Mid- to Late-January, 2014 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.

<table>
<thead>
<tr>
<th></th>
<th>Relative Feed Value (RFV)</th>
<th>Acid Detergent Fiber (ADF)</th>
<th>Neutral Detergent Fiber (NDF)</th>
<th>(Alfalfa*) Crude Protein (CP)</th>
<th>(Mixed &amp; Grass) Crude Protein (CP)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Supreme</td>
<td>&gt; 185</td>
<td>&lt; 27</td>
<td>&lt; 34</td>
<td>&gt; 22</td>
<td>**</td>
</tr>
<tr>
<td>Premium</td>
<td>170-185</td>
<td>27-29</td>
<td>34-36</td>
<td>20-22</td>
<td>&gt;13</td>
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<tr>
<td>Good</td>
<td>150-170</td>
<td>29-32</td>
<td>36-40</td>
<td>18-20</td>
<td>9-13</td>
</tr>
<tr>
<td>Fair</td>
<td>130-150</td>
<td>32-35</td>
<td>40-44</td>
<td>16-18</td>
<td>5-9</td>
</tr>
<tr>
<td>Utility</td>
<td>&lt; 130</td>
<td>&gt; 35</td>
<td>&gt; 44</td>
<td>&lt; 16</td>
<td>&lt;5</td>
</tr>
</tbody>
</table>

* 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

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Fort Atkinson (NE IA) Wednesdays, 1:00PM
(Alfalfa --Quality of lots not stated)
  1st Cut: SmSq $125-195/T; LgSq $130-170/T; LgRd $80-140/T
  2nd Cut: SmSq $130/T; LgSq $145-215/T; LgRd $95-190/T
  3rd Cut: SmSq $175-250/T; LgSq $130-210/T; LgRd $95-165/T
  4th Cut: (SmSq $245/T Dec); LgSq $205-240/T; LgRd $115/T
Grass: Good: SmSq $135-165/T; LgSq $80-135/T; LgRd $75-155/T
Oat Hay: LgRd $85/T
Straw: SmSq $160-220/T; LgSq $110-130/T; LgRd $60-80/T
Cornstalks: (LgSq $30/T Dec); LgRd $55-70/T

Dyersville (NE IA) Thursdays 10:30 AM
Alfalfa:
  Premium: LgSq $208-265/T
  Good: LgSq $135-180/T; LgRd $125-205/T
  Fair: LgSq $100-150/T; LgRd $90-120/T
  Utility: LgSq $70-120/T; LgRd $60-90/T
Mixed Legume/Gr
  Good: LgSq $145-270/T; LgRd $125-205/T
Grass:
  Good: LgRd $100-140/T
  Fair: LgRd $80-115/T
Oat Hay: LgRd $102.50/T; LgRd $85-100/T
Prairie Hay: (LgSq $ 100-175/T Dec); LgRd $85-105/T
CRP: LgSq $87.50/T; LgRd $60-105/T
Straw: LgSq $25-55/b; LgRd $30/bale
Cornstalks: LgRd $39-42/B

Riceville (NE IA) 1st & 3rd Fri Sales
  Alfalfa & Mixed: SmSq $3.00-4.00/bale; LgSq $90/b, $300/t
  Grass: LgSq $75/bale; LgRd $170/T
  Straw: LgSq $135/T

Spencer Livestock Sales (NW IA) (2nd & 4th Tuesdays)
  Alfalfa: LgRd $130-155/T

Forest City (NC IA) (Wed eve. sales)
  Alf: SmSq $4.50-5.50/bale; LgSq $ 60-75/b; LgRd $70-75/b
  Grass: SmSq $3.25-4.50/b; LgRd $50-60/bale
  Straw: SmSq $3.50/bale
  Cornstalks: SmSq $2.25-2.50/bale; (LgRd $25/b Dec)
Mixed Legume/Gr: (SmSq $6.25/b; LgRd $185/T Dec)
Rye/Alfalfa: (LgRd $140-160/t Dec)
Grass: SmSq $4.00-5.75/bale; (LgRd $165/T Dec)
Straw: (SmSq $4.00-4.25/b Dec)
Cornstalks: (SmSq $3.50-4.25/b Dec); LgRd $20-25/b,

