

LUCERNE *Leader*



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LUCERNE VARIETY TRIAL UPDATE

Assess optimum plant stress levels for seed production



AgriFutures[®]
Pasture Seeds

As we move into the fifth, and final, summer of the seed trial, the site has just been grazed and is now being locked-up for seed production. This season will also see a repeat of the additional measurements collected last summer to explore the drivers of the yield differences between the different watering strategies.

As usual, Lucerne Australia will conduct a field day prior to harvest for growers and industry. This will be held on **Wednesday March 1st, 2023**. A summary of the results from the Herbicide Resistance Screening Project will also be presented at the field day by Dr Peter Boutsalis from

Plant Science Consulting. Testing of the samples collected through this project is nearing completion and individual results will be made available to participating growers in early 2023.

Trial Varieties have been supplied by: Alforex Seeds, Barenbrug, Naracoorte Seeds, DLF 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.

**SAVE THE DATE –
ANNUAL TRIAL FIELD DAY.
WEDNESDAY
MARCH 1ST 2023**



Rabobank

OUTLOOK FOR MARKETS IN THE YEAR AHEAD

November 24, 2022

by Stefan Vogel, RaboResearch General Manager Australia & New Zealand



Rabobank

The recent release of Rabobank's annual global Agri Commodity Markets (Research) Outlook for the year ahead outlines the bank's prevailing expectation is for ongoing volatility and high food prices as the world faces a 'cocktail' of headwinds.

RaboResearch general manager Australia and New Zealand Stefan Vogel says globally, consumers, farmers and suppliers will all need to grapple with a darkening macroeconomic outlook as well as continuing energy shortages and geopolitical tensions, with ongoing shortages of some key ag commodities, according to the report, Outlook 2023: Tightening the Belt, which evaluates prospects for a variety of agricultural commodities, including wheat, corn, soybeans and sugar.

"There is hope, though, of more benign weather in 2023 for the globe, with La Niña set to be a less disruptive influence after three years of subjecting farmers across the Americas to very dry weather, as well as the extreme rainfall in parts of Australia," he said.

Mr Vogel said factors to watch include 'lost' land in some key agricultural areas (notably war-torn Ukraine), high farm input prices and increases in the cost of funding.

"Among individual commodities, we expect wheat – the food staple most affected by the war in Ukraine – to remain globally in deficit.

"Global events – particularly the war – shaped world food markets in 2022. And, with energy, labour and other costs surging, agricultural commodity prices remain sky high – at about 50 per cent higher than in pre-pandemic times."

Looking ahead to 2023, Mr Vogel said the bank forecast prices for a number of agricultural commodities to recede slightly – not

because production will improve significantly, but rather global demand is set to be weak, as consumers feel the pinch from the cost-of-living crisis and tighten their belts.

"We expect global GDP growth to drop to just two per cent in 2023 with many major economies in recession. A global economic downturn means farmers and producers of some commodities – such as coffee, cocoa, feedgrains and oilseeds – face declining demand expectations, leading us to hold a bearish view on some commodities.

"That said, we believe the risk of divergence from our base case price forecasts for the year ahead is more to the upside than downside," he said.

For wheat, Mr Vogel said uncertainty remains over the future of the grain corridor out of Ukraine, which is crucial for supplies to the rest of the world, although it has just been renewed for another four months. "Considering also the already-harvested lower wheat volumes in the EU and the US, as well as ongoing dryness in Argentina, we forecast a global deficit of six million metric tonnes next year. And the big Brazilian corn and soybean supplies are also expected to weight on grain prices.

"As ever, the picture differs when you look across the various agri commodities, with producers of those stocks that countries and consumers can more easily cut back on – such as coffee, cocoa and cotton – the most exposed."

Mr Vogel said in normal times, the cure for high prices is often high prices, with producers spurred to increase supply to meet demand. "The problem is these aren't normal times and the range of factors making life difficult for farmers globally – from lost land to the high cost of production and adverse weather – have reduced their ability to aggressively expand production. And these factors are expected to only slowly ease, if at all. It is instead demand that needs to adjust, and that can be painful."

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RaboResearch General Manager Australia & New Zealand
– Stefan Vogel

DLF SEEDS UPDATE

courtesy of DLF Seeds



How's the season?

As I write, we are experiencing unseasonably cool & wet conditions which is causing many headaches for farmers, contractors and seed companies alike. While most of our annual seed crops have fantastic potential, concerns are now arising about our ability to get these big bulky crops harvested and into a bag successfully.

It's no secret to any lucerne grower that our hay season has been extremely challenging however it's good to see farmers focused on setting up seed crops well as a result of strong lucerne seed pricing indications.

Insect pressure has been relatively light-on thus far, so our focus has been ensuring lucerne crops are clean of problems weeds and are set up for success from the start. Summer grasses such as love grass & panic grass are becoming more prevalent in lucerne crops and on seed tests, in-turn limiting the marketability of your seed. If you're seeing summer grasses germinate in your paddock, consult with your local agronomist to develop an effective control strategy.

Also, a reminder to all certified seed growers that you should now have returned your certification renewal & phytosanitary inspection applications to your certifying agency.

International markets

We continue to see strong demand for lucerne seed and other legume seeds from all regions in the world. With the drought last season in the US and Europe, International customers are aware of the current low world supply of lucerne seed and understand the potential supply constraints as a result of forecast wet conditions facing the Australian harvest over the coming months. In addition to the lower supply from other origins, the AUD/USD exchange rate has come off considerable since early this year however it is risen from the lows we saw in September/October. Ocean Freight Rates are continuing to decline, and more supply is becoming available in anticipation of a global slowdown which helps in getting seed to customers.

