

## HAY PRICES –SEPT. 2004

These are hay prices paid at auction in the recent past weeks. Most price information is obtained from USDA Hay Market News. Personal contacts of local Iowa hay auctions secured price information for these market outlets.

The USDA Market News Group uses these hay classification designations in their market price reports. Of all hay sold, 1% or less would be designated in the supreme class. Placement in various classifications is often based on visual assessment. 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

This report for Mid- to Late-August, 2004

Fort Atkinson (NE IA) Wednesdays, 1:00PM  
(Kind and Quality of lots not stated)

1st Cut: SmSq \$30-65/T, LgSq \$50-100/T, LgRd \$32.50-100/T

2nd Cut: SmSq \$60-132.50/T, LgSq \$85-125/T; LgRd \$40-95/T

3rd Cut: SmSq \$90-145/T, LgSq \$60-90/T, LgRd \$30-92.50/T

Oat Hay: (SmSq \$15-50/T July)

Straw: SmSq \$50-85/T; LgSq \$30/T; LgRd \$35-40/T

Dyersville (NE IA ) Thursdays 10:30 AM  
(Type of hay not stated)

Premium: LgSq \$105-120/T; (LgRd \$80-100/T July)

Good: SmSq (\$67.50-100/T July) \$2.40/bale; LgSq \$77.50-97.50/T;  
LgRd \$72.50/T

Fair: (LgSq \$60-70/T July); LgRd \$62.50-75/T

Utility: SmSq \$62.50/T, (LgSq \$32.50/T July); LgRd \$50-65/T

Oat hay: Good (LgRd \$62.50/T July)

Prairie Grass Hay: LgRd Good \$62.50-67.50/T, Fair LgSq \$23/bale,  
LgRd \$50-60/T

Straw: SmSq \$1.40/b; (LgSq \$60-80/T July); LgRd \$30/bale

Colwell (NE IA) 2nd Saturday-Winter months  
**(Sales Resume in Nov. 2004)**

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

Alfalfa : SmSq \$2.90-3.40/bale; LgRd \$29/bale

Mixed Legume/grass: SmSq \$2.30-2.70/bale

Grass: SmSq \$1.60-2.10/bale

Straw: SmSq \$1.30-1.50/bale

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

Alfalfa / Mixed Leg/Gr: SmSq \$1.50-2.25/b; LgRd \$65/T

Grass: SmSq \$1.50-1.75/bale

Rye hay LgRd \$25/T

Straw: SmSq \$1.00-1.25/bale

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

Alfalfa

Premium: SmSq \$107/T

Good: SmSq \$87.50-95/T; LgSq \$67.50-77.50/T; LgRd \$65-87.50/T

Fair: (SmSq \$65/T Jul); LgSq \$57.50-60/T; LgRd \$55-65/T

Utility: LgRd \$47.50/T

Mixed Hay

Premium: SmSq \$100-105/T

Good: SmSq \$85/T; LgRd \$60/T

Fair: (LgSq \$ 45/T; LgRd \$50/T July)

Utility: LgSq \$44/T, (LgRd \$40-45/T July)

Grass Hay

Premium: SmSq \$87.50-100/T

Good: SmSq \$65-87.50/T; LgSq \$65/T; LgRd \$62.50-80/T

Fair: SmSq \$50/T; LgSq \$57.50/T; LgRd \$50-57/T

Utility: LgRd \$42.50-47.50/T

Straw: SmSq \$1.30-1.95/b; LgSq \$19/bale; LgRd \$12.50-21/bale

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

Alfalfa

Premium: SmSq \$100/T

Good: SmSq \$70-90/T; LgSq \$62.50-72.50/T; LgRd \$60-77.50/T

Fair: LgSq \$49-56/T; LgRd \$55-57.50/T

Grass:

Good: SmSq \$70/T;( LgSq \$60-80/T Jul); LgRd \$55-65/T

Fair: (SmSq \$52.50/T Jul); LgRd \$54-55/T; LgRd \$ 50-55/T

Straw: (SmSq \$2.30/bale July)

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

Alfalfa & Mixed: SmSq \$1.80-3.35/bale; LgRd \$49/bale

Grass: (SmSq \$0.90-2.00/bale Jul)

