

Mid- to Late- July , 2011 Hay Price Update

These are hay prices paid at auction in the recent past weeks. Much of the price information is obtained from USDA Hay Market News. Personal contacts of local Iowa hay auctions secured price information for these market outlets. Auctions were chosen to reflect prices across Iowa. Other nearby auctions may exist. No endorsement of the listed auctions is intended.

The USDA Market News group uses the following hay classification designations in their market price reports. Of all hay sold, 1% or less would be designated in the supreme class. There is a general relationship between visual characteristics and forage analyses. If possible, the following Hay test analyses ranges (on dry matter basis) should be used to establish the appropriate quality designation. When feeding livestock, sample all forage lots and use forage analysis information for balancing livestock rations.

| | Relative Feed Value RFV) index | Acid Detergent Fiber (ADF) % | Neutral Detergent Fiber (NDF) % | (Alfalfa*) Crude Protein (CP) % | (Mixed & Grass) Crude Protein (CP) % |
|---------|---|--|---|---|--|
| Supreme | > 185 | < 27 | < 34 | > 22 | ** |
| Premium | 170-185 | 27-29 | 34-36 | 20-22 | >13 |
| Good | 150-170 | 29-32 | 36-40 | 18-20 | 9 -13 |
| Fair | 130-150 | 32-35 | 40-44 | 16-18 | 5 - 9 |
| Utility | < 130 | > 35 | > 44 | < 16 | <5 |

* Alfalfa & alfalfa with up to 10% grass (USDA)

** The 'Supreme' category is not appropriate for grass hays

Visual hay quality descriptions used in the USDA Hay Market News.

(Note: these visual traits do not necessarily equate to the forage analysis ranges listed in the previous chart.)

Supreme

Very early maturity, pre-bloom, soft, fine stemmed, extra-leafy. Factors indicative of very high nutritive content. Hay is excellent color and free of damage.

Premium

(dairy quality) pre bloom or very early bloom legumes, grass vegetative, generally green with no rain damage

Good

(dairy and feedlot quality) early to mid-bloom legumes, grass vegetative or very early head, generally no rain

Fair

(feedlot or beef quality) mid- to late-bloom legumes, grass headed, coarse/stemmy, may show some rain damage

Utility

(formerly 'Low') - very late maturity, or very coarse/stemmy, or considerable discoloration or rain damage

Fort Atkinson (NE IA) Wednesdays, 1:00PM

(Kind and Quality of lots not stated)

Alfalfa 1st Cut: SmSq \$80-115/T; LgSq \$75-170/T; LgRd \$ 40-110/T

2nd Cut: SmSq \$55-185/T ; LgSq \$55-105/T; LgRd \$60-125/T

3rd Cut: SmSq \$97.50/T; LgRd \$60/T

4th Cut: (LgSq \$95-140/T Jun)

Grass: Good LgRd \$105/T

Oat Hay: SmSq \$87.50/T; LgRd \$70/T

Straw: SmSq \$110-185/T; LgSq \$70-145/T; LgRd \$50-95/T

Corn Stalks LgSq \$50/T; LgRd \$30/T

Dyersville (NE IA) Thursdays 10:30 AM

Alfalfa:

Supreme: (LgSq \$185/T Jun)

Good: SmSq\$1.70-2.50/bale; LgSq \$110-175/T; LgRd \$100-130/T

Fair: LgSq \$80-110/T; LgRd \$80-95/T

Utility: LgRd \$20-80/T

Mixed Legume/Gr

Prem/Good: LgSq \$125/T

Good: LgRd \$115-127.50/T

Grass:

Fair: LgRd \$20-24/bale; LgRd \$17-20/bale

Oats hay: LgSq\$102.50/T; LgRd \$80-95/T

Straw: (SmSq \$2.90/bale Jun); LgSq \$30-41/bale; LgRd\$32/bale

Corn Stalks: LgSq \$13/bale; LgRd \$26-35/bale

Riceville (NE IA) 1st & 3rd Fri Sales

Alfalfa: SmSq \$1.50-3.35/bale; LgSq \$110-180/T

Mixed Legume/Grass: (SmSq \$1.75-3.75/bale Jun)