Some markets have been expressing interest in supply of alternative products to lucerne seed, seeking a less expensive option to fill their needs. Ultimately, there is no replacement for lucerne however prices may sway the end users decision to sow lucerne, as it does here in Australia for other commodities. In

addition to this, when Lucerne pricing reaches a certain point, suppliers from other origins often look for ways to make their seed work into our traditional markets.

Australian R&D update

Our global research & breeding technicians continue to focus on improved lucerne varieties. We are currently evaluating potential new varieties locally in South-East SA, prior to progressing these lucernes into commercial varieties. It is one of DLF Seeds' key priorities to ensure any new lucerne varieties will perform and remain profitable for our seed growers for the life of the stand.

In early November the DLF Seeds R&D team hosted Innovation Days at our research & breeding facilities; one at Armidale NSW, the other at Ballarat, VIC. Agronomists, consultants and farmers were welcomed through over 2 days and were informed of and discussed optimising grazing for increased dry matter production, palatability, animal health, while showcasing various species blends, and pasture rotation management. These days are a great way to investigate alternative forage options, bounce ideas off fellow farmers, and make new connections.

If pasture productivity is a focus for your mixed-farming business, get in touch.

DLF Seeds welcomes farmer tours of local pasture projects.

Lastly...

As always, we will be active buyers of both Certified and Uncertified public varieties of lucerne from the coming harvest, along with other pasture seeds.

DLF Seeds have openings for new lucerne seed plantings in 2023, plus other seed crops suited to SA & VIC. Get it touch today to ensure you get your preferred planting option.

Wishing you all the best for the season ahead, and a prosperous New Year!

Seed Production & Purchasing
Jess Nottle - 0438 302 148
Martin Flower - 0427 530 454
Anthony Quilter - 0427 572 125



AGRIFUTURES SEED WASP PROJECT UPDATE (PRJ-012189)

by Alan McKay, Daniele Giblot-Ducray, Kym Perry, Kate Muirhead and Lamyaa Alhwash (SARDI), Ray Correll (RHO Environmetrics), James De Barro (Alpha Group Consulting)

Lucerne seed wasp and parasitoid results for past five harvests on way to growers

Reports summarising the levels of lucerne seed wasp (LSW) and associated parasitoid wasps detected in delivery samples for the past five harvests have been sent to the cleaning sheds for distribution to their clients.

The report groups samples by individual paddocks and sort them by delivery date for the past five harvests and includes the number of wasps per gram of delivery sample, the percent of wasps that were LSW and two graphics showing how the wasp levels for the sample rank relative to other samples within a 2 km radius and how the sample ranks across the lucerne production district in the Southeast of South Australia. Some comments on the results:

- The more wasps/gram delivery sample the greater the potential yield loss.
- The lower the percent LSW, the greater the potential for biological control to reduce loss of seed production in the following season's crop.

Initial feedback indicates that the information in the report is useful to monitor the effect of management decisions such as lockup times on individual crops, as well as the general effects of season.

Where there was insufficient information to assign a location to a paddock, the grower will receive a spreadsheet containing details of the samples. If the missing information is provided to SARDI, a revised report will be issued.

Currently, growers delivering seed to several cleaning sheds will receive several reports. SARDI is developing a system to produce a single report for each farm that can be updated each season.

Request for yield and cleanout rates

We are exploring a possible model to calculate indicative yield losses caused by LSW to estimate the cost of LSW in individual crops. Preliminary analyses using data provided by one grower for the last five harvests indicate correlations between cleanout rates, crop yield and DNA results for levels of wasps in the delivery samples, may provide the basis for a useful yield loss model.

To investigate this further, we are seeking cleanout rates and crop yield data from other growers to determine if this relationship is robust across the lucerne seed industry or varies between farms.

Field monitoring

The project has now completed three seasons of monitoring survival of LSW and parasitoids at 10 sites. The final field experiment is underway to compare emergence of the wasps in spring 2022 with results of the same assessment conducted last year. Data for all field experiments will be analysed within the next six months, before the project scheduled to end on June 30, 2023.

Incorporation with Golden Dodder reports

For the coming season, LSW and associated parasitoid wasp levels will be included in the golden dodder report. The wasp results are funded by the current AgriFutures project.



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AFIA UPDATE

courtesy of AFIA



The fodder industry like many other commodities has been impacted by the recent weather events. As the full extent of the impact emerges, AFIA is encouraging everyone to keep an eye on the Hay Report, produced by AFIA for Dairy Australia. The Hay Report is available at - <https://afia.org.au/resources/#hay-report> and it provides up-to-date commentary on conditions and fodder availability across the country.

The impact of the recent wet weather on the fodder markets has been captured in recent Hay Reports, with key observations including:

- Now that the regional supply shortages have been accurately assessed and the widespread damage to hay and fodder crops has become evident, prices are beginning to rise quickly.
- The weather has significantly reduced expected Spring hay production and is causing concerns due to the delayed start to any summer crop production.
- High protein hay will be in very short supply given the vetch hay crop failures.
- With supplies tight a growing number of producers have indicated they will be hard pressed to harvest and process hay for existing customers. They are expecting to have little if any sale available for new customers.
- The seasonal conditions and ongoing rain will lead to a reduction in the quality of in paddock dry feed which will put further pressure on demand for hay and silage.
- Labour shortages, road closures and significant road damage continue to impact timeliness of deliveries both onto and off farms. Hay deliveries will be delayed, and delivery costs will increase.
- The Bureau of Meteorology (BOM) continues to predict a wet summer over northern and eastern Australia, consistent with several climate drivers, including La Niña.

