Officer.

“The new Fodder Safety Briefs build on AFIA’s safety signage and our existing resources which address working safely when moving, loading and unloading fodder,” she said.

Strong supporters of National Hay Safe Day, Safe Ag Systems CEO, Katy Landt notes, “We are reminded of industry statistics all the time, these statistics represent real people. We believe everyone deserves to go home safe, and we are proud to play our part in National Hay Safe Day.”

“Although every day should be Hay Safe, if we can impact safety culture through educational resources, we can contribute to a positive movement in agriculture,” she said.

AFIA’s safety resources are available at: <https://afia.org.au/resources/#safety>

Fodder Forum September Series

During September, AFIA ran a series of Fodder Forums in lieu of our regional events as a result of the ongoing pandemic. The forums covered a range of topics including the new oat breeding program, safety in the workplace, 3D printing, automation and the future of the fodder industry.

Each Forum had a keynote address, an opportunity for some of our sponsors to showcase their products, and we heard from our members around Australia presenting ‘Our Place’ regional updates.

The events allowed for great interaction and “fodder for thought” and are available online at: <https://afia.org.au/events/#fodder-forums>



AFIA Fodder Forum 1, 2nd September 2021



AFIA Fodder Forum 3, 16th September 2021



AFIA Fodder Forum 2, 9th September 2021



AFIA Fodder Forum 4, 23 September 2021

The future of Australia's Export Fodder industry

AgriFutures has released the Export Fodder Program's new Strategic RD&E Plan (2021-2026) outlining its research, development and extension investments for the next five years.

Four priorities underpin the Plan to drive research and development while balancing productivity and sustainability.

These priorities are:

1. Production of high-quality export-grade fodder.
2. Continued access to export markets.
3. Supporting innovation across the supply chain.
4. Increased adoption of R&D outputs by industry.

Researching the benefits of Australian fodder in livestock feed rations and better understanding market specifications will support access to existing export fodder markets and support growth into new markets.

Find out more at:

<https://agrifutures.com.au/product/agrifutures-export-fodder-program-strategic-rde-plan-2021-2026>

Stay up-to-date with key fodder data and insights across Australia's dairy regions in our (mostly) weekly Hay Reports from information sourced by AFIA as part of a project with Dairy Australia <https://afia.org.au/resources/>

For all this and more, information about becoming an AFIA member is available at www.afia.org.au



The impact of devastating floods across NSW can be seen in these images from AFIA Member Michael Horton, Bell River Hay, who farms with his father Ian in Wellington where they grow lucerne along with other crops.

Image credit: Michael Horton.

KONGAL SEEDS NEWS



2021 has been an exciting year of Development with New Offices and Export area.

We held an official opening in September with Industry partners and guests to celebrate this achievement.

Season 2021/22 is upon us with Cereal deliveries beginning this month, we have a strong cleaning team ready to go with a new Receivals and Workshop/Maintenance member in Matt Dreckow. He has come to us from Jacksons 4x4 in Murray Bridge with a wealth of experience.

We have upgraded our Export area with new treating and bagging equipment this enables us to provide efficient and quality service.

We wish all of our Growers and Merchants a prosperous 2021/22 Harvest Season.

Any enquires regarding Cleaning of Cereals, Lucerne, Clovers or Pasture Seeds please contact Nathan, Simon or Helen. Ph: (08) 8758 7206.



MACHINERY MAINTENANCE FOR 2022 AND BEYOND

courtesy of Safe Ag Systems



Agriculture as an industry heavily relies upon machinery, tools and equipment to get the job done. Your day-to-day operations would require plenty of machinery to plant, cultivate and harvest your crop.

Safe Work Australia identified that 68% of fatalities in agriculture involved a vehicle from 2015 - 2019. 27% of those fatal incidents were vehicle collisions and 8% were caused by being trapped by a moving vehicle. Tractors were the most common vehicle involved in an incident at 23% compared to quad bikes at 14%.

Understanding and managing the risks that come with using agricultural machinery is essential to a safe operating environment. There are regular risk management practices you can put into place, alongside seasonal checks at various times of the year.