Grass: (LgSq \$160/ton Jun)

Straw: LgSq \$135/T

Forest City (NC IA) (Wed eve. sales)

Alfalfa & Mixed Leg/Gr : SmSq \$3.00-4.75/bale; (LgRd \$30-55.50/bale Jun)

Grass: SmSq \$2.00-3.25/bale : LgRd \$ 50/bale

Straw: SmSq \$3.75/bale

Spencer Livestock Sales (NW IA) (2nd & 4th Tuesdays)

Alfalfa: SmSq \$3.75-4.25/bale; LgRd \$105-135/T

Mixed Leg/Gr: SmSq \$3.50-3.75/bale

Grass: SmSq \$3.00-3.50/bale; LgRd \$97.50/T
Straw: LgRd \$75/T

Rock Valley (NW IA) (Monday & Thursdays 1:00PM)

Alfalfa

Supreme: (SmSq \$140-150/T Jun); LgSq \$180/T; LgRd \$170/T
Premium: SmSq \$125/T; LgSq \$115-145/T; LgRd \$115-150/T
Good: LgSq \$92.50/T; LgRd \$97.50-130/T
Fair: LgRd \$67.50-90/T

Mixed Hay

Premium: (SmSq \$135/T Jun); LgSq \$150/T ; LgRd \$117.50-135/T
Good: LgSq \$90-110/T ; LgRd \$92.50-100/T
Fair: SmSq \$80/T; LgRd \$65-82.50/T

Grass Hay

Premium: SmSq \$117.50/T; (LgSq \$110/T Jun) ; LgRd \$115-135/T
Good: SmSq \$92.50-100/T; LgSq \$85-95/T; LgRd \$80-105/T
Fair: SmSq \$70-80/T; LgSq \$75/T; LgRd \$65-80/T

Utility: LgRd \$55-65/T

Straw: LgSq\$25/bale; \$90-120/T; LgRd \$90-92.50/T

Cornstalks: LgRd \$20-55/T

Soybean 'Sraw' LgRd \$55/T

Maurice (NW IA) (Thurs 12:30P)

Alfalfa:

Supreme: (LgRd \$140/T Jun)
Prem: (SmSq \$130-140/T Jun); LgSq \$135-140/T; LgRd \$115-140/T
Good: LgRd \$112.50-120/T
Fair: LgRd \$95/T

Mixed Legume/Grass:

Good: LgSq \$105/T

Grass:

Premium: (SmSq \$140/T Jun); LgRd \$110/T
Good: SmSq \$90/T; (LgSq \$90/T Jun); LgRd \$90-105/T
Fair: LgRd \$95/T

Straw: LgRd \$92.50/T

Denison (WC IA) (Sat 11:00A)

Alfalfa: SmSq \$5.00-7.00/bale; (LgSq \$65/bale Jun)

Grass: (SmSq \$2.50-2.70/bale; LgRd \$60/bale Jun)

Straw: (SmSq \$2.00/bale Jun)

Stuart (WC IA) Noon Saturdays

Alfalfa: SmSq \$3.70-4.50/bale

Mixed: SmSq \$2.40-3.60/bale; LgRd\$63/bale

Grass: SmSq \$1.90-3.40/bale; (LgRd \$36-44/bale Jun)

Cornstalks: (LgRd \$ 10/bale Jun)

Perry (Central Iowa) (Sat Noon)

Alfalfa & Mixed Legume/Gr: SmSq \$2.50-5.50/bale; LgSq \$61/bale; LgRd \$55/b/bale
Grass: SmSq \$2.00-3.50/b; (LgRd \$45-48/bale Jun)