AFIA is also reminding everyone to be mindful of the risk of mycotoxins in silage and hay as a result of the recent wet conditions. Mycotoxins are products of mould or fungal metabolism, and generally occur in silage as a result of aerobic spoilage, and also in hay when it has not been cured at recommended levels. Mycotoxins in feed can have an impact on livestock through reduced feed intake, decreased animal performance and reduced fertility.

Buyers are encouraged to feed test and view fodder before purchase to be sure of the quality of feed, particularly when feeding to animals.



'Mowing lucerne' - a 2022 AFIA Photo Competition entry from Jacob Marshall, Bundy Ag.



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Want to know more?

Contact any of our experienced team

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

Ph: (08) 8752 0024
 Email: seedsales@tataraseeds.com.au

BARENBRUG UPDATE



by Daryl Turner, Southern Production Manager

Domestic

Favourable conditions in most key lucerne growing areas has again seen solid demand for lucerne seed and good conditions for Spring sowing. Winter active varieties such as SARDI 7 Series 2 and SARDI 10 Series 2 are mostly sought after with high winter active varieties being preferred by some specialist hay producers. There are some growers however that are taking a more cautious approach preferring to retain older pastures for another year rather than in investing in a new lucerne stand. This is mainly due to lower livestock numbers and hence reduced need for improved fodder options. Moving forward we anticipate good demand for Autumn 2023.

International

Exported volumes of seed are well back compared to this time last year and the year prior. This is purely related to supply as demand remains firm and we are all crossing our fingers that we get a favourable harvest, but certainly some challenges ahead. The international team has welcomed 2 new starters to Barenbrug. Jason Burnie started in October in the role of International Sales and Marketing Manager and will be responsible for several key regions. He comes to us after spending 13 years in the vegetable seed industry being involved in multiple aspects of sales, marketing, and product development. After spending 5 years of these years in California, Jason and his family decided it was time

to come back home. We are also pleased to announce Janette Todd who started with this month as a Shipping Export Officer and has extensive experience shipping and logistics of agricultural products over many years which will be invaluable given the continual challenges we face with shipping.

Seed Production

We have seen a heavy rise in on farm lucerne hay prices which is being driven by strong demand from Victoria, NSW and Queensland farmers looking for quality supplementary fodder due to the flood devastation. Supply has been quite spasmodic due to the wet, cool spring with a direct impact on hay prices. These conditions have delayed paddock shut up and has the potential to affect yields as we head into summer. From what we are seeing in the field the cool spring looks to have had a positive effect on decreasing the lucerne wasp numbers, we will continue to monitor these numbers as the crop progresses.

Barenbrug has a large portfolio of tried and tested germplasm that performs strong throughout the region, to avoid disappointment and to secure your requirements for the 2023 sowing season please contact Justin Elliott or Michael Birks on the below details.

Justin Elliott - 0408 851 411

Michael Birks - 0456 437 976

2022 LUCERNE AUSTRALIA AGM

by Lucerne Australia

22 grower and associate members attended the recent 2022 AGM held at Henry & Rose Cafe in Keith on Wednesday 19th October.

Guest Speakers prior to the AGM were:

Dr Alan McKay - Principal Scientist, SARDI Soil Biology & Molecular Diagnostics. Alan has been leading a team of researchers working on the AgriFutures funded project developing quantitative DNA tests for lucerne seed wasp and associated parasitoid wasps. He presented on the next stage of extending this important project to industry through testing and mapping.

Danny Le Feuvre - CEO for the Australian Honey Bee Industry Council (AHBIC). Danny provided an update on the latest information about the Varroa Mite incursion in NSW; highly relevant as pollination time approaches for the lucerne seed industry.

Tom Schulz - Connor Pastoral, Tintinara. Tom was the recipient of the Lucerne Australia bursary for a young member to attend the Rabobank Farm Manager Course which was held this year in NSW.

Tom provided a summary of his experience and the significant benefits of attending this valuable course conducted annually by Lucerne Australia Gold Sponsor, Rabobank.



Grower member Josie Hunt (L) and Shane Oster - Alpha Group Consulting (R) with new Executive Committee Member, Harrison Berry.

LUCERNE AGRONOMY REPORT

by Scott Hutchings, Senior Agronomist, Cox Rural

Currently the lucerne crop is just being locked up with many growers choosing to forego 1 hay cut altogether or put initial cuts into silage and then delayed second cuts until past optimal timing to avoid rain and take advantage of the current premium for quality legume hay that has not been weather damaged. Despite early forecasts of a suppressed hay market, rain through key hay growing areas and subsequent damage and losses has now made quality hay a short supplied commodity. Lucerne hay yields have been quite high of boit5h dryland and irrigated areas.

Lock up dates for seed have been slightly later than optimal due to the rainfall delays with many growers acknowledging the increased risk that current seasonal conditions pose for seed wasp. Growers are urged to discuss lock up timing and associated risks with their agronomists to plan seed or hay production as the current prices and risk production of certain varieties may change gross margin outcomes.

The wet spring has got dryland seed production stands off to an excellent start & stimulated interest in opportunity dryland resulting in a significant increase in locked up area, all of which looks to have good biomass pre flowering.