Straw: SmSq \$1.35-1.75/bale

Stuart (WC IA) Noon Saturdays

Alfalfa: SmSq \$1.90-2.40/bale

Leg/Gr Mix: SmSq \$1.80-2.60/bale; LgRd \$35-45/T

Grass: SmSq \$2.10-2.40/Bale;

Straw: SmSq \$1.30-1.60/bale

Perry (Central Iowa) (Sat Noon)

Alfalfa: SmSq \$2.25-3.20/bale; LgRd \$45-48/bale  
Mixed Leg/Gr : (LgRd \$48/bale Jul)  
Grass: SmSq \$1.50-2.00/bale; (LgRd \$39/bale Jul)  
Straw. SmSq \$1.25/bale

South Central Iowa - Indianola (Private Broker)

Alfalfa

Prem/Good: SmSq \$100/T; LgRd \$65-85/T

Good: SmSq \$120/T; LgRd \$55-65/T

Mixed Grass/Legume

Premium/Good: SmSq \$120/T

Good: (SmSq \$90-100/T; LgRd \$55/T July)

Grass:

Premium/Good: SmSq \$140/T

Good: (SmSq \$90-100/T; LgRd \$60/T July)

Fair: (LgRd \$45/T July)

Oat hay: (LgRd \$85/T July)

Straw: (LgRd \$20/bale July)

Cornstalks: (LgRd \$15-20/bale July)

Walcott (EC IA) 2nd Sat Dec-Mar; Noon **Auctions Resume In Dec 2004**

Keosauqua (SE IA) Sat 11:30A

Alfalfa: SmSq \$2.25-3.50/bale

Grass: SmSq \$1.00-1-85/bale

Straw: (SmSq \$0.85-1.10/bale July)

Kalona (SE IA) 1st Thurs, Yr-round 11:30AM (& 3rd Thurs Oct-winter)

Alfalfa :SmSq (\$3.00-3.50/b July); \$92.50/T, LgSq \$87.50/T

Mixed Leg/Grass: LgRd \$30/b

Grass: SmSq \$1.50-2.00/bale; (LgRd \$20-25/bale July)

Straw: SmSq \$2.00/bale

Creston (SW IA) 10:30AM Friday

**(Sales Resume in Nov. 2004)**

Shenandoah (SW IA) Monday Sale

Alfalfa: SmSq \$2.60/bale

Mixed Leg/Grass: SmSq \$2.00/bale

"South Dakota Market" (Mid / Late-Aug 2004 USDA Market Report)

Alfalfa

Prem: LgSq: \$85-120/T

Good: LgSq \$65-95/T; LgRd \$50-75/T

Fair: LgRd \$40-55/T

Good/Fair Ground&Delivered \$45-50/T

Grass: Good SmSq \$75-80/T; LgRd \$60-75/T

"Minnesota Market"-SW MN (Mid/Late-Aug 2004 USDA Market Report)

Alfalfa

Prem: SmSq \$82.50-92.50/T; LgRd \$85/T

Good: SmSq \$57.50/T; LgSq \$57.50-62.50/T; LgRd \$57.50-62.50/T

Fair: LgSq \$50-55/T; (LgRd \$45-55/T July)

Utility: (SmSq \$30/T July); LgSq \$32.50/T; (LgRd \$35-47.50/T July)

Mixed Leg/Gr

Good: (SmSq \$62.50-70/T July); LgRd \$60-70/T

Fair: (SmSq \$47.50-52.50/T July)

Utility: (SmSq \$32.50/T; LgRd \$40-42.50/T July)

Grass

Good: SmSq \$62.50-70/T (\$2.05/b July); LgRd \$60/T

Fair: (SmSq \$42.50-52.50/T July); LgRd \$55/T

Utility: SmSq \$42.50/T; LgRd \$32.50-45/T

Straw: SmSq \$1.00-1.50/bale (\$55/T Jul); LgSq \$12-13/b; LgRd \$11-16/b

Houston County MN Tested Hay Auctions (2nd Fri, Dec-March)

**Auctions Resume in December**

"Northern&Central Illinois Market" (Early & Mid Aug . 2004 USDA Market Report)

