

DELTA



GRAIN MARKETING

OUTLOOK

November 2025

Independent Brokers. Smart Advice.

DELTA GRAIN OUTLOOK – Monthly Analysis and Strategy

Introduction

The 2025 crop year has been challenging on many levels, yet when we look back at the price action since last harvest, we see a wheat market which has moved very little. It is strange how perception can be different to reality.

For wheat buyers, they saw some massive yields developing through Queensland, Northern and Central New South Wales and were initially successful and winding back new crop values as we approached harvest. During harvest, prices have been slowly firming and now that headers are being put back in the shed, buyers expected an easy task in buying tonnes. Yet here we are, with bids creeping up and growers found to be unwilling sellers. Perception versus reality.

The change from Spring to summer weather has ushered in some violent storms and though total damage has been slight, for those in the firing line of these storms has been disastrous for some. There are some areas of very heavy rain and some totals over 50mm expected over the next fortnight, so there is plenty of urgency in getting started on harvest as soon as possible and to get them off as efficiently as possible. Contract headers are in high demand, and we hope growers are doing all they can to be well-prepared.

Barley yields have been higher than expected in Northern crops, and while early wheat yields were fabulous, later crops have had some heavy penalties following a hot and dry October. We were probably just 30mm away from 5t+ yields in many areas.

Chickpea yields have been very close to average at 2.2-2.5Tonnes, though many crops looked like 3t+ in late September. Again, the dry finish made seed filling difficult.

In general, though, the Qld and northern half of NSW will remember 2025 as a very solid result for most growers, and if the international market keeps rising on this trend, we are hoping to tip back into the \$300 site level.

Southern growers have a nervous wait amid some potentially tricky weather to get their crops off in good order and hoping for the best for their yield result.

Wheat Outlook

INTERNATIONAL

Wheat Market Outlook – 2025/26

- The global wheat outlook for 2025/26 is for larger supplies, consumption, trade, and ending stocks.
- Supplies are projected to increase 11.7 million tons to 1,090.3 million on higher production for most of the major wheat exporters including Kazakhstan, Argentina, the EU, the United States, Australia, Russia, and Canada.
- Global consumption is increased 4.3 million tons to 818.9 million, primarily on higher feed and residual use for Russia, Kazakhstan, and the EU.
- World trade is 2.5 million tons larger at 217.2 million, primarily on greater exports for Argentina, Australia, and Kazakhstan that are only partly offset by a reduction for Russia.
- Projected 2025/26 global ending stocks are raised 7.4 million tons to 271.4 million, resulting in what would be the first year-to-year increase in global wheat stocks since 2019/20

Opinion: Once again, the incremental gains in production across all the major exporters continue to increase global wheat stocks and puts downward pressure on prices. The USDA is seeing an increase in global consumption for the feed market but less for food use. This all translates to a modest increase in global carryover stocks in 2026.



DOMESTIC

We have been reading USDA World Supply and Demand reports for about 20 years. In that time, we have seen changes in the world's major exporters, gradually shifting away from the USA 's decreasing wheat acres and being swamped by Russia and Ukraine supplies.

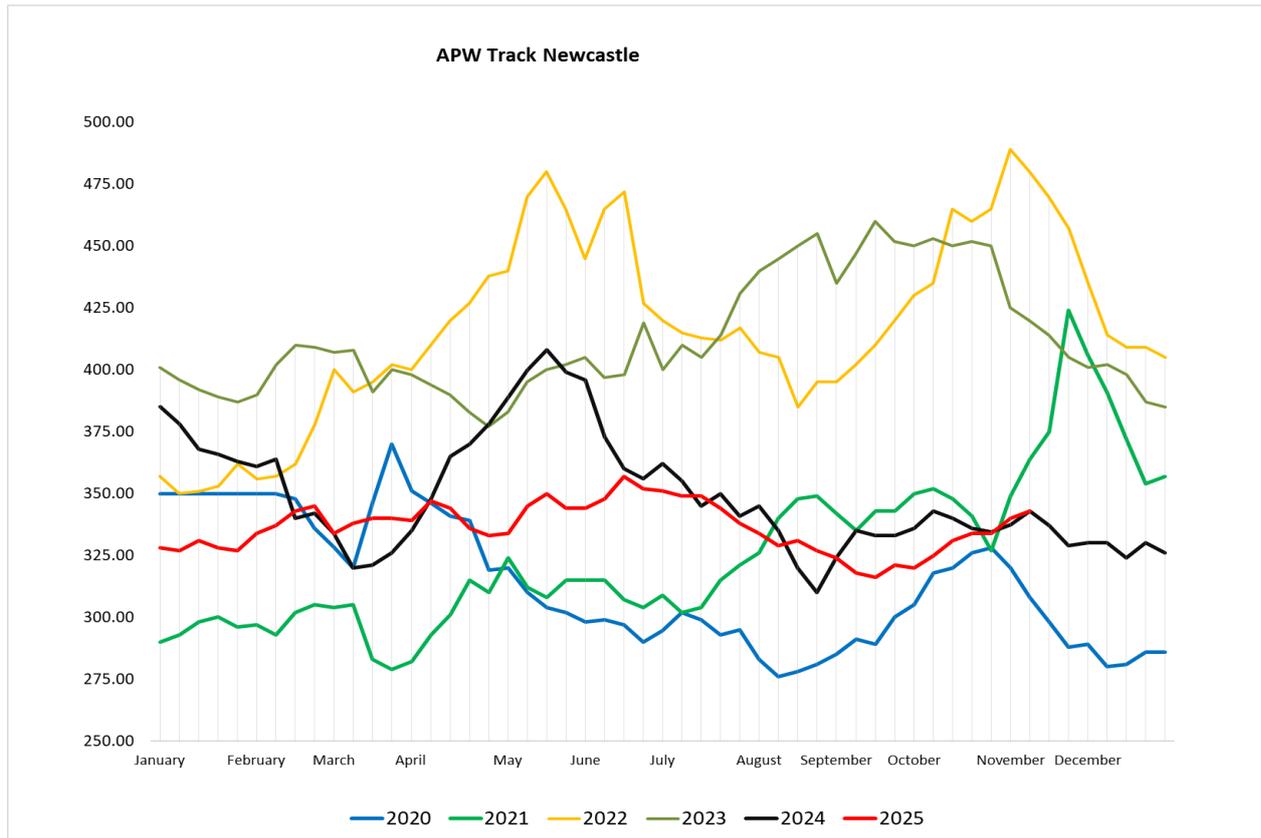
What hasn't changed is the assumptions about Australian wheat consumption, which makes absolutely no sense. We know that Australia's population is increasing at roughly 1.6% per annum, which doesn't sound like much but it's actually 3.7 million people over 10 years. Secondly and perhaps more importantly, animals on feed are growing by an estimated 4.5% per annum. This includes chickens, pigs, sheep and cattle. It's an extraordinary rate of growth, and like Warren Buffett says, it compounds.

Getting back to our point about the USDA's lazy analysis, they estimated Australia used 7.5 Mmt of domestic wheat consumption in 2014/15, rising to an estimate of just 8.7 Mmt in 2025/26. Back of the envelope economics says they could be out by more than 50%. (data supplied by USDA, MLA, Inghams, Bureau of Statistics)

Why does it matter? It really matters when stocks get tight and assumptions are made on carryover stocks like they were in 2018, when it soon became clear that the cupboards were bare and we had to bring wheat from the UK to balance the books. In a season like this, we think it just adds a stronger

undercurrent of demand than the market understands. Much like the effect of the widespread use of bunkers, which hides the on-farm volumes to such an extent that buyers are just guessing how much and what quality is stored. The power is swinging back to the grower very rapidly, in our view.