Rock Valley (NW IA) (Monday & Thursdays 1:00PM)
Alfalfa
Supreme: SmSq $200-220/T; LgSq $180/T
Premium: (LgSq $185/T Dec); LgRd $140-165/T
Good: LgSq $132.50-140/T; LgRd $127.50-130/T
Fair: LgSq $120-125/T; LgRd $115-125/T
Utility: LgRd $110/T
Mixed Hay
Premium: LgRd $150-200/T
Good: (LgSq $155/T Dec); LgRd $120-132.50/T
Fair: LgRd $95/T
Grass Hay
Premium: SmSq $160-180/T; LgRd $130-150/T
Good: (SmSq $150-165/T; LgSq $120-150/T Dec); LgRd $110-125/ T
Fair: LgSq $105/T; LgRd $87.50-105/T
Utility : LgSq $30-80/T; LgRd $50-85/T
Millet Hay: Fair (LgRd $87.50/T Dec)
Straw: SmSq $1.20/b; LgSq $40-95/T; LgRd $65-80/T
Cornstalks : LgRd $50-52.50/T

Denison (WC IA) (Sat 11:00A)
Alfalfa & Mixed Leg/Gr: SmSq $3.00-7.00/b; LgSq $75-95/b; LgRd $105-150/b
Grass: SmSq $2.00-4.00/bale; LgSq $75/b; LgRd $60-110/b
Straw: SmSq $5.75/bale; (LgRd $75/b Dec)
Cornstalks: LgRd $26/bale

Perry (Central Iowa) (Sat Noon)
Alfalfa & Mixed Leg/Gr: SmSq $3.00-7.00/B; (LgSq $80-125/b Dec); LgRd $60-90/b
Grass: SmSq $2.00-4.50/b; (LgSq $60-90/b Dec); LgRd $40-125/bale
Straw: SmSq $3.50/bale
Cornstalks: LgRd $15-16/bale

Private Broker Sales -- Ave. of prices from
South Central Iowa (Indianola & Adair); and North Central Iowa, (Hampton)
Alfalfa:
Premium: LgSq $325/T delivered
Good: LgSq $200/T, $240/T delivered
Fair: LgSq $150
Mixed Leg/Gr : LgSq $200/T
Straw: SmSq $175/T Delivered; LgSq $135/T delivered

Edgewood (N E IA) (Tues. 11AM)
Alfalfa & Mixed Leg/Gr: SmSq $3.50-4.50/bale; LgSq $150-255/T; LgRd $135-180/T
Grass: LgSq $100-125/T; LgRd $70-105/T
Straw: (SmSq $4.00/b Dec); LgSq $35-52/b
Cornstalks: LgRd $35-42/T
CRP: ($85-110/T Dec)

Shell Rock, (EC IA) 2nd & 4th Sat
Alfalfa & Mixed Leg/Gr
1st cut SmSq $3.10-5.00/bale; LgRd $37.50-82.50/bale
2nd cut SmSq $4.10-5.30/bale; LgSq $55-75/bale
3rd cut SmSq $4.40-5.90/bale; LgSq $45-57.50/bale; LgRd $80-85/bale
4th cut LgRd $65/bale
Grass: SmSq $2.40-4.50/bale; LgSq $32.50-67.50/bale; LgRd $20-67.50/bale
Straw: SmSq $3.50-5.00/bale
Cornstalks: SmSq $3.50/bale; LgRd $21/bale

Bluegrass (EC IA) 2nd Sat, 11 AM (Dec – March)
January 11 auction
Alfalfa & Mixed Leg/Gr: SmSq $5.00-6.25/bale; LgSq $80-85/bale; LgRd $70-75/bale
Grass: SmSq $4.00-5.00/bale; LgSq $85/bale; (LgRd $70-75/bale Dec)
Straw: SmSq $3.50-4.00/bale

Keosauqua (SE IA) 11:30A
Alfalfa & Mixed Lg/Gr: SmSq $3.00-6.50/b; LgSq $85-90/bale
Grass: SmSq $3.00-5.00/bale; LgRd $30-55/bale
Straw $2.50-3.50/bale; LgRd $30-35/b
Cornstalks: LgRd $15-30/B

Kalona Auction (SE IA) Thursdays 11:00 AM
Alfalfa: (SmSq $5.00/b Dec); LgSq $70-85/B; LgRd $42.50-87.50/bale
Mixed Leg/Gr: SmSq $3.75-6.50/bale; LgSq $40-85/bale; LgRd $60-105/bale
Grass: SmSq $3.50-6.50/b; LgSq $17.50-62.50/b; LgRd $27.50-85/bale
Baleage: type not stated  LgRd $20-37.50/bale
CRP:  LgSq $16/b
Straw: SmSq $3.25-5.75/b; LgSq $21-40/bale; LgRd $25/bale
Cornstalks: LgSq $20-25/bale; LgRd $28/bale
Soybean ‘Straw’: LgRd $12.50-20/bale