Private Broker Sales -- Ave. of prices from

South Central Iowa (Indianola & Adair); and North Central Iowa, (Hampton)

Alfalfa: (Prem SmSq \$200-235/T Jun)

Good: LgSq \$150-180/T

Good/Fair: LgRd \$110 delivered

Mixed Legume/Grass

Prem SmSq \$6.50/bale, \$230/T

Straw: LgSq\$110-120/T

Shell Rock (NE IA) (2nd & 4th Saturday)

Alfalfa & Mixed Leg/Gr: SmSq \$2.50-4.50/b; LgSq \$45-60/b; LgRd \$25-70/b

Grass: SmSq \$2.00-3.00/bale

Straw: (SmSq \$2.30-5.30/bale Jun)

Edgewood (NE IA) (Tues. 11AM)

Alfalfa & Mixed Leg/Gr: SmSq \$2.50-3.50; LgSq \$110-175/T; LgRd \$75-125/T

Grass: LgRd \$65-85/T

Straw: SmSq\$110/T; LgSq\$40/bale

Bluegrass (EC IA) (Auction formerly at Walcott) 2nd Sat Dec-Mar; Noon

Auctions resume in the Autumn

Keosauqua (SE IA) Sat 11:30A

Alfalfa & mixed: SmSq \$2.85-4.25/bale

Grass : SmSq \$2.00-2.75/bale

Straw: SmSq \$2.25-3.50/bale

Yoder Auction (Frytown) (SE IA) 1st Weds, 11:30AM (winter 1st & 3rd Weds Oct-)

Alfalfa: SmSq \$3.60-5.60/bale;LgSq\$42.50/bale LgRd \$55/bale

Grass: (SmSq \$3.00-4.00/bale; LgRd \$40-60/bale Jun)

Kalona Auction (SE IA) Thursdays 11:00 AM

Alfalfa: SmSq \$3.50-4.70/bale ; (LgRd \$51-70/bale Jun)

Mixed : (SmSq \$2.75-4.35/bale Jun)

Grass: SmSq \$1.45-2.25/b; LgRd \$25-45/bale

Cornstalks: SmSq \$2.00/bale

Creston (SW IA) 10:30AM Friday

No hay sold in June - sales are less regular during the summer months at this location

Red Oak (SW IA) Saturday sales

Alfalfa : SmSq \$2.85-3.00/bale

Mixed Legume/Gr : SmSq \$2.50-3.25/bale

Grass: SmSq \$2.00-2.75/bale; LgRd \$25-45/bale

Straw: LgRd\$20/bale

"Missouri Market" (Mid- to late- July 2011 USDA Market Price Report)

Alfalfa Supreme (RFV >185): SmSq \$150-180/T

Prem (RFV 170-180): SmSq \$140-160/T

Good/Fair: (RFV 130-170) SmSq \$90-140/T; LgSq \$90-140/T; LgRd \$75-120/T

Mixed Leg/Gr: Good SmSq \$3.50-5.00/bale LgRd \$30-60/bale

Grass :

Supreme/Premium SmSq \$5.00-6.50/bale

Prem/Good LgSq \$60-150/T

Good SmSq \$3.50-5.00/bale; \$40-120/T

Good/Fair LgRd \$20-40/bale

Fair LgRd \$25-50/bale

Prairie hay: Prem/Good SmSq \$80-120/T; Good/Fair LgRd \$35-70/T

Bermudagrass Good/Fair \$80-120/T

Straw: SmSq \$2.00-5.00/bale

"Northern & Central Illinois (July 2011 USDA Market Report)