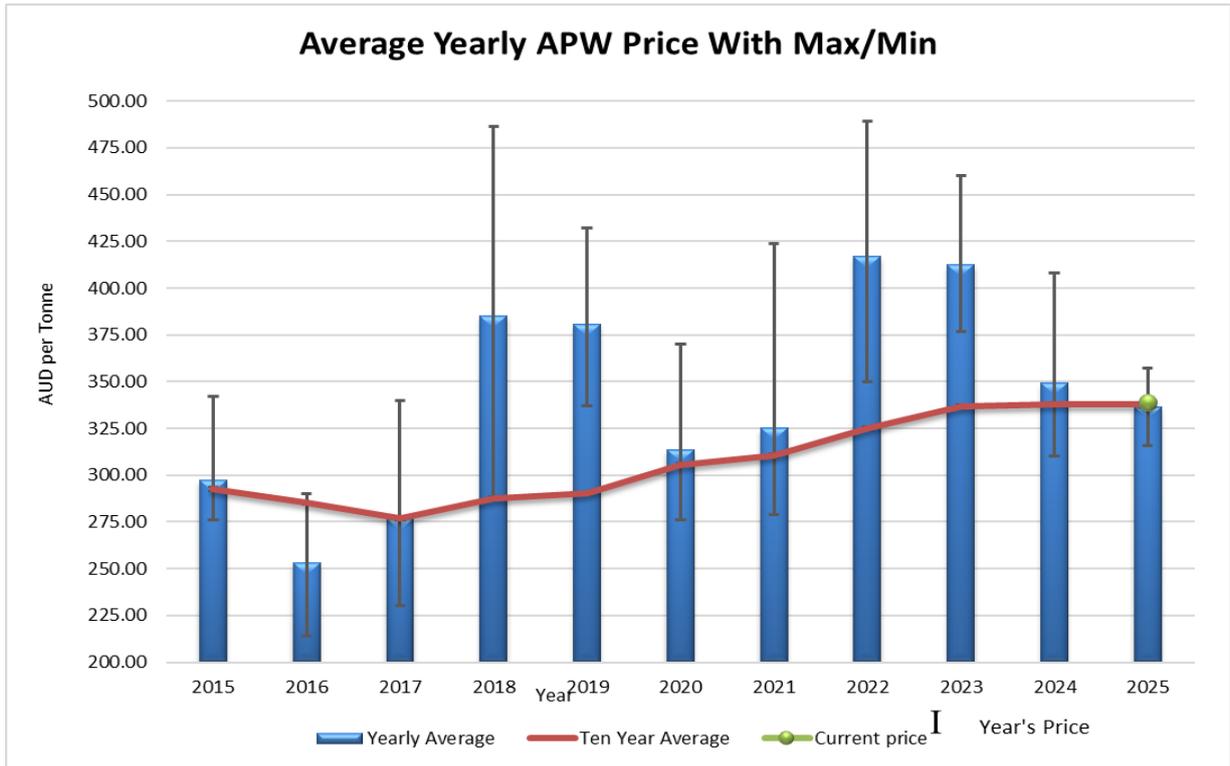
With the Northern harvest now complete, buyers will start to really focus on export demand, aiming to keep logistics channels full and it already looks likely that in order to do so, they will need to bid higher than they expected and trim their margins. Basis should remain strong under these circumstances.



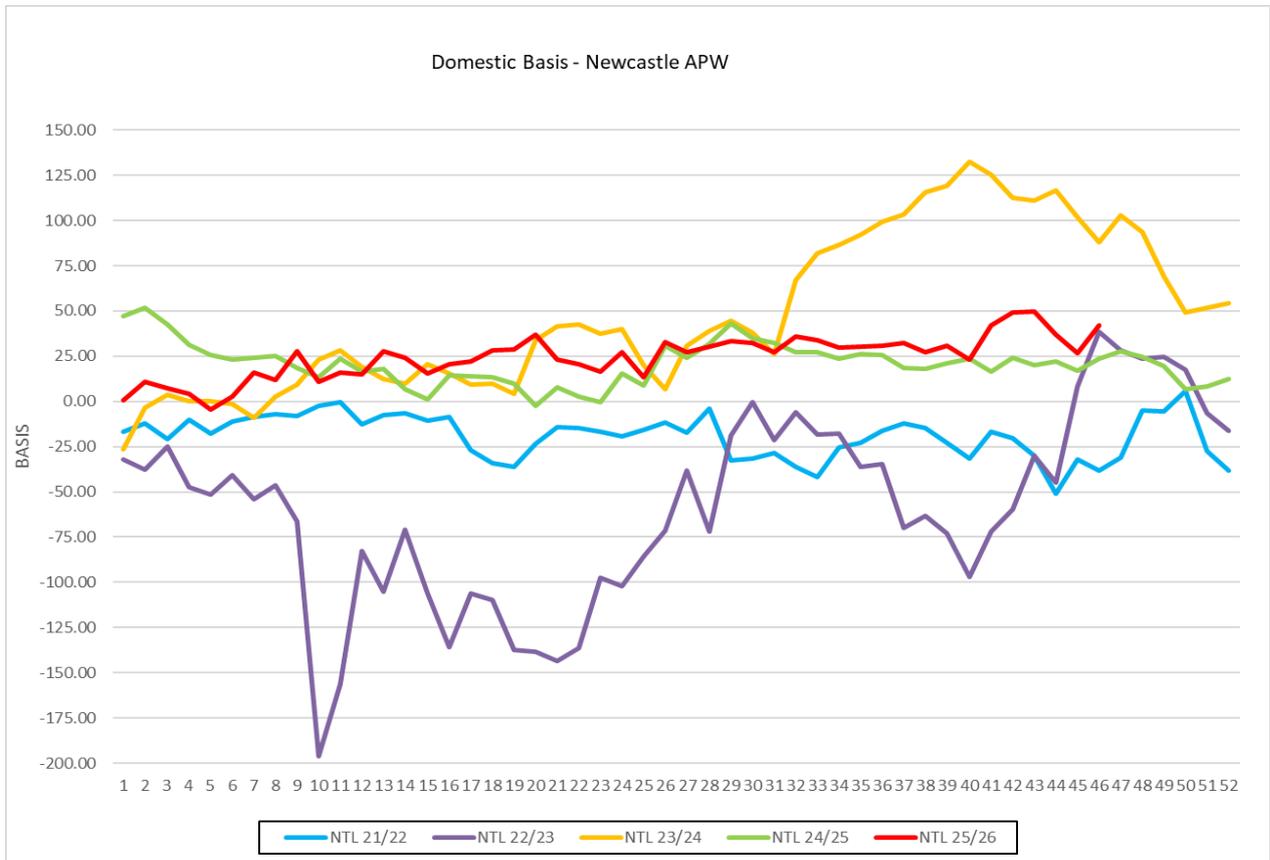
It is strange to see prices so stable over the past twelve months, especially when one considers the size of the national crop, which is estimated somewhere between the USDA’s 34Mmt, and some sharper analysis which places it closer to 36Mmt. Either result will leave Australia with a large exportable surplus and at some stage growers will decide they want or need to sell, which will be brought on by time or price, we will need to find a large demand hole which needs filling.

September turned out to be the low point for the market over the past twelve months, under pressure from the Northern Hemisphere harvest and a rush of local old crop stocks to clear the decks for what was expected to be a bin-busting crop for Queensland and two-thirds of New South Wales. Newcastle Track briefly hit 316 Track before rallying to its current level of 338 Track equivalent. It’s not fabulous but it is solid for a NSW crop estimate of 12million metric tonnes.

Brisbane and CQ zones are closer to \$325 Track, lacking much export capability until the chickpea crop is sold. Meanwhile Melbourne and Port Kembla are bid \$345 Track on a smaller crop expectation and plenty of export capacity following recent port expansions.



Domestic basis (ie APW versus the Australian dollar value of world wheat) remains comparatively stable but toward the top of this years range. That is very interesting given we are mid-harvest on a large QLD and Northern NSW crop.



