Tulare-Visalia-Hanford Delivered Alfalfa Hay Prices
Supreme and Fair Quality

Dollars/Ton


2011 - January - October

Supreme
Fair
Alfalfa Hay Acres
2010/2009 % CHANGE

Western States
+0.3%

Entire U.S.
-6%

Source: USDA-NASS
Alfalfa Hay Production
2010/2009 % CHANGE

Source: USDA-NASS
Dec. 1 Hay Stocks 2010/2009 % CHANGE

Western States: -5%
Entire U.S.: -5%

Source: USDA-NASS
May 1 Hay Stocks 20011/2010 % CHANGE

Western States -21%

 Entire U.S. +6%

Source: USDA-NASS
Premium/Supreme Alfalfa Hay in Imperial Valley
November 12, 2010 through March 11, 2011

Source: The Hoyt Report
 Alfalfa Hay Acres 
2011/2010 % CHANGE

Source: USDA-NASS
Alfalfa Hay Production
2011/2010 % CHANGE

WA -17%
OR -4%
ID -3%
NV +7%
CA +4%
UT +5%
CO -3%
AZ -14%
NM +5%

Western States -2%
Entire U.S. -5%

Source: USDA-NASS
Alfalfa Hay Yield
2011/2010 % CHANGE

Western States
+3%

Entire U.S.
-1%

Source: USDA-NASS
Alfalfa Hay Trucked Into California
1994-2011

Source: California Border Stations 2011 - Estimate
Tulare-Visalia-Hanford Delivered Alfalfa Hay Prices
Supreme and Fair Quality

2011 - January - October
Average Pounds of Alfalfa Hay Fed Per Day to Milk Cows in California, 2002-2011**

Source: CDFA Dairy Marketing Branch  ** 2011 - First half of year - simple avg.
Corn For Silage Acres, California
1995-2011

Source: USDA-NASS   2011-Difference Between USDA Planted & Harvested Acre Estimates
Corn For Silage Acres, Idaho
1995-2011

Source: USDA-NASS  2011-Difference Between USDA Planted & Harvested Acre Estimates
Concentrate Fed to Milk Cows in California
1994-2011

Source: CDFA Dairy Marketing Branch
2011 - January - June
Rolled corn delivered HTV in $/ton

Source: Western Milling
Delivered Prices to Tulare-Hanford Dairies
Supreme Alfalfa Hay vs Rolled Corn
October 2009 to November 2011

- Supreme Alfalfa Hay
- Rolled Corn

Sources: Rolled Corn - Western Milling, Alfalfa Hay-The Hoyt Report
2011 CA Hay Balance Sheet

• Hay Supplies (My estimates)
  – Carry-in to 2011 1,200,000 tons
  – Alfalfa/Other Production 8,200,000 tons
  – Alfalfa Hay In-Shipments 820,000 tons

  Total Supplies - 10,220,000 tons
## Hay Usage (My Estimates)

- Dairy Cows: 3,200,000 tons
- Milk Repl Heifers +500: 750,000 tons
- Milk Repl Heifers -500: 250,000 tons
- Exports: 1,350,000 tons
- Horses: 1,950,000 tons
- Fed cattle: 300,000 tons
- Beef Cows, background: 450,000 tons

Lots, auction yards, sheep, etc
Hay Usage (Cont’d)

Total Usage in 2011 - 8,250,000 tons

Dec 1, 2011 Hay Stocks - 1.970 M

Dec 1, 2010 Hay Stocks – 1.850 M
California Milk Prices (2009-2011)
Milk Pooling - Statewide Overbase

Dollars per cwt

Source: CDFA Milk Pooling Branch
November/December 2011 prices are estimates
Cost of Milk Production in California*
4th Quarter 2008 - 2nd Quarter 2011

Source: CDFA Dairy Marketing Branch *Includes return on investment and management costs
Monthly Dairy Cow Inventory, California
2009-2011

Source: USDA-NASS
October Milk Cow Numbers
2011/2010 % CHANGE

Entire U.S. +1%
Western States +2%

WA +6%
OR +1%
ID +2%
MT NA
WY NA
NV NA
CA +1%
AZ +5%
NM +4%

Source: USDA-NASS
U.S. Milk Replacement Heifers Over 500 Lbs
July 1, 1997-2011

Source: USDA/NASS
October Milk Production 2011/2010 % CHANGE

Entire U.S. +2%

Western States +3%

WA +6%
OR +1%
ID +2%
WY NA
CA +2%
NV NA
AZ +7%
NM +7%

Source: USDA-NASS
Retail Hay
Premium Retail Alfalfa Hay Prices - Imperial Valley
July 9, 2010 to April 8, 2011

Source: The Hoyt Report
Hay Exports
Baled Hay Exports from Washington-Oregon Ports, Jan-Dec 2010 vs Jan-Sep 2011

Source: U.S. Department of Commerce
West Coast Alfalfa Hay Exports to United Arab Emirates
March 2010 through September 2011

Source: U.S. Dept. of Commerce
West Coast Alfalfa Hay Exports to China
2008 through 2011

Source: U.S. Dept. of Commerce  *October through December estimated
West Coast Alfalfa Hay Exports to Japan
January 2010 through October 2011

Source: Japanese Port Data
West Coast Alfalfa Hay Exports to South Korea
2004 through 2011

Source: U.S. Dept of Commerce  *October through December estimated
West Coast Sudan Hay Exports to Japan
January 2010 through October 2011

Source: Japanese Port Data
PNW Timothy Hay Exports to Japan
January 2010 through October 2011

Source: Japanese Port Data
Australian Oaten Hay Exports to Japan
April 2010 through September 2011

Source: Japanese Port Data
Alfalfa Hay Price Outlook for 2012
Dec. 1 Hay Stocks
2010/2009 % CHANGE

Western States
-5%

Entire U.S.
-5%

Source: USDA-NASS
Class 111 Milk Futures
October 2011 through September 2012

Source: Chicago Mercantile Exchange
Class 111 Milk Futures
December 2011 through October 2012

Source: Chicago Mercantile Exchange
Imperial Valley Alfalfa Hay Acres
November 15, 2001 to 2011

Source: Imperial Irrigation District
Alfalfa Hay Acres in the West Will be up a little in 2012

- CA, Idaho, Nevada, Utah, Arizona up 3 to 5 Percent

- Washington Unchanged to 3 Percent higher
Outlook for New Crop Alfalfa Hay Prices in the West in 2012

First Cutting Supreme Alfalfa Hay, fob
Welcome to the Hoyt Report

The Hoyt Report offers a variety of services including...

- **The Hoyt Report**... published 48 weeks per year - [View a sample HOYT REPORT](#)

- **Presentations** to industry groups

- **Specialized Private Briefings** to company groups

- **Research Reports** which include various aspects of Western, U.S. and International Hay and Forage Industry and export markets

- **Consulting Services** - Hay, Cattle, and Grain Market consulting

For Presentations, Consulting and Specialized Private Briefings, please contact us via [e-mail](#), [fax](#) or [phone](#). If using e-mail or fax, please indicate your desired date, location and size of group. You will be contacted within 48 hours to discuss further details - Thank you.
www.thehoytreport.com

Merry Christmas

The very best to each of you in 2012