Alfalfa

Supreme: LgSq \$200-235/T

Premium: SmSq \$160-200/T; LgSq \$160-200/T

Good: SmSq \$160-180/T; LgSq \$140-165/T; LgRd \$100-120/T

Fair: SmSq \$80-130/T; LgSq \$75-130/T; LgRd \$55-110/T

Utility: SmSq \$40-60/T; LgSq \$60-80/T; LgRd \$40-80/T

Mixed Leg/Grass

Premium: SmSq \$160-210/T; LgSq \$140-175/T

Good: SmSq \$140-180/T; LgSq \$110-165/T; LgRd \$80-110/T

Fair: SmSq \$80-120/T; LgSq \$100-130/T; LgRd \$60-85/T

Utility: SmSq \$40-60/T; LgSq \$60-80/T; LgRd \$45-75/T

Grass:

Premium: SmSq \$120-160/T; LgSq \$140-160/T; LgRd \$100/T

Good : SmSq \$120-140/T; LgSq \$100-140/T; LgRd \$55-80/T

Fair: SmSq \$80-100/T; LgSq \$65-110/T; LgRd \$50-80/T

Utility; SmSq \$40-60/T; LgSq \$60-80/T; LgRd \$45-50/T

Straw: SmSq \$3.00-4.00/bale, \$150-200/T; LgSq \$85-150/T; LgRd \$60-130/T

Wisconsin 'Market'

Auctions Resume in Autumn

Johnson Creek Wisc. (Equity Auction) Mondays 11AM

Type and Quality not stated

SmSq \$1.50 - \$2.50/bale

LgSq \$20-50/T

LgRd \$20-40/T

"Minnesota (Pipestone) Market"-SW MN (Mid- to late- July 2011 USDA Market Report)

Alfalfa

Premium: SmSq \$130/T; (LgSq \$110/T Jun); LgRd \$ 117.50-120/T

Good: (LgSq \$90-100/T Jun); LgRd \$82.50-102.50/T

Fair: (LgSq \$75/T Jun); LgRd \$70-82.50/T

Utility: LgSq \$40/T; LgRd \$60-70/T

Mixed Leg/Gr

Premium: (SmSq \$112.50/T Jun)

Good: SmSq \$100/T; LgRd \$80-87.50/T

Fair: SmSq \$2.20/b, \$70/T; LgRd \$62.50-82.50/T

Utility: SmSq \$2.00/b, \$40/T; LgRd \$50-62.50/T

Grass

Premium: (LgRd \$107.50-122.50/T Jun)

Good: SmSq \$82.50/T ; (LgRd \$85-105/T Jun)

Fair: SmSq \$60-72.50/T ; LgRd \$60-77.50/T

Utility: SmSq \$50-67.50/T; LgRd \$40-67.50/T

Straw: SmSq \$3.00/bale

"South Dakota - East River" (Mid- to late- July 2011 USDA Market Report)

Alfalfa

Supreme: SmSq \$185/T; LgSq \$180-190/T; (LgRd \$170/T Jun)

Premium: LgSq \$150-170/T; LgRd \$150-170/T

Compressed (16"x18'x22', 60 lb bales FOB Yankton, SD) Prem \$240/T

Good: LgSq \$130-140/T; LgRd \$120/T, \$140/T delivered

Fair: LgSq \$110-135/T; LgRd \$110-115/T

Utility: LgSq \$80-100/T; LgRd \$80-100/T

Mixed Leg/Gr:

Prem: SmSq \$172-178 delivered; LgSq \$180/T delivered

Compressed (16"x18'x22', 60 lb bales FOB Yankton, SD Prem \$258/T

Good: SmSq \$120/T; LgSq \$130/T del. LgRd \$110-120/T

Fair: LgRd \$90/T

Grass:

Premium: SmSq \$160-170/T delivered ; LgRd \$170/T del.