Wheat Strategy

CENTRAL QLD

Harvest is finished and Growers have filled up on farm storages and put the overflow into the system. Demand has just started to pick up as feedlots look to cover summer requirements. Ex-farm bids are still over \$300.00/mt but with the tightness in supply and a strengthening southern delivered market, we are still in favour of waiting until the new year to make sales. Prices above \$320 farm and \$300 depot are the short term targets.

SQLD/NSW

Newcastle Track briefly hit 316 Track before rallying to its current level of **\$338 APW** Track equivalent. Its not fabulous but it is a solid number for a NSW crop estimate of some 12million metric tonnes. We think it is a sell here for at least 30% of the crop, especially system stocks which have a habit of falling when harvest pressure starts to wane. Once they have the grain, they have the power.

H2 looks comparatively strong against the rest, while ASW and lower look cheap enough to hold. Domestic feeders have lifted their bids by \$15/t since late September.

Canola Outlook

- Global oilseed production for 2025/26 is lowered this month mainly on lower soybean and sunflower production partly offset by higher rapeseed and cottonseed.
- Soybean production is reduced 4.1 million tons on lower output for the United States, Ukraine, and India.
- Sunflower seed production is lowered 1.0 million tons on lower production for Ukraine, Russia, the EU, and Turkey; partly offsetting is higher sunflower seed production for Argentina.
- Global rapeseed production is raised 1.3 million tons on higher production for the EU, Australia, Ukraine, and the UK.
- *Source: USDA WASDE Report*

The November WASDE gave us a slightly tighter outlook for global oilseeds, with soybeans and sunflowers doing most of the heavy lifting, posting solid rallies compared to the benign canola price action. Softer production in the U.S., Ukraine and India, along with smaller Black Sea sunflower crops, pulled global output back a touch. Those reductions were only partly offset by better rapeseed and cottonseed numbers out of Europe and Australia, leaving global supplies just a little leaner than USDA had previously expected.

In the U.S., most of the adjustment came from soybeans. USDA shaved about a million tonnes off total oilseed production after trimming soybean yields, and lower beginning stocks also weighed on available supply. The tighter balance, combined with strong competition from South America, saw U.S. export expectations edged back. The recent U.S.–China trade deal should help lift Chinese buying, but it also pushed U.S. prices higher, narrowing the gap to other exporters and potentially limiting sales into other markets. Crush was left steady, but USDA nudged up its price outlook for both beans and meal, reflecting this slightly firmer tone.

Globally, USDA reduced 2025/26 soybean production and trimmed crush, while also tightening ending stocks. Brazil's previous-season crop was revised higher, flowing through to bigger crush and export

programs, and China’s imports were lifted as well. Even with these increases, world bean stocks still landed lower overall, reinforcing the slightly tighter feel across the oilseed complex.

EU RAPESEED

The EU rapeseed story remains one of comfortable supply. Europe has produced a solid to above-average rapeseed crop in most regions this season, and that steady flow of seed has kept local crushers well covered. As a result, MATIF rapeseed futures have been under mild pressure and been held in a pretty much sideways pattern since July this year, with little urgency in the market to chase additional imports. Strong EU supply is one of the factors helping to balance the tighter tone we’re seeing globally, particularly in soybeans.

CANDIAN CANOLA

Canadian canola, on the other hand, continues to be dominated by uncertainty around China demand. Canada’s crop is respectable around the 19–20 million tonne mark, but ongoing anti-dumping duties from China have restricted access to what is usually their biggest seed market. That disruption has led to softer ICE canola futures at times as exporters shift their focus to alternative destinations. It has also created more cautious bidding from domestic buyers, contributing to a stop–start feel in nearby pricing. Until the trade picture becomes clearer, Canadian canola is likely to remain more volatile than usual.

Overall, the November WASDE points to a world oilseed market that’s slightly tighter on soybeans, better supplied in rapeseed, and still adjusting to major shifts in trade flows. As we head into the new year, the key drivers to watch will be South American weather, crush margins in the EU and China, and any developments around Canada’s access to China. These will set the tone for how much risk premium the market carries through early 2026.

MATIF FEB 25 WEEKLY DATA



DOMESTIC

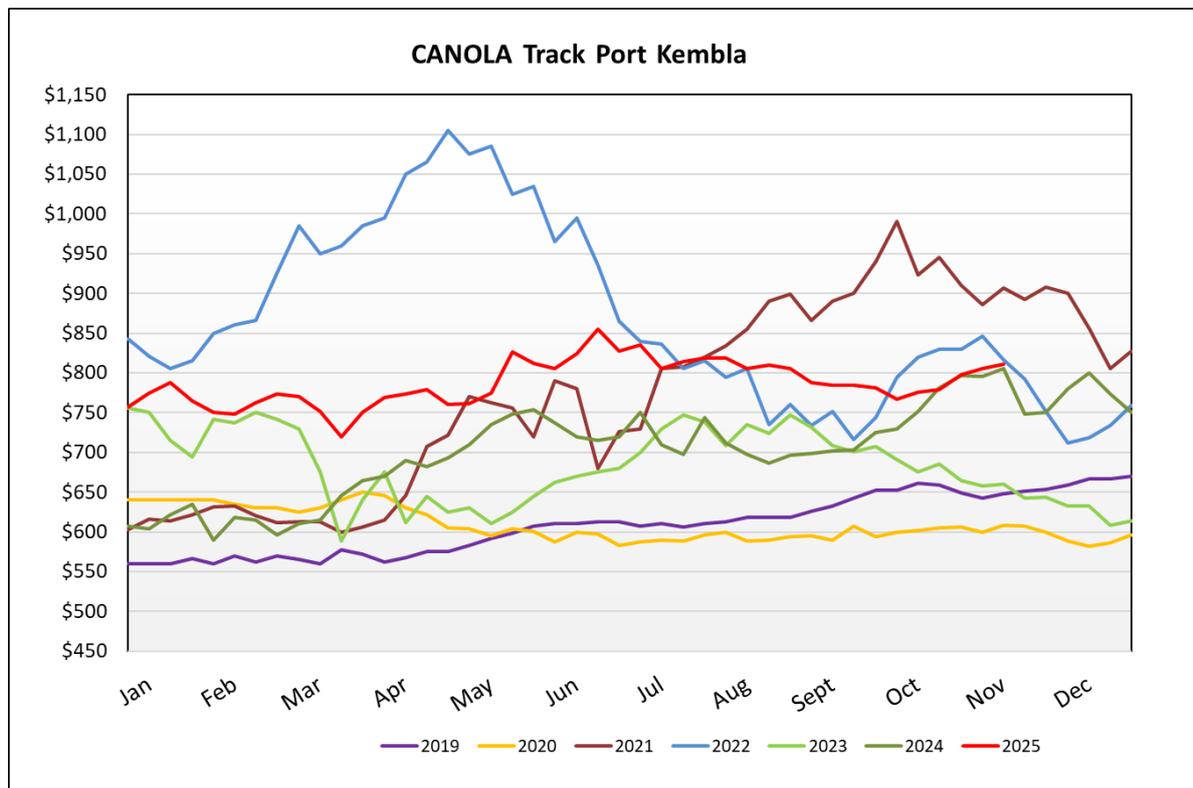
Since our last report, there's been a noticeable shift in canola production expectations across SNSW. Timely rainfall, though patchy, along with later planting and cooler spring temperatures have helped crops develop better than first anticipated. The major rainfall event in September proved to be a real turning point, rescuing many paddocks. And while yields so far are sitting in the average-to-low range, it's clear things could have been a lot worse.

Northern areas are performing reasonably well with yields around 2–2.5 t/ha. As we move west, however, crops are struggling to make 1 t/ha. South of Wagga we're seeing more consistent results in the 1.5–2 t/ha range, but plenty of paddocks further east haven't even started windrowing yet.