In general pest activity has been low with minimal native budworm flight and low aphid activity due to heavy rainfall events and cool conditions. Some of the early dryland crops have been four weeks from spraying with still minimal pest reinfestation.

Wingless grasshoppers are currently hatching west of Tintinara & Coonalpyn and numbers appear high so monitor seedling stands, pastures and seed crops.

Foliar disease levels in lucerne have been high with the cool moist spring conditions with many early locked up & bulky stands infected with various leaf spot diseases. These diseases can cause reduced hay yields and quality. Many early dryland stands were grazed again and topped to remove diseased foliage.

Early indications are that the seed market will be robust however historically cooler wetter summers have made seed production challenging with cool weather, poor pollination and higher pest numbers of mirids and seed wasp effecting yields.



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For more info visit www.agrifutures.com.au/horizon

TOUGH CONDITIONS LIMIT SEASON'S POTENTIAL



by Isabel Dando, Industry Analyst, Dairy Australia

This season was not shy of curve balls for many dairy farmers, as described in Dairy Australia's December Situation and Outlook report. On one side there has been extensive seasonal challenges, high input costs, labour shortages and an increasingly volatile global dairy market. On the other, there's been record farmgate milk prices on average, leading to the fourth most profitable year for dairy in Victoria since the Dairy Farm Monitor Project (DFMP) began.

Widespread and prolonged wet conditions across the east coast and large parts of Tasmania, have helped grow impressive stands of grain, fodder crops and pasture, only to then delay harvest and inundate thousands of hectares. While full dams and soil moisture profiles will produce future benefits, for many farmers, the immediate challenges are significant.

Farmers have also been contending with heightened costs of key inputs, recently clocking up a year since the sharp increase in fertiliser and grain values in late 2021. International pressures are set to maintain a floor under indicative fertiliser prices, whilst the path is less clear for grain values. Recent flooding across eastern Australia has very much taken the shine off the bumper grain harvest expected, with the overall effect almost certainly going to see prices pushed higher – especially for high quality product. Even though this brings potential for opportunistic access to downgraded product such as feed wheat, the opportunity to maximise homegrown feed production and reduce reliance on purchased feed markets has been taken from many.

Considering continued variability of inputs costs and the impacts of wet weather on dairy businesses, milk production will more than likely be revised down from Dairy Australia's initial forecast of a flat milk pool. The season to October saw milk output contract by 6.5%, with the wet conditions and flooding expected to weigh on this further, having occurred at the critical point of the spring peak.

Notwithstanding these significant challenges, new analysis confirms farm finances entered this season in a strong position. Farmer profitability, as measured and reported by the Dairy Farm Monitor Project (DFMP), decreased in 2021/22 relative to the year prior. Whilst milk prices on average were higher and live-stock trading conditions were strong, rising input costs offset the increase in gross farm income received compared to last year.

Seasonal conditions proved challenging in some regions whilst being favourable in others. The current 2022/23 season has seen a continuation of high milk prices and high input costs, with wet conditions a challenge for most regions. Staffing remains a challenge; the DFMP data for 2021/22 demonstrated increased reliance on imputed labour (unpaid farm owners and family members) in many businesses, as a substitute for paid labour that could not be found. This also led to increased investment in labour saving technologies. Other trends highlighted by the DFMP analysis were an increase in dairy farm business diversification (especially towards beef production), reduced fertiliser usage, and lower homegrown feed production.

While Australian dairy farmers will be dealing with the lingering effects of a wet spring, higher pricing flowing back through the supply chain is helping to offset significant cost pressures. For many, the potential for a short-term silver lining hinges on the availability of downgraded feed grain and the transition (whether sudden or gradual) from wet to dry conditions over summer.

Access the full December Situation and Outlook report and subscribe for regular updates here:

<https://www.dairyaustralia.com.au/industry-statistics/industry-reports/situation-and-outlook-report>

Percentage (%) price change of inputs between October 2022, October 2021 and October 2017.

Inputs price change	Oct-22	Oct-21	Oct-17
Cereal hay (\$/t)	195	↑3%	↑95%
Protein hay (\$/t)	405	↓0.5%	↑65%
Cereal grain (\$/t)	396	↑14%	↑53%
Protein concentrate (\$/t)	550	↑13%	↑39%
Fertiliser (\$/t)	1,000	↑6%	↑209%
Fuel (c/L)	220	↑49%	↑90%

Prices of cereal grain (wheat), protein concentrate (canola meal), protein hay (lucerne) and cereal hay from Goulburn/Murray Valley region (Profarmer, Australian Fodder Industry Association (AFIA), fertiliser prices are global indicative prices converted from \$US/tonne to \$A/tonne (World Bank) and fuel is TGP diesel prices for Victoria (Australian Institute of Petroleum).

SYNERGY SEEDS UPDATE

by Craig Myall, Managing Director



As expected, shipments of Australian Lucerne Seed increased in the 3rd quarter of the calendar year following harvest, with 2,826mt departing our shores in the three months July to September. Saudi Arabia imported 1,558mt of this seed (55%), whilst Argentina increased its appetite for Australian produced seed taking 390mt, and the USA was third on the destinations list taking 194mt. Year on year, we are significantly down on Q3 2021 when 4,667mt was exported during the period. Supply has definitely been the limiting factor in this number, however as the price has increased, some of the more "price" sensitive markets have decreased in their demand for Australian seed.