Yoder Auction (Frytown)
Alfalfa: SmSq $4.75-8.00/b; (LgSq $80-110/b Dec); LgRd $77.50-195/b
Mixed Leg/Gr: (LgRd $80-125/b Dec)
Grass: SmSq $4.10-4.50/b ; LgRd $47.50-75/bale
CRP: LgRd $42.50/b
Straw: (SmSq $2.75-4.40/bale Dec)
Cornstalks: LgRd $26-32.50/bale

Creston (SW IA) 10:30AM Friday
Alfalfa & Mixed Leg/Gr: SmSq$6.50-6.75/bale; LgRd $70-75/b
Grass: SmSq $3.00-4.50/bale; LgRd $50-65/bale
Oat Hay: LgRd $45/bale
Straw: SmSq $3.85-4.50/bale
Cornstalks: LgRd $23-35/bale

Red Oak (SW IA) Saturday sales
Alfalfa & Mixed Legume/Gr: SmSq $4.75-5.75/bale: LgRd $50/bale
Grass: SmSq $4.00-4.75/bale; LgRd $50-60/bale
Straw: $4.00-4.25/bale
Cornstalks: LgRd $20/bale

"Missouri Market" (Mid- to late-January, 2014 USDA Market Price Report)
Alfalfa
Supreme (RFV >185): $225-275/T
Premium (RFV 170-185): $175-250/T
Good: (RFV 150-170): $160-200/T
Fair: (RFV 130-150) $100-170/T
Grass:
   Good: $75-100/T
   Good/Fair LgRd $50-75/bale
   Fair: LgRd $30-45/bale
Straw: SmSq $3.00-5.00/bale

Central Illinois (January, 2014 USDA Market Report)
Alfalfa
   Premium: SmSq $4.75-7.25/bale; (LgSq $75-77.50/b Dec)
   Good: SmSq $2.50-4.75/bale; (LgSq $55/b Dec); LgRd $52.50-75/bale
   Fair: SmSq $1.00/bale
Mixed Leg/Grass
   Premium: SmSq $2.25-6.00/bale; LgSq $42.50-65/bale; LgRd $70-77.50/bale
   Good: SmSq $2.00-4.75/bale; (LgSq $38/b Dec); LgRd $37.50-40/bale
Grass:
   Premium: SmSq $4.00-6.25/bale
   Good: SmSq $2.30-3.75/bale; LgSq $27.50-35/bale; LgRd $17-67.50/bale
   Fair: SmSq ($4.25-4.30/b Dec); LgRd $20/bale
Straw: SmSq $2.40-4.00/bale; LgSq $28/35bale; LgRd $23-31/bale
Cornstalks: LgRd $16-24.50/bale

Wisconsin 'Market'
   Sheboygan Co – Waldo
Jan 8, 2014 auction
Alfalfa 2nd cut LgRd $50/bale (est. $250/T)
   3rd cut LgRd $90/bale (est. $225/T)

"Minnesota (Pipestone)"-SW MN (Mid- to late January, 2014 USDA Market Report)
Alfalfa
   Premium: (SmSq $180-210/T; LgSq $195/T Dec)
   P/G: (LgSq $180-185/T; LgRd $160-185/T Dec)
Good: (SmSq $155-165/T Dec); LgRd $160-180/T
Fair: SmSq $155/T; LgRd $140-155/T
Utility: LgRd $80-125/T

Mixed Leg/Gr
Premium: LgRd $215/T
Good: LgRd $145-160/T
Fair: LgRd $130/T
Utility: LgRd $115/T

Grass
Premium: SmSq $195/T; LgRd $160-190/T
Good: SmSq $150-250/T; LgRd $120-145/T
Fair: (SmSq $135/T Dec); LgRd $100-115/T
Utility: LgRd $75-100/T

Straw: SmSq $3.10-4.20/bale; LgRd $42.50-50/bale
Cornstalks: LgRd $25-42.50/bale

"South Dakota - East River" (Mid- to late- January, 2014 USDA Market Report)

Alfalfa
Premium: SmSq $7.50/bale; LgSq $260/T
Good: LgSq $220-250/T; $300 delivered; (LgRd $250/T Dec)
Good/Fair: (LgRd $225/T delivered Dec)
Fair/Utility: LgRd $110-150/T

Mixed Leg/Gr:
Good: LgSq $190/T delivered

Grass:
Good: LgSq $180/T delivered; LgRd $150/T
Good/Fair: LgRd $130/T

Oat Hay: (LgRd $120/T Dec)