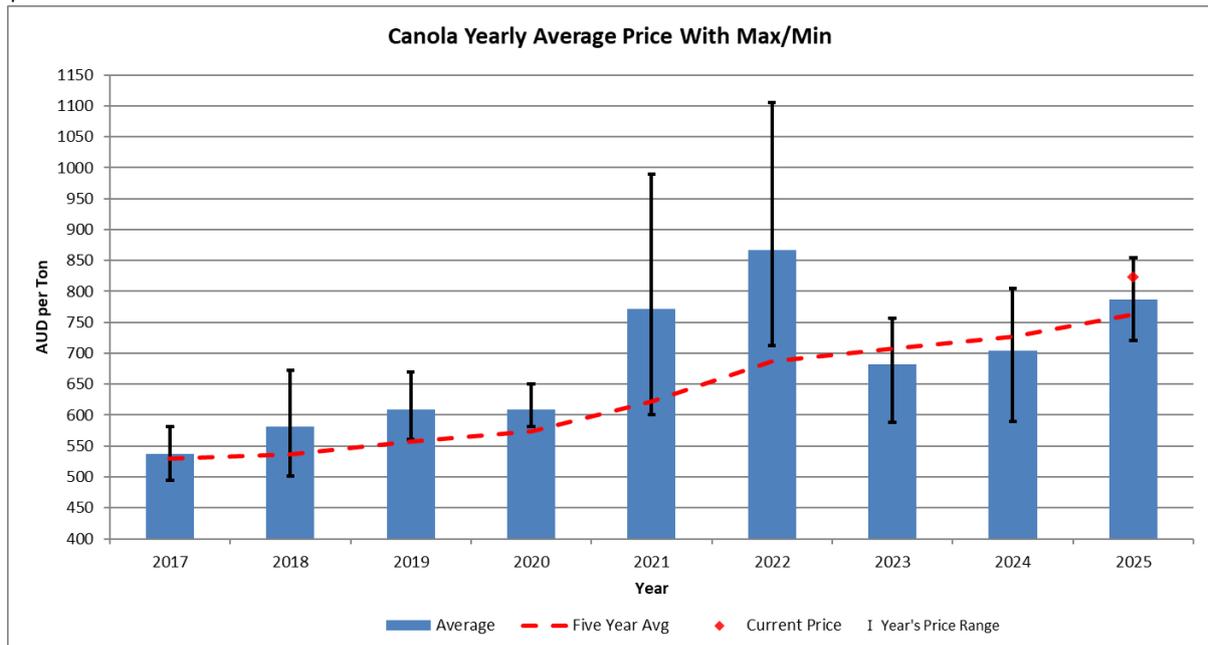
Reports out of Junee and west toward Barellan highlight another challenge — low oil levels, with some samples testing as low as 32%. Even stronger-looking crops are only just nudging above 42%, a clear reflection of the limited in-crop rainfall this season.

We expect this harvest to drag out as the headers roll towards the east with some east of Harden not starting until December.

Given the trade conflict between China and Canada following recent anti-dumping investigation and high tax duties of up to 75.8%, this appears to have opened communication lines for Australian canola exports into China for the first time since 2020, when they stopped purchasing our canola due to high impurities, and risk of spreading black leg disease through canola crops. Exporters are trialling up to 5 cargoes of approximately 150'000 to 200'000 tonnes, which has been approved by Beijing and will leave from WA ports soon after harvest. China do have strict rules particularly on admix where they expect parcels to be under 1%. We will know more on this and how much more they will look to purchase in early 2026.



Note: The current price of \$824 Track Port Kembla is considerably above the current year's average \$775



Canola Strategy

NEW CROP 2025/26:

With canola prices currently sitting above both the 5-year average and this year's seasonal average, growers should seriously consider taking advantage of this selling opportunity. Of all the grains on offer, canola appears best positioned to sell from a value perspective.

We recommend selling 75% to 100% of canola once harvested, taking advantage of the current demand, especially as the local price strength is not echoed globally.

Barley Outlook

INTERNATIONAL

- Global coarse grain production for 2025/26 is forecast 3.2 million tons higher to 1.576 billion tons.
- This month's 2025/26 foreign coarse grain outlook is for larger production, virtually unchanged trade, and smaller ending stocks.
- Foreign corn production is forecast higher reflecting increases for Mexico and the EU that are partly offset by a decline for Egypt. Mexico production is raised reflecting greater area expectations.
- The EU is higher as an increase for France is partially offset by a reduction for Germany.
- Foreign barley production is raised reflecting increases for the EU, Russia, Argentina, and Ukraine that are partly offset by a cut for the United Kingdom.
- Major global trade changes include greater corn exports for the United States and South Africa but a reduction for Ukraine.

- Corn imports are raised for Iran, Egypt, Venezuela, and the United Kingdom, but lowered for China, the EU, and Thailand.
- Foreign corn ending stocks are reduced, mostly reflecting a decline for China that is partly offset by increases for Argentina, Mexico, and Ukraine. Global corn ending stocks are down fractionally to 281.3 million tons.

Source: USDA WASDE and ABARES NOV Commodity Report

US CORN

US corn futures were down 2.5% post report as the USDA trimmed yield by only 3 bu/ac from the September number. The market was caught somewhat by surprise, expecting a bigger cut to yield with the trade average guess around 184 bu/ac while the number came in at 186 bu/ac. US corn stocks were slightly higher than in September (smaller crop, bigger exports, bigger carry in). Given that we have had two months without any data, it will be interesting to see if we get a bounce with exports continuing at record pace.

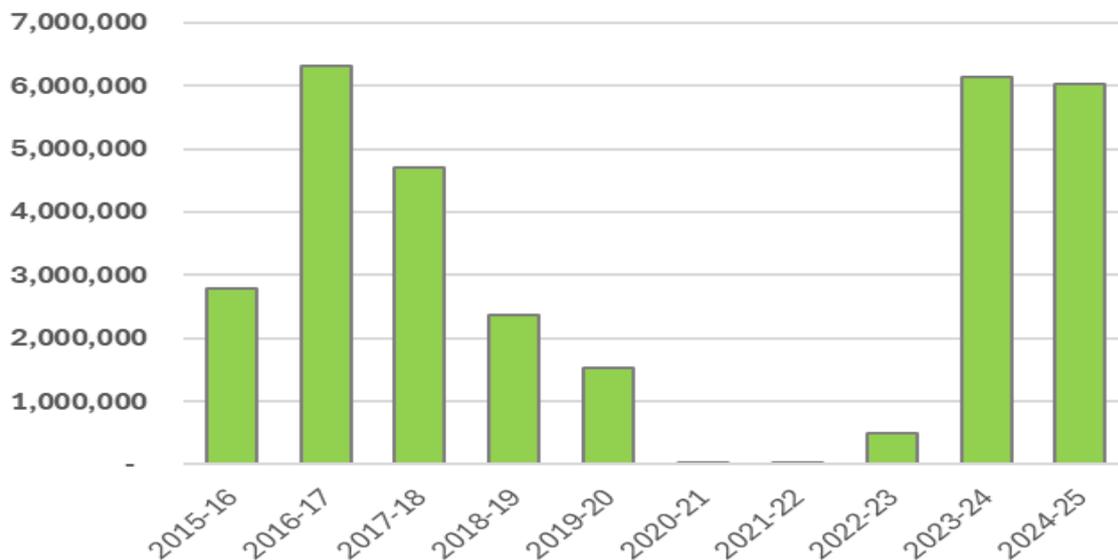
US CORN WEEKLY CHART – weekly data



US corn exports have been nothing but outstanding for the past three months and this is helping support the feed grain complex and keep US corn futures on a steady upward trajectory. As of last week, US corn inspections were 72% up on last year and 116% higher than the 5-year average.

