

Nationwide Hay Buyers, Sellers Together In List

ANDY ANDREWS
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MADISON, Wis. — An attempt to develop a hay marketing network across the dairy states in the midwest and eastern U.S. is catching on with farms in Pennsylvania. Called the Great Lakes Haylist, the marketing network is a result of the lack of hay in Pennsylvania because of last year's drought. "In general, Pennsylvania and surrounding states had a drought and produced inadequate amounts of hay," said Marvin H. Hall, forage specialist at Penn State. "Having a haylist for only Pennsylvania didn't help much, because no one had hay," said Hall. "However, some of the midwest states had surpluses of hay

last year. If Pennsylvania had been involved in a larger hay marketing network, then animal producers who needed hay could have located hay sources more easily." Hall said the hay network would also help Pennsylvania hay producers when they have good weather and other states when they endure a drought. Specifically, the hay database will provide information on how to sell and buy various types of hay. To list, each lot of hay must be identified (alfalfa, alfalfa/grass, red clover, grass, straw, or others), the quantity (in price per ton or bales), and the form (small square, medium square, large square bale, large round bale, or other). Storage includes under roof, outside cov-

ered, or outside uncovered. Other detail needed for selling hay includes harvest year, cutting, and a forage test (including percentage of dry matter, protein, NDF, and ADF). Also, questions as to whether preservatives/dessicants were used and type of transportation and references are included. The seller should forage test the hay, because quality hay sells more rapidly and at a premium, according to the Haylist. Forages can be tested using a core sampler with at least 3/8 inch internal diameter and at least 12 inches length to collect 15-20 cores from bales randomly selected from the lot. The forage can be tested at any National Forage Testing Association cer-

tified laboratory. To be put on the list as a seller, one form per lot of hay must be mailed out with a check for \$20 (for a 30-day listing) to the Great Lakes Haylist. Make checks for listings payable to Great Lakes Haylist. A postcard will be mailed back two weeks after listing to allow sellers to relist at no charge for 30 days or to indicate that the hay has sold. The Haylist advises sellers to be patient, because most hay is taking

at least 60 days to sell. Hay buyers must send the locations (by phone area code number) where they wish to locate hay. They must list type of hay and the form they want to purchase. They should also list a forage quality range, with relative feed value requirements and other factors. To sign up for the list, contact the Great Lakes Haylist, Room 353, Moore Hall, 1575 Linden Dr., Madison, WI 53706, (800) 462-7408 or (608) 262-1533.

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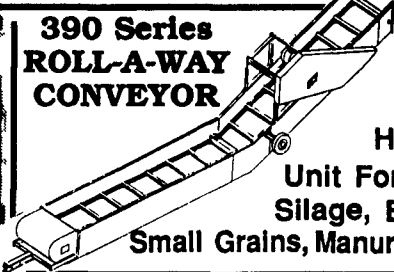
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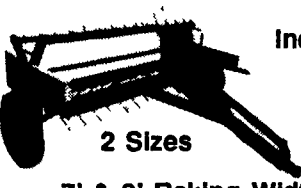
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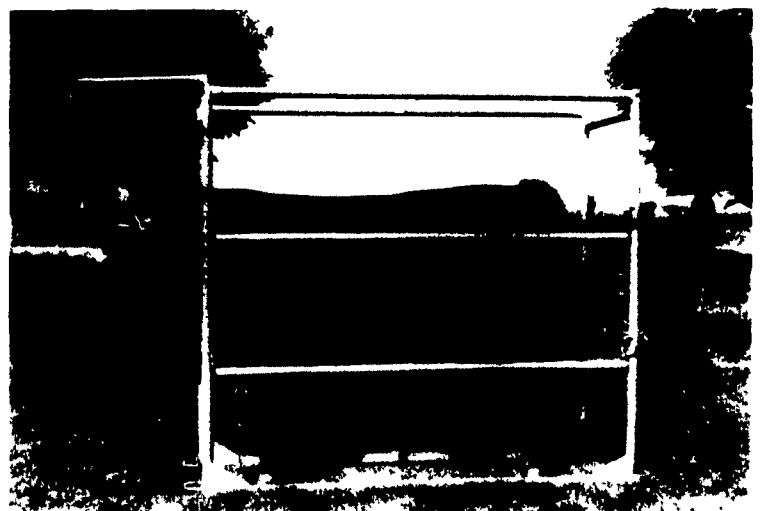
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