For the calendar year 2022 to end of September, 5,724mt has been exported from our country. If you compare this with 2021 (7,538mt), 2020 (8,565mt) and 2019 (6,560mt), we are significantly down in tonnage, however in dollar value at grower level during that period, the price has doubled. Saudi Arabia has received 2,728mt (48%) of this seed, almost 2,000mt more than our next largest destination the USA which took 947mt (17%) during the period, whilst Argentina imported 514mt (9%) and South Africa 479mt (8%).

I think it is now fair to say that seed stocks at grower level are basically exhausted, other than some lower germ lines. If you have

seed of this type, please feel free to contact us to discuss your options.

December will reveal the first cut of the certified areas from the Australian Seeds Authority that are currently listed for seed production in 2023. My expectation is that this area will increase on the year prior, possibly up around 10%, to around 16,000 hectares, still a long way short of the 20,000 + hectares in 2018 and previous.

At Synergy Seeds, we have recently completed our new website which includes a lot more varietal information than previous for our customer base to access. We will continue to make enhancements targeted at increasing the customer experience, providing them with a better understanding of the Australian seed industry. Please feel free to visit us at www.synergysseeds.com.au

As this will be the final Lucerne Leader of 2022, my staff and I would like to wish all those involved in the Lucerne industry a very merry xmas and a happy new year. The weather events of the last few months have been extremely challenging, and we hope for some clearer skies and warmer weather to brighten things up. Stay safe and well.

CONTACTS

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Wayne Heading	Production & Procurement
Adam Davies	National Forage Sales & Marketing Manager

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WHAT WORKER RECORDS SHOULD YOU BE KEEPING?

courtesy of Safe Ag Systems



It's that time of year again when we begin to reflect on the year that was and start to look forward to the beginnings of a new one. While most of the country at large is enjoying the holiday season, our industry is often working through it. It's a busy time for our farmers; when we're tired and stressed, we are most vulnerable. But, as you push ahead through the busy period, begin to consider what changes you could implement to make next year, a safer one for all.

How to start reviewing your Policies and Procedures

Policies and Procedures are important not only for farm safety and compliance, but they support your agribusiness so it can run as effectively and efficiently as possible, supporting management and workers in their day-to-day tasks.

You can start reviewing your policies and procedure by asking yourself:

- Are they still serving their purpose, or can they be combined with another one?
- Could any changes be made to improve the effectiveness?
- Do any points need to be clarified or language modified?
- Were there any issues in the past with workers understanding, following, or applying the policy or procedure?
- Perhaps you have identified a new policy or procedure your farm could benefit from?

Also, asking your workers to put forward any safety suggestions, will help you to review and make any changes in your policies and procedures. Once you have implemented these changes, don't forget to make them accessible to your workers and schedule any required training.

This review process is important as industry standards, organisational needs and legal requirements can change over time. You shouldn't wait until an incident occurs before you review your policies and procedures as old and outdated documents can put your farm at risk.

How often should you review and update your policies?

Policies need to be reviewed from time to time, to make sure they still make sense and keep people safe.

1. You must review them if there are any changes in the workplace (for example, you've bought a new piece of plant equipment and the safety risk has changed).
2. You must make sure they comply with the law and any changes in legislation or regulations.
3. You must also review policies and procedures "at regular intervals". There is no hard and fast rule but policies and procedures around high-risk work should perhaps be reviewed every couple of years, and low-risk you might review in 4-5 years.

What should you be Record Keeping?

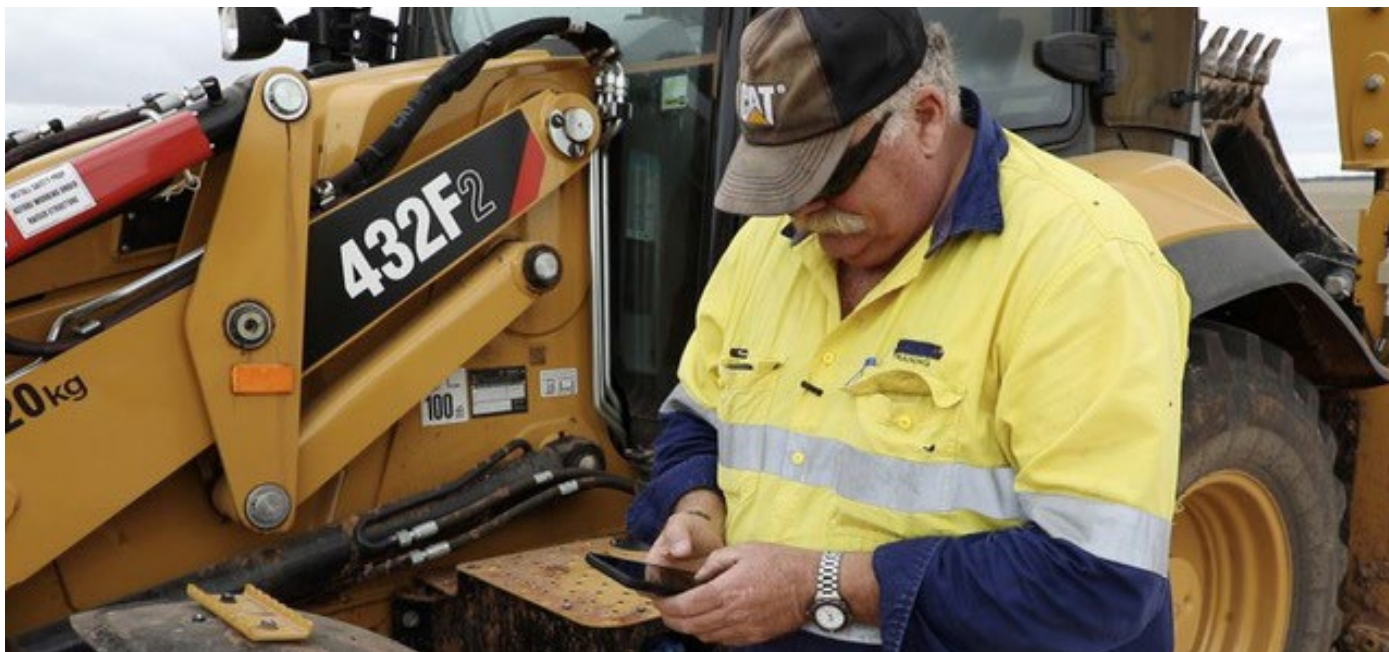
Record keeping is a challenging task for all business owners, but in the agricultural industry keeping up-to-date and accurate records will not only save you time and stress, but you'll also be addressing your work health and safety responsibilities too. Record keeping is a useful risk management tool for all agribusinesses.