DOMESTIC

Aus Barley Exports to China

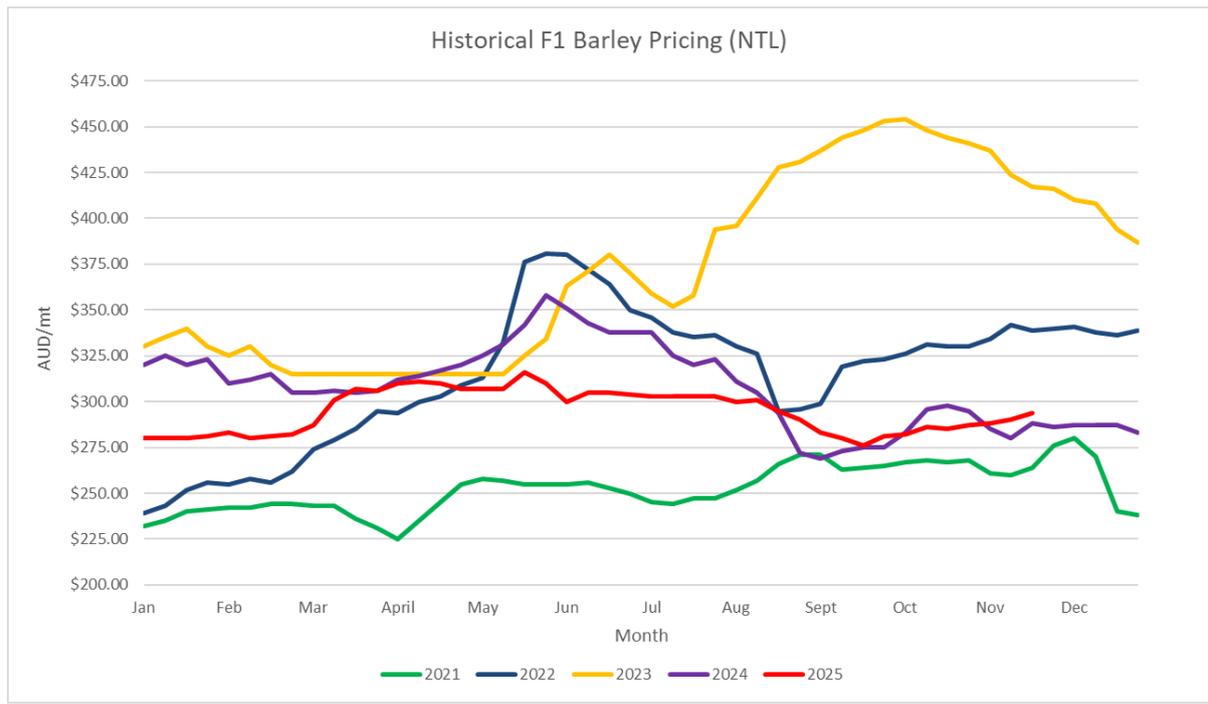


Australian Barley exports for the 24/25 season finished at 8.34MMT with around 72% going to China, amounting to about 6MMT. With a near record crop expected again this season, we will need another big program into China to avoid a buildup of domestic stocks. Current sales booked to China look promising and we expect this to continue. Bulk vessels from West Australia, as well as Container exports out of Northern NSW are currently working into China and this is also helping keep a base under prices as they are competing hard with domestic feeders.

Harvest is well under way across both east and west coasts and yields look like beating expectations in WA & Northern NSW. Growers reporting 4.5 to 6mt/Ha with an ideal season, especially for early planted crops. Growers have been storing barley on farm and in the system with the view to holding off on sales until prices improve.

The net effect of a lack of offers, combined with limited old crop barley left to sell, has been an increase in barley prices over the harvest period. The proliferation of grower storage over the past 10 years has also had a noticeable effect on the way barley is being marketed. There is less pressure to sell barley at harvest with a store now, sell later, mentality. Consumers though, are still under the impression that they will see cheap barley in Nov/Dec. After a series of good production years, growers are not as pressured to sell off the header, recognising that barley typically improves in price out of the harvest window.

In southern NSW the lingering effect of drought and a “patchy” season is maintaining premiums in both Melbourne and Port Kembla zones. Quality is mixed with Bar1, 2 and 3 reported. Discounts are narrow with Bar 2 only \$10.00/mt under Bar1 numbers. Ex farm prices in Southwestern NSW are strong with Bar1 above \$260.00/mt. Melbourne export business is bid \$320 delivered.



Barley Strategy

Central and Northern NSW

Demand remains strong and we think there is potentially more upside to be had post Christmas if growers continue to hold off on sales. Delivered Downs bids currently \$315.00/mt for Jan/Feb, while export bids into Narrabri are \$265 delivered. That looks cheap compared to Southern markets and therefore not a compelling sell. Hold for now.

SNSW and the Riverina

The mixed bag of a season has helped maintain a premium in the southern port zones. Unfortunately yields may be less than anticipated in some areas. Prices are passable and there is definitely some opportunity to make some sales for cash flow if required, especially on an ex-farm basis. We suggest strong offers into the market if you are looking to sell, but holding onto some barley into Summer will be worth the effort.

Sorghum Outlook

INTERNATIONAL

After two months of limited data, the USDA finally published the numbers and promptly lifted sorghum yield by 5bu/ac to 75 bu/ac, estimating production at 11.5MMT, up 700,000mt from the September estimate. A good season in the US southern states has produced the best crop in 4 years. Domestic use has been ramped up significantly to almost 5.5MMT to help absorb production. Carry in was also reduced, reflecting the bigger feed usage last year as export stockpiles increased.

US SORGHUM	2023/24	2024/25	2025/26	2025/26 pro		
		Est	Sept	Nov		
	<i>Million Bushels</i>				Mt	
Area Planted (mil. acres)	7.2	6.3	6.6	6.6		
Area Harvested (mil. acres)	6.1	5.6	5.7	5.7		Change
Yield (bushels/acre)	52	61.3	70.4	75		MOM
Beginning Stocks	24	33	52	40	1,082,837	-324,851
Production	318	344	402	428	11,586,356	703,844
Imports	0	0	0	0	0	0
Supply Total	342	377	454	468	12,669,193	378,993
Feed & Residual	51	143	100	100	2,707,093	
Food, Seed & Industrial	24	98	85	100	2,707,093	
Domestic Demand Total	75	242	185	200	5,414,185	
Exports	234	95	225	225	6,090,958	
Use, Total	309	337	410	425	11,505,143	406,064
Ending Stocks	33	40	44	43	1,164,050	-27,071
Avg. Farm Price (\$/bu)	\$4.93	\$4.07	\$3.70	\$3.80		