As we head into a new year, now is the perfect time to plan how you will keep your machinery in optimal working order and implement practices to keep people safe.

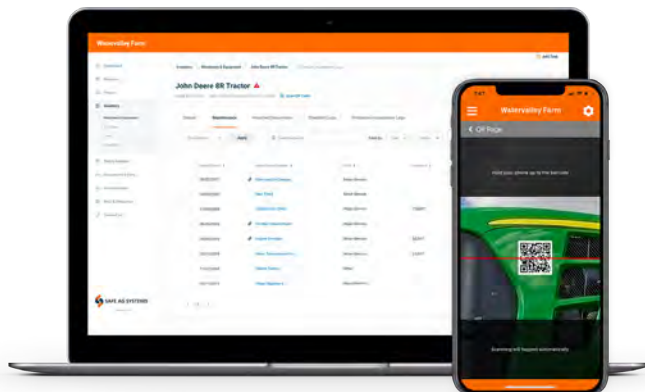
How to identify hazards

A good place to start to identify on-farm hazards is to ask yourself a few questions about the plant and equipment that you use and identifying the risks you can see. Talk to the workers who regularly use the equipment as often they have a good idea about the hazards. Utilised any safety checklists to check for defects on machinery and equipment as well as guards and other safety devices are in working order.

Maintenance records

The most dangerous factor of being on farm is your Machinery. It is essential to keep a record of all servicing or maintenance. Remember it is a legal requirement for you to retain your machinery service records. 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, maintains accountability of workers utilising the machinery as well as preserving resale value.

Neglecting your machinery can have serious health and safety consequences for your agribusiness as well as your workers. Ill-kept machinery and equipment risk break downs, injuries, and costly repairs. You risk delays and loss of income in addition to having to reschedule and jeopardise not getting the full workload finished. Consider the below checklist when evaluating your inventory:



Machinery and Equipment Checklist

- Prepare your checklist and safety inspections
- Assess your current machinery - has it been tested and cleaned?
- Identify and understand any hazards or risks
- Review your servicing and maintenance

It's very easy to keep your records up to date using Safe Ag Systems also giving you access to this information, including vehicle maintenance, anywhere, anytime. Safe Ag Systems will allow you to attach a scan-able code to any inventory item which will present your worker with a Safe Work Procedure.



In the loading zone, as well as elsewhere on your property, reversing vehicles are a significant hazard to pedestrians. Having reversing cameras on equipment and ensuring audible reversing alarms are fitted and operational can make a big difference. Don't allow operators to disable these, as annoying as the alarm might get. That noise could just save a life.

Think about who needs to be in the loading zone. Non-essential personnel should stay well clear, including the truck driver. Depending on your workplace, you may even be able to run some bunting or cordon off the area, and put up some signs to create a barrier around the loading zone to keep people out. This isn't practical for all workplaces, and you need to find ways to exclude visitors, children and non-essential workers from the area.

Using a spotter can make a big difference to safety in the loading zone. Their job is to watch the area and alert the operator of any hazards, such as someone in the loading zone or any other risk the operator may have to deal with. Spotters also guide operators when reversing. A few simple strategies can help you create a simple, yet effective, traffic management plan.

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 [Safe Ag Systems | Safety Management Software](#) or contact their team on 08 8490 0939.

Moving Machinery

Another factor to consider is the safety of machinery when you're moving between properties. Ensure you comply with the relevant Codes of Practice and operate at a safe speed, with securely hitched equipment. Properly comply with permit requirements.

Have you planned how you will keep people safe around moving machinery and vehicles on your farm? It's not practical for most agribusinesses to install fixed barriers to segregate pedestrians from vehicular traffic, paint yellow walkways, install CCTV or other such control measures. However, there are some things you can do to manage traffic and keep people safe.

Creating and documenting a traffic management plan isn't as difficult as it seems. Think about how and where a person and a moving vehicle could collide. Taking the time to think this through and talking to the people involved in the job will help you manage the risk of someone getting hurt, or worse. You're going to need to mark things such as defined driving routes, traffic flow, speed limits, access and egress, loading zones and exclusion zones when you create your traffic management plan. Take into consideration the movement of the machinery or equipment, consider that machinery will be reversing, changing direction, and moving forward repeatedly. Then you need to think about the risk of people around moving vehicles.