Straw: SmSq $4.50-5.10/b; LgSq $110-120/T; LgRd $105/T
Cornstalks: LgSq $70/T; LgRd $70/T

Cattail/Slough Hay: LgRd $65/T

Nebraska Market" (Mid- to late January, 2014 USDA Report)

Alfalfa
Premium: (LgSq $240-250/T; LgRd $160/T Dec)
Good: (LgSq $210-230/T Dec); LgRd $1300/T
Fair: (LgSq $160/T Dec); LgRd $100-125/T

Grass:
Good: LgRd $90-125/T
Fair: SmSq $170-175/T; LgRd $75/T

Oat Hay: (LgRd $80/T (high nitrate) Dec)
‘Cane Hay’: LgRd $80/T
Cornstalks: LgRd $55-65/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 January 30, 2014 and found the following # of listings:

<table>
<thead>
<tr>
<th>State</th>
<th>Listings</th>
</tr>
</thead>
<tbody>
<tr>
<td>Iowa</td>
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<tr>
<td>Missouri</td>
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<tr>
<td>Illinois</td>
<td>2</td>
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<td>Wisconsin</td>
<td>4</td>
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<tr>
<td>Minnesota</td>
<td>5</td>
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<tr>
<td>South Dakota</td>
<td>2</td>
</tr>
<tr>
<td>Nebraska</td>
<td>11</td>
</tr>
</tbody>
</table>

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. 2012 2nd, tons/bales available, quality ex. RFV or CP, asking price per ton.

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

On January 30, 2014 the following was listed.

<table>
<thead>
<tr>
<th>State</th>
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</tr>
</thead>
<tbody>
<tr>
<td>Iowa</td>
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</tr>
<tr>
<td>South Dakota</td>
<td>1</td>
</tr>
<tr>
<td>Nebraska</td>
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</tr>
</tbody>
</table>

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

Video Hay Auction
Collaboration between a So. Dak. Livestock producer and a Wyoming Hay Broker. Seller pays for inspection and filming, the auction takes a commission. Contact Tom {Western Hay Brokers} tom@westernhaybrokers.com; or by phone 605-580-0152.

Twin Cities Hay Exchange
A group in Minnesota has been founded by John Strohfus to use 'Facebook' on the internet as a way to connect quickly with a large number of people for hay marketing. If you use Facebook, check it out.....
https://www.facebook.com/login.php?next=https%3A%2F%2Fwww .facebook.com%2Fgroups%2F612415898768753 ; or contact by phone (612-384-5023), or email john@strohfusstockfarm.com

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://mda.mo.gov/abd/haydirectory/
or call 1-800-877-4HAY (4429)

Nebraska Alfalfa Marketing Assn www site. Browse through the

Indiana  Purdue University ‘ Forage Finder’  Purdue  University has posted
their new ‘on-line, forage buy/sell Program , The  www ‘link’ is. ........
http://web.ics.purdue.edu/~johnsonk/ForageFinder/search.php

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://hay-for-sale.com/

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 January 30 , 2014   listings were:

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<thead>
<tr>
<th>State</th>
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<tbody>
<tr>
<td>Iowa</td>
<td>108</td>
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<tr>
<td>Missouri</td>
<td>158</td>
</tr>
<tr>
<td>Illinois</td>
<td>125</td>
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<td>Wisconsin</td>
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<tr>
<td>Minnesota</td>
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</tr>
<tr>
<td>South Dakota</td>
<td>56</td>
</tr>
<tr>
<td>Nebraska</td>
<td>129</td>
</tr>
</tbody>
</table>

Bid-4-Hay
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 January 30 , 2014 there was 1 listing
for hay within 300 miles of Ames Iowa.

Hay for Sale
http://www.sellmyhay.com/
A www-based hay listing service. Sellers ‘register’ and pay a fee for ads/listings.
Buyers search the 'Browse' link on the page. You are taken to the current
listings. BY ‘clicking’ on the photo, details about the listing are provided.
There were 2 active auctions on January 30. 2014

Agri Hay Exchange
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 January 30, 2014 there were a few ‘old’ listings labeled ‘Multistate’; one was a recent listing.

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. On January 30, 2014 the initial ‘search’ screen’s Zip code etc. look up/search system seems to be working. 27 lots were found in Iowa! There is a cost (~$3.00) to get details, contact info etc. about the sources identified. The site charges, via PayPal, to access any contact details. You are to set up an ‘account’.

Hay For Sale.net
http://www.hayforsale.net/
On January 30, 2014 there were 15 listings- Iowa & surrounding states

The 'Hay Barn"
http://www.haybarn.com/search/query.asp
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.

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