Keeping accurate records in farming also allows you to check the health and safety performance of your business and make improvements where necessary.

Important records to keep include:

- Safety reporting procedures - any incidents and injuries, including near misses. This will help you determine actions to improve and prevent re-occurrences.
- Hazardous chemicals on site and an asbestos register if there are any at your workplace.
- Registration details for machinery.
- Testing, maintenance and inspection details for specific types of equipment.
- Hazard identification, risk assessments and control processes you have in place at your workplace. This is particularly useful in showing you are actively keeping your workplace safe by being proactive.





- Training and inductions for workers and contractors.
- Employment/worker records including general records, pay and hours worked, leave, superannuation and tax.

Work out what records are compulsory for your business and develop a system to keep these updated regularly. There are many resources available to farm businesses, so make use of these and seek professional help if needed. Back up your files into a master document regularly. Keep this as a separate copy to your everyday files. This is your insurance against any issues occurring with your farm records.

It's a smart investment to spend a day or two working out what Work Health and Safety policies and Company specific procedures need updating and having them all in place makes good sense. Having nothing, or not enough, could leave you vulnerable.

In addition to general record-keeping requirements within your state's relevant WHS legislative requirements, you will find there are specific legislative requirements for record-keeping for farming. Consider how your team will report on health and safety record-keeping requirements and what that recording process will look like. Work out what records are compulsory for your operation and develop a system or get some safety management software to keep these updated regularly.

What is a safety checklist?

Another great tool to incorporate for the new year is checklists! Their one of the simplest safety management tools. An agricultural safety checklist encourages best practices, and while they might be viewed as tedious and repetitive, they can remind us not to cut corners. Often safety checklists are used as part of your inspection process, they assist in identifying potential hazards and making recommendations specific to your farm.

Safety checklists can be used to assist in:

- Accountability
- Hazard identification
- Emergency Preparedness

Another version of checklists is 'pre-occupational checklists', which can be used to track your machinery's condition. These pre-operational checks could be performed daily, weekly, and monthly helping you stay on top of inspections. Your workers can ensure machinery and equipment is safe for use at the start of each day, identifying any defects and monitoring functionality.

Completing a checklist should follow the following steps:

1. Look
2. Identify
3. Assess
4. Control
5. Monitor

Maintaining a safe workplace requires your team to regularly complete checklists, carry out inspections, ensuring your machinery, tools and equipment are in working order. This involves not only visual inspections including no leaks or damage but testing functions such as horns, alarms, steering and brakes. Not to mention utilising this reporting process to drive change and evaluate control measures in your agribusiness.

How Safe Ag Systems can assist you in the new year

Built to accommodate both family-owned and corporate farming, Safe Ag Systems focuses on predictive compliance and improved safety on farms Safety management software created for managing work health and safety, and compliance, Safe Ag Systems was designed for practical application on farms.

Our digital system features templates for checklists, policies and Safe Work Procedures and more! Try a 7 Day Free Trial to access our range of features and see how you can improve your Record Keeping digitally.

NARACOORTE SEEDS CELEBRATES 60 YEARS

by Josh Rasheed, Managing Director



Naracoorte Seeds
The Seed Professionals

On the 18th of November Naracoorte Seeds celebrated its 60th Anniversary at the local Naracoorte Twilight Races. The day was enjoyed by past owners Bob & Gini Tidy, current owners Jamie and Peta Tidy and Joshua and Emma Rasheed, current and past employees and over 200 local growers, suppliers and customers from near and far.

Naracoorte Seed Sales was established in 1962 by John Clarkson who had previously managed Wright Stephenson & Co in Naracoorte. Originally the main purpose of Naracoorte Seed Sales was to clean Pasture Seeds – predominately Currie Cocksfoot, Demeter Fescue, Phalaris and Sub Clover and also Marketing the seed locally and nationally which complimented the cleaning business.

Due to the growth in the retail/wholesale and Seed Marketing components of the business, the seed cleaning part of the business was sold in 1970 to four seed growers who started Tremalinke Seeds.

In December 1980 after 14 years with Wright Stephenson Bob Tidy joined John Clarkson as a partner in Naracoorte Seeds. In September 1981 Bob and Gini Tidy bought the balance of the business from John Clarkson who passed away shortly after.