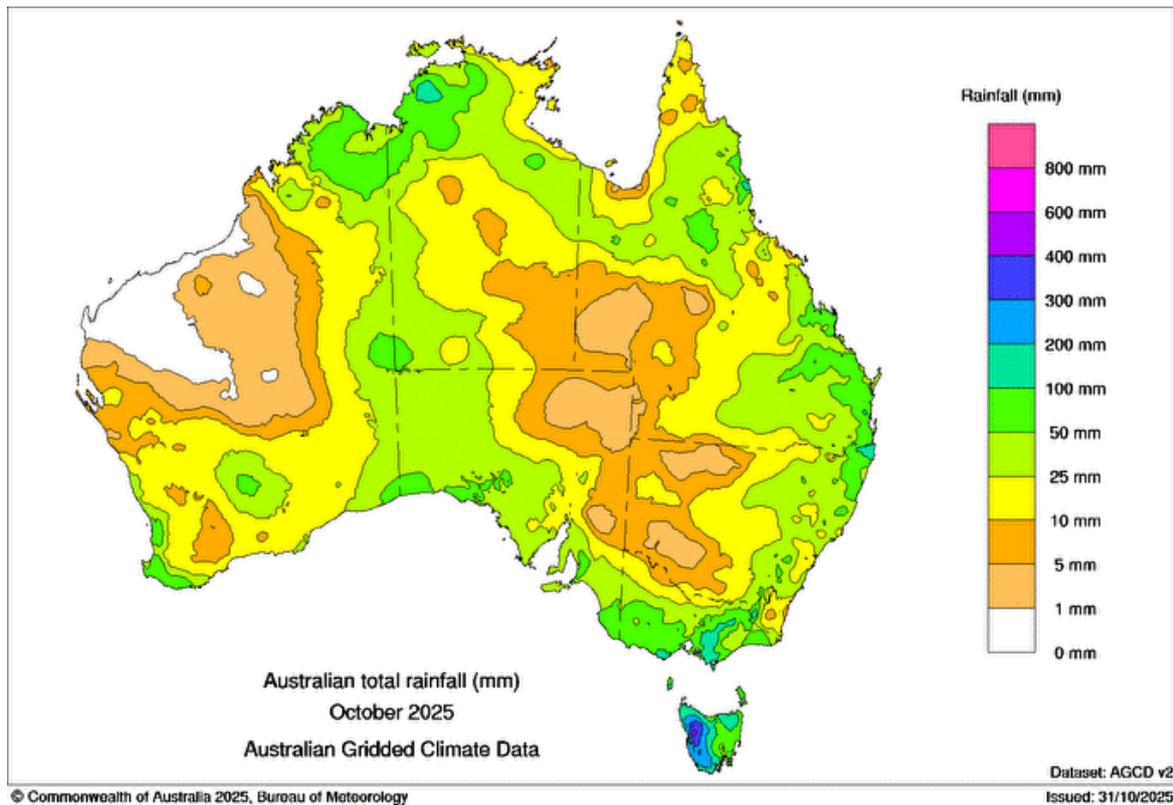
Interestingly, the US sorghum export number has remained at 6.0MMT, the same as September. This is more than likely a reflection of perceived thawing of the trade war following the meeting between Trump and Xi in early November. Although, it should be mentioned that there has still been no significant sorghum sales to China from the US at this point.

Brazil on the other hand, has exported a couple of “test” vessels of sorghum to China. This will be a major step in Brazil supplying further feed grain into China and poses a threat to our own market.

Total Australian sorghum exports for the 24/25 marketing year up to the end of September hit 2.5MMT with 90% heading to China. Production last year was estimated at 2.6MMT, so we are coming into the new season with extremely limited carry-in stocks. This should make for good competition for new crop in Jan/Feb if we continue to see China buying Aussie sorghum.

Domestic

Conditions have been ideal for sorghum planting this spring, with storms and rain events falling over the majority of the Summer Cropping belt. The early plant in Northern NSW went in on time and is up and generally powering towards harvest in Jan/Feb. Sowing has been on and off again for the Downs and the Liverpool Plains with dry weather halting the sowing rigs in late October. Since then, storms have recharged the profile, and we should see a full allocation of Sorghum hectares planted between now and the end of the window in late December.



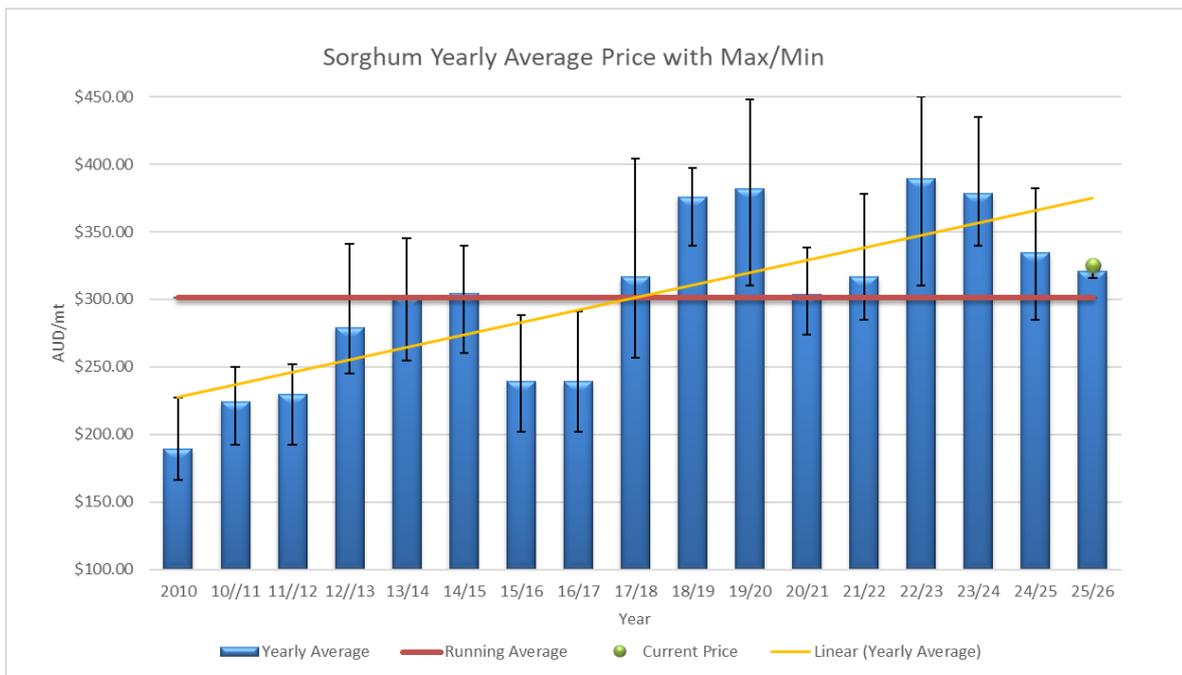
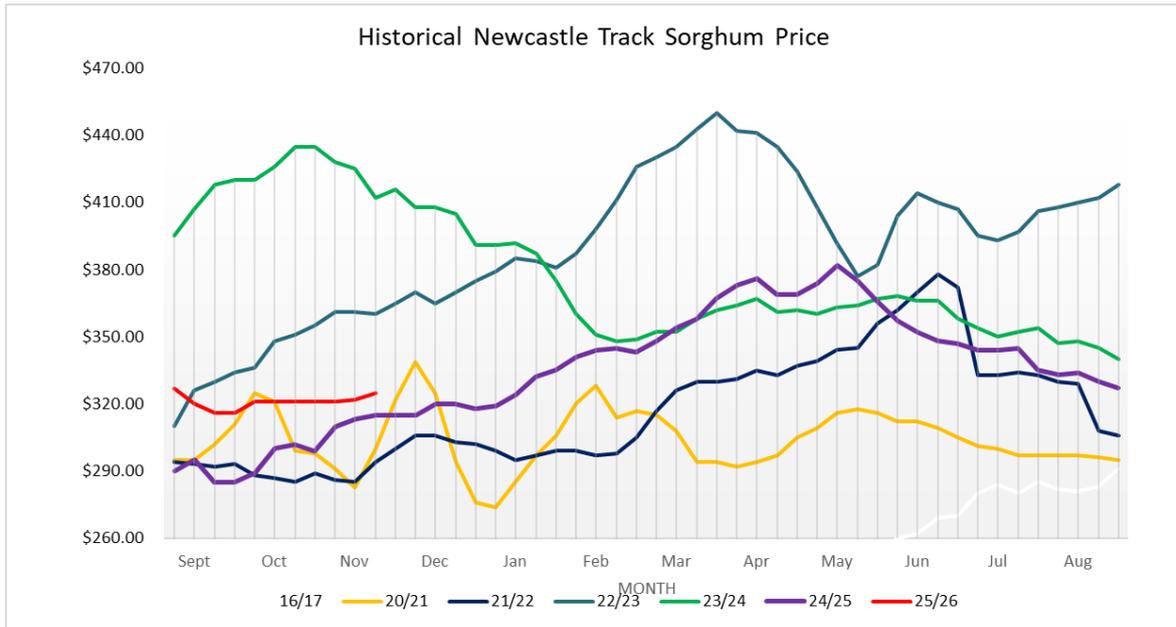
CQ is also seeing rain but will need decent falls between now and the start of the new year to get Grower’s planting. September’s ABARES forecast for the 25/26 season had sorghum total volume at 2.44MMT and at this point we think this is achievable if the summer remains wetter than average.