Compressed (16"x18'x22', 60 lb bales FOB Yankton, SD Prem \$243/T

Good : LgSq \$130/T; LgRd \$120-125/T

Compressed (16"x18'x22', 60 lb bales FOB Yankton, SD Good grass \$210/T

Fair: LgRd \$80/T

Utility: (LgSq \$115/T (switchgrass) Jun)

Straw: SmSq \$148/T; (LgSq \$100/T Jun); LgRd \$70-80/T

Alcester, SD (SE SD) USDA Market Report)

Auctions at Alcester Resume in Autumn

Nebraska Market" (Mid- to late- July 2011 USDA Report)

Alfalfa

Premium LgSq \$180-185/T

Good : LgSq \$140-165/T; (LgRd \$90-100/T Jun)

Good/Fair: (LgSq \$115/T Jun); LgRd \$55-65/T;

Grass:

Good: SmSq \$4.50/b, \$150/T; LgRd \$70-75/T

Fair: (LgRd \$55-65/T Jun)

Straw: SmSq \$3.50/b, \$140/T

Internet-based Hay Source possibilities:

The USDA Farm Service Agency (FSA), responded to drought-induced hay and pasture deficit conditions by its establishing a www website - Hay Net - for producers to list information concerning the need for hay or the availability of hay. The WWW link to this site is listed below.

Using the USDA Hay Net page is not as user-friendly as the earlier version. If you want to see the listings 'for sale', In the center-right 'box' on the page, select the line 'Access eHayNet Service'. That will take you to the 2nd page where you must choose either: NEED (hay ads) or HAVE (hay ads). Then a 'state' (the state where the hay is listed,). The 'Select' button will then take you to the listings for that state. Contacts and a limited description of hay available or needed can be found. As with other 'hay list'-type www sites, price and details about sales transactions must be completed between buyer and seller. Note: Not all lots listed for a state are located in that state, approximately half are from other states and Canada

<http://www.fsa.usda.gov/FSA/hayNet?area=online&subject=landing&topic=han&setflag=welcome>

I checked this site on 28 July 2011 and found the following # of listings:

| State | Late-March | Listings |
|--------------|------------|----------|
| Iowa | | 3 |
| Missouri | | 4 |
| Illinois | | 5 |
| Wisconsin | | 2 |
| Minnesota | | 3 |
| South Dakota | | 0 |
| Nebraska | | 4 |

IOWA HAY & STRAW DIRECTORY

The Marketing Division of the Iowa Dept. of Agriculture and Land Stewardship publishes a Hay & Straw Directory each Autumn. It includes names & contact information for hay sellers, hay brokers, auctions, commercial grinders, hay market associations, etc,. They are taking new listings anytime and post them on the WWW Hay and Straw Directory site. Clients are encouraged to use the WWW site. A few printed booklets may be available, but may not be as 'up-to-date' as is the WWW site version. Phone 1-800-383-5079 or (515) 281-5993 for information, or their WWW site:

<http://idalsdata.org/IowaData/hayAndStraw.cfm>

See Information on the

Iowa Noxious Weed Seed Free Forage & Mulch Program
being managed by the Iowa Crop Improvement Association.

Rules; fees; current listings

http://www.agron.iastate.edu/icia/Forage_Mulch.htm

Upper Midwest Haylist

"Electronic Market Service of Buyers and Sellers"

The Upper Midwest Haylist allows sellers to list lots of hay for 30-60 days, free of charge; & for buyers to access it for hay availability. Sellers can include: name, address, Phone/FAX/e-mail, type of hay (>95%alfalfa, Alf/Gr, Clover, >95% Grass etc), type of bale, which cutting ex. 2000 2nd, tons/bales available, quality ex. RFV or CP, asking price per ton.

<http://www.haylist.umn.edu/index.asp>

On 28 July 2011 the following was listed.

| State | Listings |
|--------------|----------|
| Iowa | 0 |
| Missouri | 0 |
| Illinois | 0 |
| Wisconsin | 2 |
| Minnesota | 4 |
| South Dakota | 0 |
| Nebraska | 0 |

WWW 'Hay Lists' from other surrounding states....

