



Contact a Feed Central Field Representative in your area:

Southern NSW/Northern Vic
Jeff Thomas
0427 595 763

Southern Queensland
Ian Wickham
0428 796 160

Southeast South Australia
Glenn Altschwager
0447 669 151
Jason Altschwager
0447 669 141

Western Victoria
Les Toohey
0447 669 144

Central NSW
Ian Sutton
0447 669 145

Gippsland Victoria
Lindsay Overall
0447 669 146

Feed Central Expands Network

Fodder producers and livestock farmers alike all stand to benefit from the expansion of Feed Central, a fodder marketing and selling agency.

Feed Central offers a cost-effective, coordinated approach for primary producers to tap into Australia's \$1.5 billion fodder industry. Latest statistics show that the Fodder Industry is growing fast, it is now worth a staggering \$1.5 Billion per annum, making it a larger industry than wool, cotton, sugar and wine grapes.

Increased demand for fodder is coming from intensive farming of beef, sheep and dairy.

The loss of productive country, through drought, urbanisation and competing industries has boosted the need for supplementary feed.

"Supplementary feed is how livestock farmers can produce more from the same amount of land," Feed Central managing director, Tim Ford said.

Feed Central is meeting the growth in the fodder industry by engaging accredited Field Representatives to assess and certify grain, straw, hay and silage for sale on the national fodder market. The fodder is then marketed either online or through local Field Representatives, allowing suppliers and consumers to realise

significant savings on the transaction.

"Our Field Representatives cover all major agricultural areas where fodder is produced," said Mr Ford.

Feed Central newly accredited Field Representatives include Lindsay Overall in the Gippsland area of Victoria, Glenn and Jason Altschwager in the South East South Australia, Les Toohey in Western Victoria, Ian Sutton in central New South Wales and Ian Wickham, Southern Queensland.

Consistent quality is important to Feed Central's buyers, including the industry's biggest, the dairy industry. Feed Central has the only quality assurance system for fodder available in Australia. The team uses a six level grading system that gives the buyer assurance that the fodder meets the end-use need.

Feed Central's accredited Field Representatives assess, sample, grade and document the quality of feed following an on-farm visit and laboratory analysis. A quality certificate is issued to the grower which is their passport to market graded and certified fodder and grain.

For more information on Feed Central go to www.feedcentral.com.au.



Back row L to R: Les Toohey (Western Vic), Ian Sutton (Central NSW), Graham Faulkner, Jim Cudmore (Australian Lot Feeders' Association president), Glenn Altschwager (SA), Jason Altschwager (SA). Front row L to R: Lindsay Overall (Gippsland Vic), Tim Ford (Feed Central Managing Director), Jeff Thomas (Sales Manager), Ian Wickham (Southern QLD).

Thinking of MAKING HAY?

Get your FREE copy of the Hay & Grain Calculator:

1. Call us on 1300 669 429
2. Email us: info@feedcentral.com.au
3. Go online and visit www.feedcentral.com.au/makinghay.html

Why Feed Central?

- Guaranteed payment
- Large range of buyers
- Local reps with a growing stake in the business
- Quality system that differentiates your product in a competitive marketplace

List your hay 24/7 at
www.feedcentral.com.au

Moisture testing made easy

Delmurst moisture meters are available from Feed Central. To know more, contact your local Field Representatives.



REACH YOUR TARGET MARKET

Advertise in the newsletter that's distributed to over 12,000 contacts in the feed industry.

Contact Jen Gould at
Feed Central: 1300 669 429 or
operations@feedcentral.com.au

Hay vs. grain: information helps an informed decision

Every year around 9 million tonnes of fodder (hay, straw and silage) is made, totalling around \$1.5 billion. Each year the majority of this fodder is eaten by livestock.

In many years hay outperforms grain in gross value per hectare. This is particularly relevant when crops have bulk but lack the soil moisture to attain high yields of grain.

In these conditions, Feed Central phones run hot with growers seeking information to help them make a difficult decision: to make hay or grow grain?

In response to the increased demand for information, Feed Central have just released a new fact sheet called "Comparing Hay and Grain". It contains the new and improved Hay/Grain Calculator, as well as information on calculating hay and grain yields, help to calculate growing and harvesting costs, and tips for storing hay should you decide that hay is the way to go.

Feed Central's new fact sheet "Comparing Hay and Grain" - get your copy by phoning your local Field Representative, or by visiting www.feedcentral.com.au/makinghay.html

Can my hay sell straight off the paddock?

Unlike the grains industry, the fodder industry has no big accumulators, warehousing or storage systems. Because of this, it can be challenging to sell straight off the paddock.

As hay is needed all year round, storing and selling later can be a very good marketing option.

This is where Feed Central forward orders can be very useful.

BIG TIP

Decrease your baling costs per tonne by making heavy large square bales.

Learn more on the Feed Central Bale Sizes fact sheet.