Sorghum markets have been very stable over the past two months. A big export program has exhausted the majority of the 2024/25 stock on hand. Exports have been trickling along, predominately in containers as there are not huge volumes left heading into the new season. Traditionally Nov/Dec is the quietest time of the year for sorghum trade.

Low volumes have kept the market well bid for new crop as demand for the new year has been better than what the market had been expecting. All port zones remain well above \$300 Track equivalent, with Newcastle again leading the market with bids in the mid to high \$320’s. Container bids into Narrabri are even higher with current prices equivalent to a \$330 track number.

All this despite the potential for greater competition within the export market with both US and Brazil competing into China. We are currently seeing higher values now than at the same time last year. We would caution though, that we think the potential upside is capped this year by other origin sorghum and it will likely be very challenging to achieve a 2MMT tonne export program achieved as we did last marketing year. Being 90+ percent reliant on China for exports is a risk.

Prices have held very steady in recent months, but at lower levels than we have enjoyed in recent years. This reflects the uncertainty around our position in the supply chain for the coming season. At this point we do not see prices breaking out to the levels we saw last year when China relied heavily on our sorghum to fill the gap. US sales to China are not about “if” but “when”. We will need to be more price competitive this year.



Sorghum Strategy

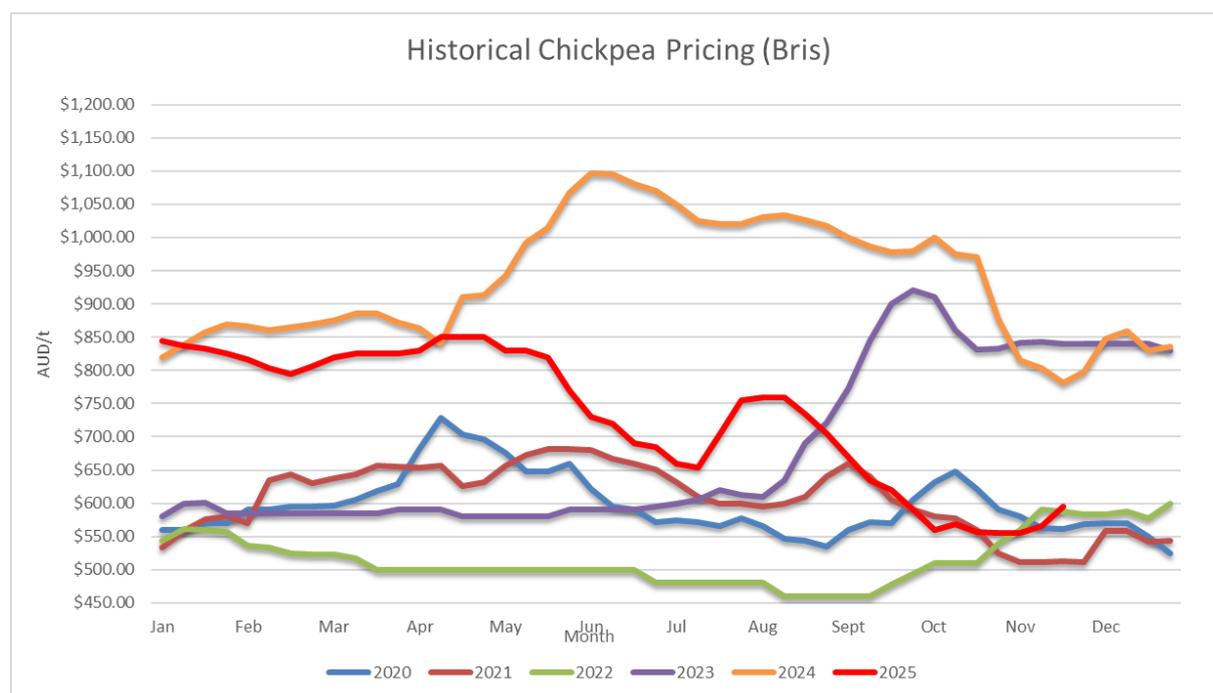
CENTRAL QUEENSLAND- too early to call. Prices around \$310/mt Track at time of writing. Will have to wait and see what the Summer brings in regards rain. Plenty of time to make decisions.

NNSW – Prices have been shouting “plant sorghum” for the last few months. The profile is full and the early crop is close to flowering. Values have been stable and have even lifted into some destinations recently. Container markets offer the best value at present. Early planted crops are heading rapidly towards harvest in 6-8 weeks. Prices above \$275/mt on farm or over \$300/mt delivered packer should be looked at for around 25% if the crop looks good.

Chickpea Outlook

Chickpea harvest is winding up and the market is reacting to lower than expected yields across much of North West NSW. Prices into Brisbane have hit as high as \$630/mt over the past week as bulk shipment deliveries fall short of exporters expectations.

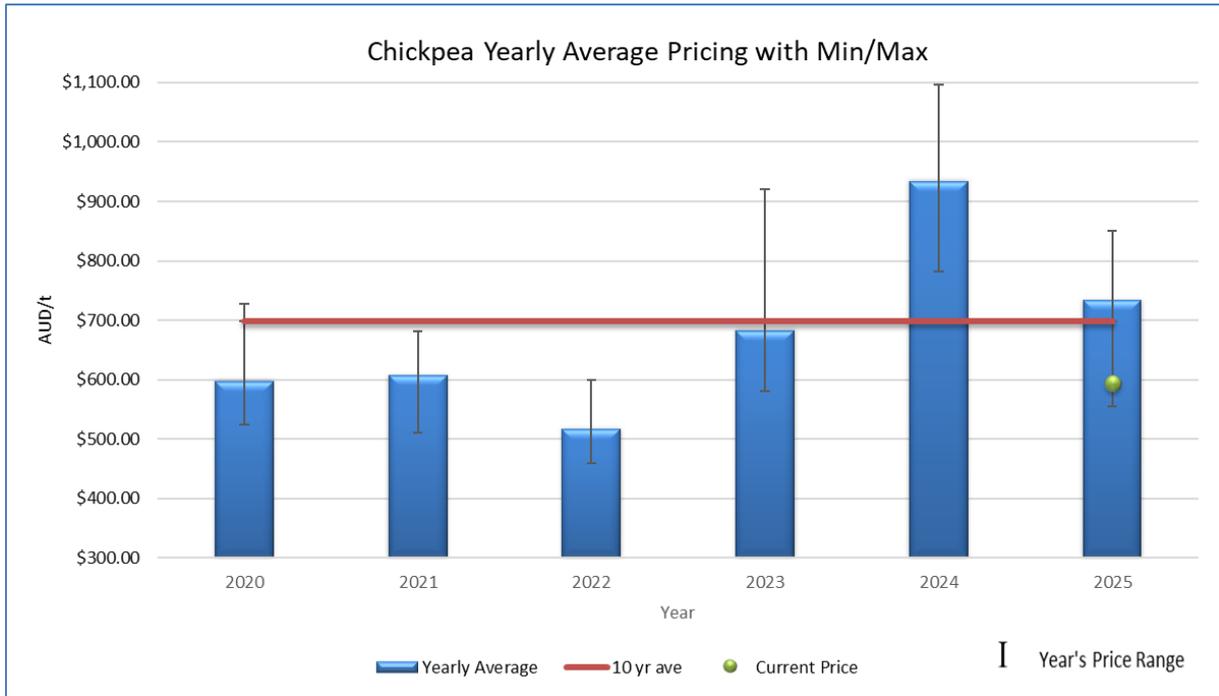
Central Queensland harvest produced big yield and good quality but as the harvest moved south both yield and peas size has lowered significantly. The crop size is now possibly below 2.0MMT and we are seeing growers withholding chickpeas from the market. There has been some cashflow sales as wheat and barley are not well priced but overall, we are not seeing selling anywhere near the levels we saw this time last year.