South Dakota State University Extension Service -- "Feed Finder"

/ Hay List This www site provides opportunity to 'post messages' about hay for sale, 'hay wanted', 'pasture for rent' etc. Use this www address:

<http://sdces.sdstate.edu:8080/FeedFinder/?14@778.2gy9a9EQbao.0@>

Wisconsin Extension provides a forage hay-list that it has established Listings are by county. The list can be found at the following www site:

<http://farmertofarmer.uwex.edu/>

Missouri Hay Market www site.

<http://agebb.missouri.edu/haylst/index.htm> or call

1-800-877-4HAY (4429)

Nebraska Alfalfa Marketing Assn www site. Browse through the

"Inventory" tab. <http://www.nebraska-alfalfa.com/>

Nebraska Dept. of Agric Hay and Forage 'Hotline' www site

<http://www.agr.state.ne.us/hayhot/hayhotline.htm>

Colorado A PDF version of the Colorado Hay Directory can be found on the "Colorado Hay Directory" link on the Colorado Hay and Forage Assn www page

<http://www.coloradohay.org/controller/home?load=default>

Commercial www sites

INTERNET HAY EXCHANGE

<http://www.hayexchange.com/index.php>

Buyers and sellers can place and find specifics about type of hay, location, quantity, price, quality, delivery options, etc. on this commercial internet site. On 28 July 2011 listings were:

| State | Listings |
|--------------|----------|
| Iowa | 39 |
| Missouri | 27 |
| Illinois | 6 |
| Wisconsin | 39 |
| Minnesota | 39 |
| South Dakota | 10 |
| Nebraska | 24 |

Bid-4-Hay

http://www.bid4hay.com/index.php?a=28&b=142&redirect_check=4

Operating in Oklahoma. It is an online hay classifieds and auction listing service. Allows listing and searching for hay. The interactive 'search' engine asks for your Zip Code and the distance range that you would like to search in. On 28 July 2011 there were 5 listings for hay within 300 miles of Ames Iowa.

Internet Hay Auction

Midwestern Cattle Marketing, LLC (a Sidney, NE, company specializing in video cattle auctions) has established a www-based hay auction patterned after eBay. It can be found at eHayAuctions.com. Sellers register, provide descriptions of their hay (photos and test results are optional), set prices and establish auction timeframes. Potential buyers also register, then bid on hay until the price is met, the seller accepts a bid or the auction time lapses. Sellers remain in control of their hay until payment is made and hay is transported by the buyer. A fee of \$4/ton is paid to the auction company by the seller at the time of listing. On 28 July 2011 there were 2 active auctions.

Agri Hay Exchange

<http://www.agrihayexchange.com/hay/haylistings.aspx?ltID=2>

Operating out of Pennsylvania. It is an online classified listing. It allows for free searching for hay etc. but requires registration on the site. There is a subscription fee for hay wanted and for sale listings on the site, and to advertise. On 28 July 2011 there were 5 listings for Iowa.

New !!! (new to this site)

Hay For Sale.co

<http://www.hayforsale.co/>

This is an 'international' site. It is a website which uses geographic search and

maps to aid in finding hay or bedding. The initial 'search' screen allows you to identify an address, town, county, National Park etc. and it will provide near-by sources in their listings. There is a cost to get details, contact info etc. about the sources identified. The site charges \$1.00 via PayPal to access any contact details. According to the site, this will give you access to all of the listings on The Hay for Sale .co for 24 hours.

The 'Hay Barn"

<http://www.haybarn.com/reports/showads.asp?category=Hay>

Hay listings are grouped by state. Sellers list type, description, sometimes price, and telephone number.

The Haymarket

<http://www.case-agworld.com/cAw.HM.html> The 'main page' has a lot of information. About 1/4 of the way down the page are some 'www links' to hay-related listings by 'region of the country. This leads to various formats of hay listings.

If you need to look to a farther distance, Check the Manitoba Canada
www Hay & Forage Council site for Hay sellers:

<http://www.mbforagecouncil.mb.ca/foragehaymarketing/provincialhaymarketersandprocessors/default.aspx>

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