FIELD REPS WANTED

Feed Central is currently seeking people with drive and desire to succeed to be trained as Field Representatives.

Full training provided.

For full details visit
www.feedcentral.com.au/careers.asp

Forward orders make sense

TAKE OUT THE GUESSWORK WITH FLEXIBLE AND FAIR CONTRACTS BETWEEN BUYER AND SUPPLIER

Feed Central forward order contracts allow buyers and sellers to rest secure in the knowledge that their feed supply is established and managed by independent professionals with experience in the field.

- Budget and plan your production in advance
- Flexible delivery options
- Expert contract management
- Backed and supported by Feed Central's unique quality certification system
- 'Hassle free' - all freight, quality assurance and payments are managed for you under the contract
- All contracts are legally binding and are executed through Grain Trade Australia based contracts
- Available for both hay and grain (minimum volumes apply)

For buyers

Feed Central forward order contracts ensure you have a reliable supply of good quality feed. You're protected from seasonal and market fluctuations, and quality is assured through strict visual grading specifications, sampling procedures and feed analysis. Contracts are flexible enough to accommodate your cash-flow and seasonal requirements.

It's the smart and profitable way to buy feed.

For growers

With a Feed Central forward order contract, you can grow and harvest with confidence. Your contract is flexible enough to accommodate variation in growing conditions and is supported by Feed Central's experienced administration and logistics experts.

We are here to help

Your local Field Representative is on hand to put together your customised forward order contract. Phone 1300 669 429 or visit www.feedcentral.com.au/contracts



Want to
BUY HAY?

Browse listings or log in for
a delivered price
TO YOUR DOOR

www.feedcentral.com.au

or contact your local
Field Representative

Change your details?

Phone Jen Gould on 1300 669 429 to update your details or to unsubscribe from this newsletter.



Protect your investment

We sell HAY TARPS

40ft x 8 ft with a 1 ft skirt
(eyelets, no ropes)

\$250 inc GST + postage

Order 10 or more for FREE delivery

COMING UP

in the next edition

- Watch this space for more information on how Feed Central can help you market your grain
- Buying feed on a cents per megajoule of energy basis: Feed Central shows the way at Beefworks 09 conference

Book your ad now in the October edition. Contact Jen Gould at Feed Central: 1300 669 429 or operations@feedcentral.com.au

TOP TIP to profit from hay:

SAVE \$ on freight / handling costs and increase your market reach by ensuring your contractor makes VERY heavy bales. Aim for 25 tonnes on a 45 foot drop deck trailer. Big square bales (8x4x3) are the most efficient and 8x3x3 bales are good too. Get the Feed Central Bale Sizes fact sheet from your local Field Representative or visit www.feedcentral.com.au/makinghay.html

Tarping large square bales

HERE ARE SOME TIPS TO HELP YOU PROTECT YOUR HAY INVESTMENT

When done correctly TARPS WORK, and yes, Feed Central can provide you with tarps to suit your requirements.

Black plastic is not good enough. Cotton module type tarps are best. These tarps have fitted curtain edges and eyelets every 1 -2 m (ropes not included). Make your hay stack resemble a cotton module as follows:

1. Make stack sizes of approximately one semi load – big tarps are too hard to keep on, and blow in the wind, causing tarp damage and leakage.
2. Strictly ONE BALE WIDE – do not go any wider, it is too hard to keep the tarp down and creates shallow points for water to lie and soak through the tarp.
3. Make stacks as high as possible. 8x4x3 bales should be a minimum of four high and five high if made well. The higher the stacks the less exposure, especially to bottom bales.
4. Remember TARPS ARE NOT WATER PROOF, only water resistant; therefore the idea is to shed water quickly. Do not allow dips or hollows in the top where water can lay.
5. PROTECT THE TOP - Cap tarp only. When you tarp the sides, it doesn't allow hay to breathe, so if water does get in, it can't get out. Leaving the sides open allows moisture to get out.
6. PROTECT THE SIDES – Hay stack bales will naturally shed any water that runs down the sides so long as you create hay stacks with straight edges - no bale should be sticking out wider than the bale above as water can run off the tarp, down the sides and then back up through the stack via a ledge created by a bale sticking out (capillary action).
7. PROTECT THE BOTTOM – Locate stacks on gentle slopes, irrigation channel banks, gravelly or sandy ridges where water drains away quickly and does not pond around the stacks. Make sure there is good drainage on both sides.
8. PROTECT THE TARP and THE HAY:
 - Tie down as much as possible to prevent tarp flapping and rubbing.
 - Use the bale strings as anchor points for the tie down ropes.
 - Baling twine is satisfactory as tie down ropes.
 - Use a claw hammer to help get the anchor rope under the bale string or make a "needle" from fencing wire and thread the anchor rope under the bale string.
 - Use every available eyelet – the more tie down ropes the better.
 - Simply half hitch the tie down rope around the anchor string to tighten.
 - Re-tighten regularly (minimum monthly) – this prevents the tarp from flapping and wearing.