Although export logistics are currently tight, pricing has been strengthening across most destinations, creating some solid selling opportunities. With at least nine bulk vessels scheduled on the east coast, there is now a good window to move chickpeas, and vessels are booked out of Brisbane through to January. While we generally support making early sales, we're now seeing improved depth in the December market, which is a positive sign for stronger pricing in northern NSW.

CQ market is also trading up as the trade look to cover the last vessels in December. We are also seeing the trade buying CQ tonnes as a hedge against lack of volume offers out of SE Qld and Northern NSW.

Further demand beyond the current Nov/Dec/Jan timeframe will be harder to gauge. India remains out of the market with the tariff still set at 10%. It is interesting to note that they have raised the tariff on Canadian yellow peas and there is talk that India will actually export wheat this year. All this points to a higher supply of commodities and a more self-sufficient domestic market. The counter argument is that Aussie peas are still relatively cheap compared to domestic prices so there is still some opportunity to import. Time will tell.



Chickpea Strategy

Central Queensland- Growers continue to sell as demand has picked up. Market has not moved as much as southern zones which are coming off a lower base. Still some boats to load in December so we should see continued demand. Sell into the rally.

Northern NSW- The squeeze is on for Nov-early December vessels trying to secure supplies. Prices have lifted into Brisbane as well as into the packing market. A step-up selling regime is warranted to take advantage of the bulk demand which may or may not continue into the new year.

Selling for cash flow is also an option as chickpeas give you more bang for your buck compared to wheat and barley.

Cotton Outlook

INTERNATIONAL:

- The November outlook for 2025/26 U.S. cotton supply and demand shows higher production, exports and ending stocks compared to September, with no change to consumption and imports.
- The forecast for U.S. production is raised almost 900,000 bales to 14.1 million, reflecting higher expected yields in most States and increasing the projected national average yield almost 7 percent to 919 pounds per harvested acre.
- The export forecast is increased 200,000 bales to 12.2 million.
- The balance of the production increase flows to ending stocks, which are raised almost 20 percent to 4.3 million bales, for a stocks-to-use ratio of 30.9 percent.
- The projected season-average upland price for 2025/26 is lowered to 62 cents per pound.
- The 2025/26 outlook for world cotton supply and demand in November shows higher production, consumption, trade, and stocks compared to the September outlook.
- **Global cotton production is forecast 2.4 million bales higher with increases of 1 million bales in China, about 900,000 bales in the United States, and 500,000 bales in Brazil.**
- World trade is raised 300,000 bales and consumption 50,000 bales.
- Beginning stocks are raised over 400,000 bales largely reflecting updated 2024/25 trade data for several countries.
- As a result of these changes, **global ending stocks are raised about 3.8% or 2.8 million bales to 75.9 million.**
- *Source: USDA WASDE Report*

US COTTON FUTURES -weekly chart

Cotton #2 May '26 (CTK26)
 65.01 -0.02 (-0.03%) 11:53 CT [ICE/US]
 64.99 x 2 65.01 x 8

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Full Screen Chart

CHART PANEL for Thu, Nov 20th, 2025

Notes My Charts Alerts Watch Actions Help



OPINION: The November USDA report applies more downside pressure on the world's cotton price, with a near 4% increase in ending stocks following a solid production year globally. The change was made more pronounced due to a report missing in October due to the US government shutdown. With almost no change to consumption, nor increased importing by China means that world stocks continue to build.

When the world has more cotton, it puts additional pressure on producers who are unable to produce top quality cotton. When prices are low, consumers are able to strongly favour the highest quality, so the discounts to poorer quality can get wider. It might be a tougher year ahead for dryland cotton producers.

DOMESTIC:

Looking at Dam levels across the regions:-

- the Riverina feeder dams have summer watering only just getting started and after a dry winter, water levels are falling (Hume 45%, Blowering 37%, Burrinjuck 58%).
- Burrendong Dam feeding the Macquarie is at 56%.
- The Namoi is in the best shape with 100% full at Keepit, Spilt Rock and Chaffey.
- Copeton and Pindari have staged a huge comeback in August/September from circa 40% of capacity to seeing Copeton at 81% and Pindari and Glen Lyon both at 70%.
- Fairbairn Dam in CQ is at just 18% and looking for summer storms
- Catchments remain at or near capacity along the slopes and ranges for the northern NSW and Southern QLD rivers, but will need some heavy storms to bolster dam levels from now on as temperatures rise.

Southern catchments will need to ration irrigation water this summer, lowering production for 2026. Some summer storms across the NSW Qld border regions have caused localised re-planting, but there is rain forecast which may trigger further planting south to the Namoi.

The current pricing at \$550/bale for new crop will deter some would-be dryland growers from a full program, especially when sorghum has been \$300/tonne and is a much cheaper to grow, and fertilizer prices continue to be so high.

The cotton market has given very few true selling opportunities since picking and the international picture continues to deteriorate from a supply perspective. The only good news for Australian growers is that there will be a smaller crop in 2026 which may provide a buffer against lower values.

SUMMARY

Harvest rolls south at what seems like a record pace. In the space of five years we have gone from 200t silo bags to 2000 tonne bunkers and the effect of that change is profound. Queues of trucks at the local depot seem almost to be a thing of the past. Growers have taken control with more trucks, larger headers, bigger chaser bins, larger mother bins, and more upright and bunker storage. It all adds up to less grain heading to town at harvest, which is not just great for large producers but also a mighty relief for smaller operators who face less competition to get their grain delivered.

But wait there's more... buyers have a lot less transparency in the quantity and quality of the harvest and once it is tucked up on farm, it is slower to make it to the buyers. In a big season, buyers report that they cannot get any grain offered to them. It is a major shift.

The flip side to this scenario is that growers may confuse eager buyers as a signal to sit back and do nothing. In a year where we will likely be left with more than a twenty million tonnes wheat surplus, rest assured that failing the onset of a drought, prices will come under pressure when growers decide on mass to hit the exits. We strongly favour making a start to wheat sales at current levels.

Further, barley is finding stronger domestic feed demand, as well as strong export demand to China, and with the West Australian crop only 15% complete, now is a good time to sell into strength. In the case of Northern NSW and Queensland, that may confine sales of barley to feed homes rather than the discounted values in the bulk handling system, but there are some opportunities. Delivered Jan/Feb March will likely yield the best prices.

Canola looks like a great sell, with world prices drifting sideways to slowly firming, our values look compelling. Sure, you may wish to keep a little to see how high the market can run, but it is already \$800 delivered crush in the Riverina so how much are you really looking for? Of course, you need to have it sell it in a season like this.

Chickpeas are interesting because the crop didn't yield as much as expected, and growers have up until very recently been reluctant sellers. Again we think it is a risk to sit on them all at current values. There is very likely still almost 2Mmt in growers hands, and the buyers are keen to load vessels now. Once that bulk loading ceases, the risk is that the container business can ease back on their pricing. Exporters tell us they have had a much more difficult task in accumulating tonnes to fill the existing vessels than they expected, and shipping slots for January and beyond may be reassessed if demand from India is not forthcoming. At the current \$640 delivered Brisbane level, it is not what we are accustomed to getting, but it may not get a lot better in the medium term.

Risk versus return. International grain values are at the lower end of their range and should improve over time, but larger surpluses will stifle any big moves, we think. Local prices have improved since September and while they are lower than we are accustomed to seeing, they are probably higher than we expected given the size of the harvest.

As always, if you have any requests for more information on other crops or comments on our analysis, please do not hesitate to let us know.

**All the best,
The Delta Grain Team**

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