There are two key areas where a person and a vehicle could collide – the loading zone, and the path of trucks moving on the property, including access and egress. The simplest way to reduce the risk here is to slow vehicles down. Set a speed limit on your property or in certain areas and put signs up where drivers can see them.



Seed Force

From the whole team at Seed Force Australia, wishing you a safe & happy Christmas and a prosperous harvest

NARACOORTE SEEDS UPDATE

by Joshua Rasheed, Public Lucerne Seed Trader

With low public Lucerne seed stock at the start of this quarter, sales were never going to be high. Our carry-over stocks of both certified and uncertified public seed were low and now after the last quarters sales I believe stocks are pretty well sold out. This is great for growers going into the new harvest, which is still some 3-4 months away, as it should place pressure on prices to stay firm and should give growers confidence not to be cheap seller going into the new sales period.

Public lucerne seed may be sold out, but not all would have been shipped yet. Shipping is still a big issue with vessels & equipment hard to book, while freight costs are still at all-time highs. Unfortunately, there doesn't appear to be any relief coming over the next 12+ months so it will be



something marketers will have to manage very carefully with their buyers.

If we look at the export sales to the end of September 2021 there has been over 7,500 tonnes exported with Saudi Arabia our strongest customer purchasing 39%, followed by the USA, Argentina and South Africa.

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

From all the staff at Naracoorte Seeds, we wish you a Merry Christmas and Happy New Year!

LUCERNE AGRONOMY REPORT

by Scott Hutchings, Senior Agronomist, Cox Rural



The lucerne seed season is well underway in the upper south east with the majority of Lucerne seed paddocks having recently been grazed or cut for hay and locked up for seed. I would suggest that there is slightly more irrigated area being locked up for seed this year on the back of firm price indicators for seed. Dryland area is slightly up but has not significantly increased over last year and with a short term forecast that looks great for harvest locally but not so good for dryland lucerne I am not thinking that this area will increase and may fall to be very similar to last year. With current livestock pricing growers are quick to graze off any dryland paddock that does not look like it is going to finish or yield well.

We are currently seeing high levels of beneficial insects in crops particularly lady beetles and nabid bugs. We are seeing the usual sporadic levels of budworm, green mirids and crop mirids in paddocks but at this stage levels are low. Given the issues we have recently seen with blue green aphids I would encourage agronomists to monitor crops vigilantly and only spray insecticides when thresholds are reached. Due to the fact that we have seen significant control failures with chlorpyrifos for blue green aphid control it is important that we use alternative options where appropriate and use them correctly. We will not see new registered chemistry for Aphid control available this

season, therefore important to look at alternatives and use the few we have effectively. When applying products such as pirimicarb be sure to apply robust label rates, use high water rates for better coverage and penetration (particularly in thick stands later in the season) and spray in the correct temperature range. Alternative pest oil products may also enhance control particularly when combined with other controls but be careful with crop stage and potential phytotoxicity particularly prior to and before flowering. The future does however look good with a number of new insecticides coming through that will be registered in lucerne and give us more rotational options moving forward with aphids, budworm and mirid species.

The aphid issue is an on going problem as this year has seen cow pea aphid present in crops in high numbers and for a long period so it is also suggested that growers run a sweep net through good lucerne paddocks 7 days before planned grazing events so control can occur to prevent stock health problems from occurring. Normal control methods appear to be working on this species but its control may also be contributing to resistance in other aphid species present in the paddocks by increase insecticide exposure. Recent outbreaks caused significant livestock production losses over the last six months so please remain vigilant particularly next autumn.