In 1982 Mark Williams was asked to “babysit” Naracoorte Seeds while Bob and Gini attended their 1st Seed Convention in Adelaide. Mark began as a Clerk but soon became involved in sales and exporting, as demand grew. Mark is the longest staff member of Naracoorte Seeds celebrating 40 years of employment this year. Mark’s main role now is export/import documentation which has seen a big growth in the export arm of the business, South Australian Seed Marketers.

Jamie Tidy and his wife Peta moved to Naracoorte from Alice Springs in 2003, when Jamie began his apprenticeship working for the family business. Jamie and Peta became business partners with Bob and Gini in 2008 then 2 years later Bob retired and Jamie became Managing Director of Naracoorte Seeds.

Due to the growth in business locally, nationally and internationally, Jamie employed his old Sacred Heart School friend Josh Rasheed who began in 2011. Josh was working with his father in a Real Estate business in Meninge which due to the drought throughout the region Real Estate was going through a difficult time. He and his wife Emma had just had their 1st child and it was a big decision to move away from family at that period of time.

“It was a difficult decision to leave my hometown Meninge and our family Real Estate business but it was the right choice.” Josh explained

Josh learned the ropes as Jamie previously had from Bob and Mark and has not looked back. In 2015 Josh and Emma became business partners and are now equal business owners with Jamie and Peta Tidy.

“You can’t run a successful business without good staff and we have had some great staff throughout our years in business” Jamie advised.

Carol Lampard commenced with Bob and Mark in 1992 assisting with office duties, until retirement in 2015 once she had passed her wisdom onto Peta who started working for the family business in 2012.

Store Manager, Clinton Gibbs began in 1996, Jamie describes Clint as a work horse “It’s very rare that I ever beat Clint to work even on sleepless nights when I get to work at 4am in our busy time.”

Dylan Brodie was employed in 2015 to assist with sales and contract cropping. He has learnt a lot in his time with Naracoorte Seeds and his wife Emilie has just joined the business this year taking on the role of Inventory Manager. Heidi Moyle was employed in 2019 to assist Peta in Administration and has taken on all Accounts Payable and Receivable allowing Peta to focus on the financial aspects of the business.

Every year Naracoorte Seeds assists a numerous amount of local sporting and show organization. “For the past 3 years we have donated \$5 from every Winter Mix bag sold to a different charity, this year we donated to BlazeAid who offer a great service to farmer’s during difficult times.”

Naracoorte Seeds and South Australian Seed Marketers continues to grow in the ever-changing seed industry. “We pride ourselves on developing and maintaining strong relationships with everyone we deal with from growers, suppliers, customers, freight companies and everyone in between because without them you don’t have a business. We are now dealing with 3rd and 4th generation farmers which is a great achievement that we hope to continue.”



LUCERNE EXPORT STATISTICS FROM AUSTRALIA

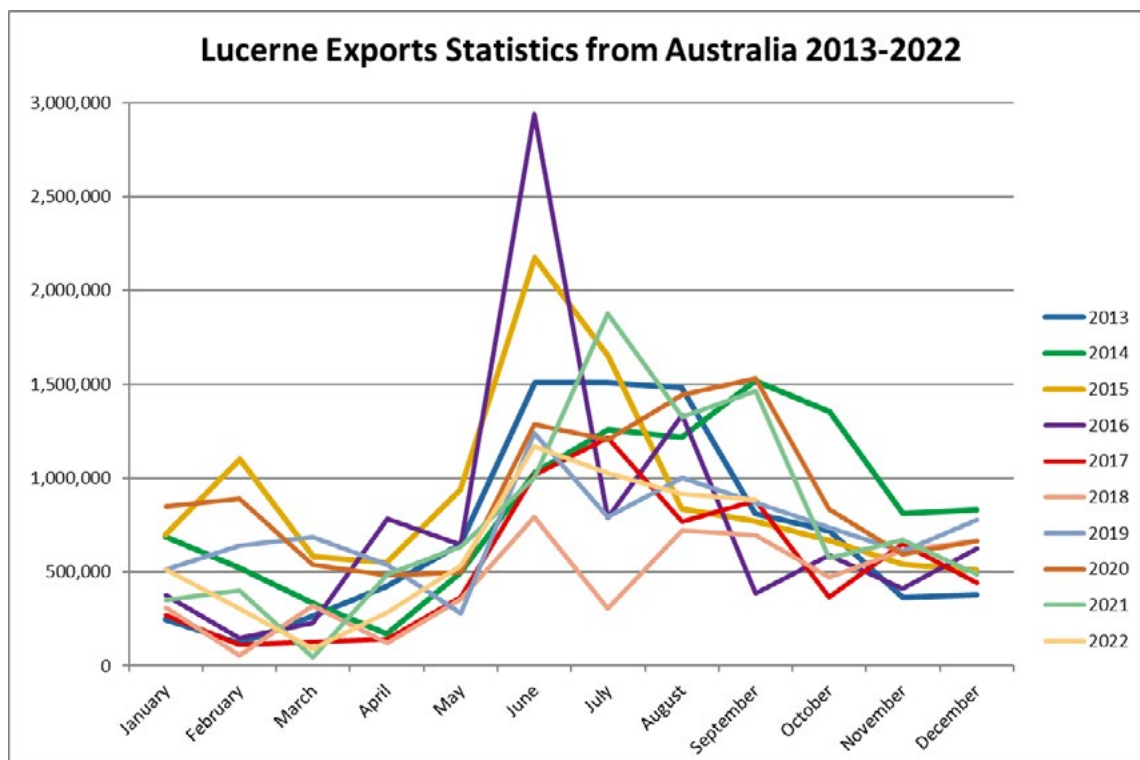
- January 2013 to September 2022

courtesy of Teague Australia

Quantities below are in kg.