Alfalfa

Premium: SmSq \$120-130/T; LgSq \$120-135/T

Good: SmSq \$90-120/T; LgSq \$90-120/T; LgRd \$70-90/T

Fair: SmSq \$70-85/T; LgSq \$70-90/T; LgRd \$60-75/T

Utility: SmSq \$50-80/T; LgSq \$60-75/T; LgRd \$40-50/T

Mixed Leg/Grass

Premium: SmSq \$110-130/T; LgSq \$100-120/T

Good: SmSq \$90-120/T; LgSq \$70-110/T; LgRd \$60-80/T

Fair: SmSq \$75-90/T; LgSq \$65-75/T; LgRd \$55-65/T

Utility: SmSq \$50-70/T; LgSq \$50-55/T

Grass:

Prem: SmSq \$100-120/T; LgRd \$110-120/T; LgRd \$80-90/T  
Good :SmSq \$80-100/T; LgSq \$90/T; LgRd \$60-80/T  
Fair: SmSq \$60-90/T; LgRd \$50-65/T  
Utility: SmSq \$50-60/T; LgSq \$45-50/T  
Straw: SmSq \$1.25-2.50/bale, \$60-80/T; LgSq \$50-60/bale

"Missouri Market" (Mid / Late-Aug 2004 USDA Market Price Report)

Alfalfa

Supreme (RFV >185): SmSq \$110-140/T

Prem (RFV 170-180): SmSq \$80-110/T

Good/Fair: (RFV 130-170) SmSq & LgSq \$70-100/T; LgRd \$35-80/T

Red Clover Good: SmSq \$30-60/T

Mixed Leg/Gr: Good SmSq \$2.50-3.00/bale

Grass

Good: SmSq \$50-85/T; 1.25-3.50/bale; LgRd \$20-35/bale

Fair: Fescue LgRd \$10-30/bale

Prairie hay: SmSq \$55-75/T

Wheat Hay: \$50-60/T

Straw: SmSq \$1.50-3.00/bale

"Nebraska Market" (Mid/ Late-Aug 2004 USDA Report)

Alfalfa

Supreme/Premium: (180-190 RFV) LgSq \$120-130/T

Premium /Good: (160-180 RFV) LgSq \$110-120/T

Good: (150-165 RFV) LgSq \$100-115/T; LgRd \$50-60/T

Fair: LgRd \$45-55/T

Grinding Quality - Ground&Delivered \$65-72/T

Grass:

Premium: SmSq \$123-133/T

Good: SmSq \$85-90/T; LgRd \$55-60/T

Straw: LgSq \$50/T

Wisconsin 'Market'

Tested Auction Lomira WI (1st Friday Dec-April)

**(Sales Resume in Nov. 2004)**

Tested Auction Waldo WI (2nd Thursday Dec-April)

**(Sales Resume in Nov. 2004)**

The USDA Farm Service Agency (FSA), responded

to drought-induced hay and pasture deficit conditions by its establishing a www website for producers to list information concerning the need for hay or the availability of hay. The WWW link to this site is listed below. Users of the site can select one of two options -- 'Need Hay' or 'Have Hay'. 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.

<http://www.fsa.usda.gov/haynet/>

I checked this site on 9 Sept and found the following # of listings:

State	Listings
Iowa	19
Missouri	28
Illinois	25
Wisconsin	31
Minnesota	30
South Dakota	12
Nebraska	31

#### 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 are available, (each October) but are not 'updated' as is the WWW site version. Phone 1-800-383-5079 or (515) 281-5993 for information, or their WWW site:

<http://www.agriculture.state.ia.us/haydir.htm>

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://www.abs.sdstate.edu:8888/webx?14@63.qeRiaObuaee.0@.ee6b98>

**MINNESOTA HAY LIST has been modified to include listings and www 'links' for hay lists from other states in the upper mid-west U.S. It is now called**

### **Upper Midwest Haylist**

"Electronic Market Service of Buyers and Sellers"

The [Upper Midwest Haylist](http://www.haylist.umn.edu/index.asp) 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. RFD or CP, asking price per ton.

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

On 9 Sept., the following was listed.

#### State Listings

Iowa	-
Missouri	-
Illinois	-
Wisconsin	5
Minnesota	9
South Dakota	4
Nebraska	-

#### INTERNET HAY EXCHANGE

<http://www.hayexchange.com/hay.htm>

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 9 Sept., listings were:

State	Listings
Iowa	58
Missouri	76
Illinois	68
Wisconsin	89
Minnesota	83
South Dakota	30

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