LUCERNE EXPORT STATISTICS FROM AUSTRALIA

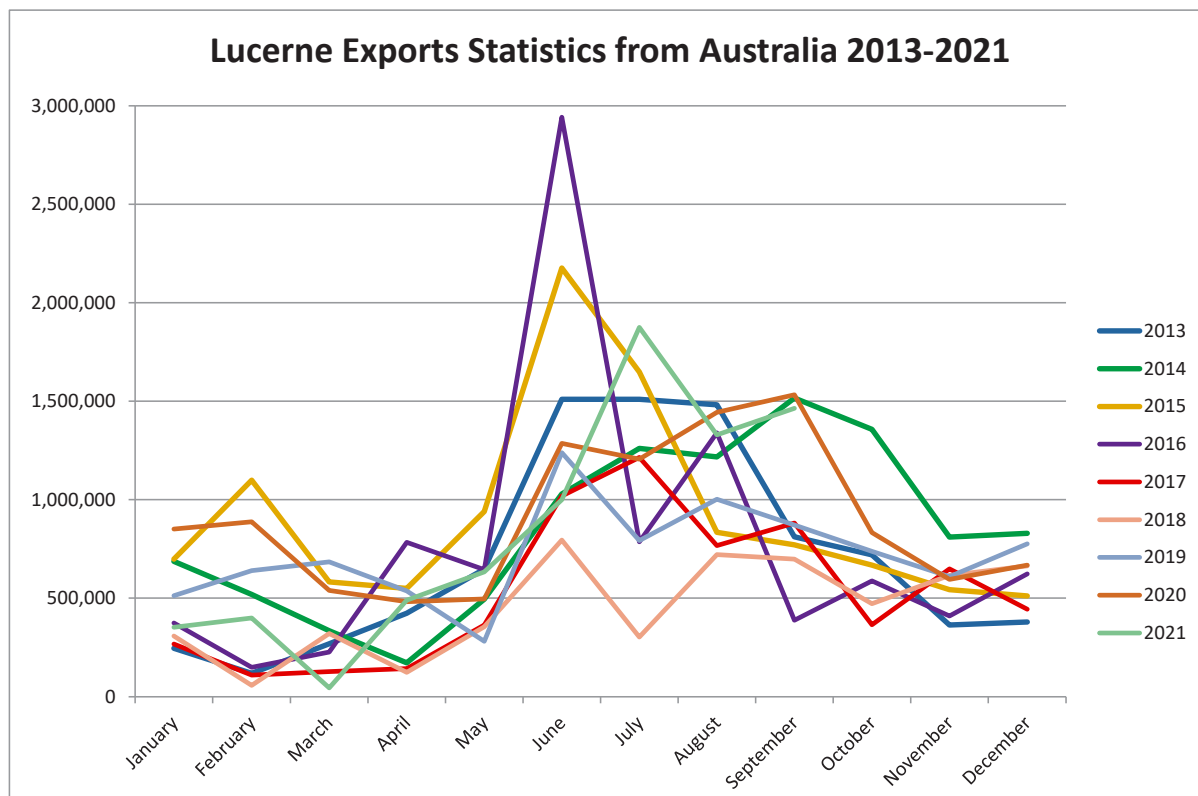
- January 2013 to October 2021

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	400,125	-985,888
Mar	269,091	334,033	582,929	227,050	127,000	321,205	684,044	539,525	44,500	-1,480,913
Apr	424,057	171,816	549,340	784,031	143,025	123,100	536,501	482,194	439,500	-1,628,182
May	647,509	495,472	940,000	644,704	363,023	355,575	281,335	495,875	633,571	-1,490,486
Jun	1,509,605	1,029,000	2,176,805	2,942,685	1,018,477	794,995	1,239,461	1,286,579	1,000,145	-1,675,420
Jul	1,510,278	1,260,782	1,649,080	786,450	1,214,352	303,288	792,380	1,205,927	1,875,361	-975,954
Aug	1,482,357	1,217,121	834,178	1,339,684	767,256	721,730	1,002,472	1,443,626	1,329,201	-957,879
Sep	811,667	1,516,965	770,857	388,207	882,195	698,665	871,762	1,533,097	1,463,717	-1,027,259
Oct	719,882	1,356,922	667,503	588,199	364,673	472,480	738,090	832,925	573,749	-1,286,435
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	Florando Partners	Kester, RJ & J	Rowett, NJ & LK
Altus, TJ & JL 'Moonmera'	Forster, SA & KA	Kinyerrie Partnership	Ryan, NJ & LK
Bergan Park	Fry, AL & JE & Son	Kuchel, DJ & CE	Sanders, DE & FM
Berry, S & J Family Trust	Glendoon Pastoral Co	Lake Ellen Pastoral	Sanders, GE & LM
Brecon Proprietors	Graetz, S & H	Leach, PJ & Co	Sanders, SN & DA
Brown, DC & DG	Harvey, M & K Family Trust	Loller, B & L	Sanders, RJ & ED
Cacia Downs Farming Co	Hawkins, MM	Makin Nominees	Scottswell Partners
Circle H Farms	Hunt, DB & JS	Mardango Props	Simpson, GE & TM
Colara Farms	Hutchings, SC & CA	Maroona Proprietors	Twynem Partners
Connon Pastoral Co Pty Ltd	Hyfield Pastoral Pty Ltd	Martin, JP & SGP	Vowles, B, K & M
Corlinga Partners	Jaeschke Partners	McMurray, JA & KA	Wallis, PA & ML
Crawford, CJ Pty Ltd	Jarra Farm Trust	McWimay Pty Ltd	Wilsdon, RE & TK
Creston Partners	Jesse, Cameron	Nalang Pastoral Co	Zacker Pastoral P/L
Crouch, RJ & Co	Keller Partners	Newton Pastoral Pty Ltd	
Farmer, BL & RE	Kenwyn Proprietors	Nupey Pty Ltd	



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D & M Rural	Nutrien	Upper Murray Seeds
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Forage Genetics International	Safe Ag Systems	Wilchem
Frank Fatchen Pty Ltd	SA Apiarists Association	Wise Farm Equipment
Gibbs Agricultural Consulting	S & W Seed Co	

LUCERNE AUSTRALIA *Executive Committee*

Got a question for Lucerne Australia?

Contact the Executive Officer or any our Executive Committee Members who will be happy to help.



Scott Hutchings, Chairman
Contact: 0428 551 188