Month	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Year to date Difference 2021 & 2022
Jan	245,741	687,172	698,895	374,150	266,596	307,530	512,692	850,518	352,056	515,246	+163,190
Feb	118,025	518,553	1,099,252	148,919	108,988	57,008	639,425	887,613	400,125	302,525	+65,590
Mar	269,091	334,033	582,929	227,050	127,000	321,205	684,044	539,525	44,500	92,000	+113,090
Apr	424,057	171,816	549,340	784,031	143,025	123,100	536,501	482,194	439,500	284,839	-41,571
May	647,509	495,472	940,000	644,704	363,023	355,575	281,335	495,875	633,571	535,715	-139,427
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	1,167,677	+28,105
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	1,027,575	-819,681
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	914,012	-1,234,870
Sep	811,667	1,516,965	770,857	388,207	882,195	698,665	871,762	1,533,097	1,463,717	885,058	-1,813,529
Oct	719,882	1,356,922	667,503	588,199	364,673	472,480	738,090	832,925	573,749		
Nov	363,877	810,704	543,246	409,700	649,318	615,285	609,028	595,095	670,850		
Dec	379,122	829,293	511,127	623,560	443,729	664,134	775,684	667,771	488,544		
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	9,271,319	5,724,647	

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	Dinyarrak Farms	Kenwyn Proprietors	Nupey Pty Ltd
Altus, TJ & JL 'Moonmera'	Farmer, BL & RE	Kester, RJ & J	Ryan, NJ & LK
Bergan Park	Florando Partners	Kinyerrie Partnership	Sanders, DE & FM
Berry, S & J Family Trust	Forster, SA & KA	Kuchel, DJ & CE	Sanders, GE & LM
Brecon Proprietors	Fry, AL & JE & Son	Lake Ellen Pastoral	Sanders, SN & DA
Brown, DC & DG	Glendoon Pastoral Co	Leach, PJ & Co	Sanders, RJ & ED
Cacia Downs Farming Co	Graetz, S & H	Loller, B & L	Scottswell Partners
Circle H Farms	Harvey, M & K Family Trust	Makin Nominees	Simpson, GE & TM
Colara Farms	Hawkins, MM	Maroona Proprietors	Twynem Partners
Connor Pastoral Co Pty Ltd	Hunt, DB & JS	Martin, JP & SGP	Vowles, B, K & M
Corlinga Partners	Hutchings, SC & CA	McMurray, BJ & CB	Wallis, PA & ML
Crawford, CJ Pty Ltd	Hyfield Pastoral Pty Ltd	McMurray, JA & KA	Wilsdon, RE & TK
Creston Partners	Jarra Farm Trust	McWimay Pty Ltd	Zacker Pastoral P/L
Crouch, RJ & Co	Jesse, Cameron	Nalang Pastoral Co	
Darwent Agriculture Pty Ltd	Keller Partners	Newton Pastoral Pty Ltd	



Thank you for your support in 2022.

Wishing you a great harvest, Happy Christmas and a prosperous New Year from everyone at Seed Force.

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LUCERNE AUSTRALIA

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Associate/Bronze

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Alpha Group Consulting	Imperial Valley Milling Company	Seed Force
AFIA (Aust. Fodder Industry Assoc)	JJ O'Connor & Sons Pty Ltd	Stoller Australia
Barenbrug Australia Pty Ltd	Kalyx Australia Pty Ltd	Synergy Seeds Pty Ltd
Brandt	Kongal Seeds	Tatiara Seeds
Cox Rural Keith	Limestone Coast Seeds	Teague Australia
D & M Rural	Naracoorte Seeds	Upper Murray Seeds
DTS Seed Assurance	Nutrien	Vermeeren Bros Manufacturing
Elders Keith	DLF Seeds	Western AG
Farmers Centre	Riverina Local Land Services	Wilchem
Forage Genetics International	Safe Ag Systems	Wise Farm Equipment
Frank Fatchen Pty Ltd	SA Apiarists Association	

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.



Ben Farmer, Grower Member
Contact: 0438 501 269

Ben started with Alpha Group Consulting at Keith in 2013 before purchasing a lucerne property with his wife Rachel in December 2016. After a period of time with Nutrien Ag Solutions they began Wilkei Seeds trading a large portion of feed grains and suppling a wide range of pasture seeds both to seed exporters and businesses throughout Australia. Ben believes his direct experience within most facets of the lucerne seed supply chain brings a valuable and unique perspective to the LA Executive Committee.



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.



Harrison Berry, Grower Member
Contact: 0447 998 421

Harrison manages a family farming operation at Brimbago, south east of Keith with cropping and sheep enterprises and as well as producing flood irrigated and dryland Lucerne seed. Before returning to manage the Brimbago property 5 years ago, Harrison worked in the Mining industry and also the Civil/Construction industry. This variety has provided a range of different insights and learnings, but he has a strong passion for the agricultural industry and is keen to contribute in building the lucerne seed industry further.



Greg Excell, Associate Member
Contact: 0408 838 684

Greg has more than twenty eight years experience in the seed industry. He has performed various roles including seed cleaning, grain drying and engineering, and has now purchased his own seed processing site called Limestone Coast Seeds. Greg works collaboratively with both growers and marketers to ensure that only Lucerne seed of the highest quality is exported. From working in the seed business for many years it is obvious to Greg the many benefits that Lucerne Australia can offer the industry.