



## Converting Hay Prices to Haylage Values

*By Bill Verbeten, Regional Agronomist Cornell Cooperative Extension*

When farmers are trying to give a dollar value to haylage they often use local hay prices on a dry matter (DM) basis and adjust for the DM (or moisture content) of the haylage. Table 1 below provides a quick reference guide based on converting a range of hay prices to haylage dry matter or moisture levels. The formula used is the local price of hay per ton of DM multiplied by the DM percentage of the haylage. The price of hay will vary considerably so be sure to monitor the local auction prices on a regular basis.

*Table 1: Converting Hay Prices to Haylage Prices*

		Local Hay Price (per ton DM)					
		\$50	\$100	\$150	\$200	\$250	\$300
Haylage DM	Haylage Moisture	Silage Price (per ton of wet haylage)					
40%	60%	\$20	\$40	\$60	\$80	\$100	\$120
50%	50%	\$25	\$50	\$75	\$100	\$125	\$150
60%	40%	\$30	\$60	\$90	\$120	\$150	\$180

Example: A farmer wants to sell 100 acres of haylage to a neighboring dairy. After running over the scales at first harvest the dairy measured a total 292 tons of wet haylage that averaged 40% moisture (60% DM) from the samples taken from each load that ran over the dairy’s scales. A couple days after the haylage was chopped the farmer selling to the dairy call up the folks running the local hay auction and found out that dry hay was going for \$175/ton DM that week. The farmer used the following formula to figure out the value of the haylage to the dairy.

292 wet tons \* \$105 per ton of wet ton haylage (split the difference between \$150 and \$200 per ton of dry hay in the 40% Haylage Moisture row of the table) = \$30,660

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