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.



Aaron Freeman, Deputy Chairman
Contact: 0428 875 600

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 along with a prime lamb enterprise on a recently purchased property.



Katrina Copping, Executive Officer
Contact: 0439 538 332

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.



Josh Rasheed, Associate Member
Contact: 0427 790 655

Joshua started with Naracoorte Seeds in 2011 and has since become a part owner/director of Naracoorte Seeds. Originally employed as the Contract Cropping Manager gave Josh a solid grounding in pasture seed production, including Lucerne, and he has now moved into his current role of Lucerne Seed Trading and Pasture Advisory. Josh has always enjoyed getting out working with clients and looks forward to working in the lucerne industry for years to come. Josh lives in Naracoorte with his wife Emma and three daughters but prior to this move he worked as a Real Estate Agent for 12 years at the family Real Estate business in Meningie.



Adam Zacker, Grower Member
Contact: 0417 853 799

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.



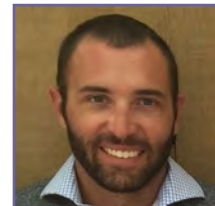
Rodney Lush, Grower Member
Contact: 0419 862 510

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.



Scott Campbell, Grower Member
Contact: 0417 887 562

Scott and his wife Sophie Campbell own a mixed farming business at Keith, producing Lucerne seed, hay grain and prime lamb production. As a business with a high reliance on lucerne Scott believes it is important to keep abreast of industry issues both domestic and international. His family have been involved in the lucerne seed industry for more than 40 years.



Simon Allen, Grower Member
Contact: 0408 893 786

Simon is involved for 15 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.



Jess Nottle, Associate Member
Contact: 0438 302 148

Jess Nottle is a Seed Production Agronomist working with PGG Wrightson Seeds. Jess is a local, residing in Bordertown and has spent the past 7 years in the seed industry with broad exposure to many facets of the pasture seed industry, including Research & Development, Seed Production, Seed Cleaning, Certification, and Export Sales. During that time, she has developed a real passion for agriculture and thrives on learning as much as possible and sharing that knowledge. Jess understands the challenges farmers face in agriculture and enjoys working within the industry with a goal of helping increase on-farm profitability.