

James Stere Speaker at Hay Association Meeting

The midyear Directors Meeting of The National Hay Association, Inc. held at the Troy Hilton Inn, Troy, Michigan, was highlighted by a discussion of the merits of marketing hay based on chemical analysis as compared to the traditional "look and smell" method.

At this convention planning conference, Neil Trainor of Utica, Michigan, president of the N. H. A., stated, "Our Association continues to make progress as indicated by yearly increases in membership and larger attendance at our annual conventions."

"As a trade association," continued Trainor, "composed of hay producers, shippers, receivers, distributors and other individuals and firms engaged in moving hay from surplus to deficit areas we have certain responsibilities. Foremost among these responsibilities is that of determining and promoting the implementation of that system of marketing hay which puts the most money in the pockets of the livestock men who must buy hay for producing milk and meat. We have with us today a special guest, James B. Stere, Chairman, Hay Marketing Task Force, American Forage and Grassland Council. Mr. Stere is not a stranger to us. He has often appeared on our convention programs. We have asked him to be with us today to bring us his thoughts on the subject of chemical analysis as a way of measuring the nutritional value of hay in the interest of feeders and others involved in the commercial hay business."

Stere stated that for some years feeders in states in the

western part of our country where large quantities of alfalfa hay are produced under irrigation have been increasingly making use of chemical analysis of hay as a means of properly balancing rations fed both dairy and beef cattle. Today, in Arizona 74 percent and in California 72 percent of the hay sold is laboratory tested.

According to Stere there remains some work to be done before an acceptable method of nutrient analysis is developed for mixed hay. This is due to some basic differences between alfalfa hay and other forage crops. It was further pointed out that our land area available for producing hay is shrinking and that hay crops of higher value need to be grown and the hay should be fed with a more complete knowledge of its nutritional value if the feeder is to receive the highest return on the dollar invested in hay.

"Marketing of hay has grown to be an important element in grassland farming. Before the 1972 harvest 18 out of the 50 states sold a total of 19,543,000 tons of hay for about 700 million dollars. In the 1960's hay sales increased by 30 percent. So far in the 1970's it is evident that increase in hay sales during this decade could be more than double the increase experienced in the 60's," according to Stere.

He further stated, "Increased consumption of hay by virtue of more animals on larger specialized feeding enterprises, with less and less labor being available, are the basic stimulants that have contributed greatly to the interest in buying hay. The high milk-feed price ratio and the increased value of

meat has made it economically possible to purchase instead of producing hay in many instances. Further, increased recreational activities have stimulated interest in the hay market identified with racing and individual horse owners."

Of the more than 130 million tons of hay produced annually in this country, approximately 30 million tons are fed in feed lots not on the farms on which it was grown. The feed lot may be on a neighbor's farm or in any of the fifty states in the Union or in a foreign country. The channels of trade vary from highway

carrier; railroad boxcar; barge and ocean liner, using special containers; to airlines when race horses with forage are moved to race tracks in South America, Europe and the Orient.

"What's Ahead for the Hay Industry" was selected as the theme of the 78th Annual N. H. A. Convention scheduled for August 18-21 at the Troy Hilton Inn, Troy, Michigan.

In attendance at the Midyear Director's Meeting in addition to President Trainor were: first vice-president Arnold Poppe, Lake Worth, Florida; second vice-president Robert C. Horton, Kenosha, Wisconsin; Harold Burton, Rochester, Indiana; Harry D. Gates, Jr., Jackson, Michigan; Ted Lang, Paris, Illinois; John Mehlhop, Dexter, New Mexico; Claude Riley,

Hanover Park, Illinois; Dick Spears, Morrison, Tennessee; Executive Secretary Ernest Mathews, Woodstock, Virginia; and special guest, James B. Stere, New Holland, Pa.

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Phillips Again Heads Pa. ASC

John M. Phillips of North East, Pa., has been reappointed chairman of the Pennsylvania Agricultural Stabilization and Conservation (ASC) state committee, Secretary of Agriculture Earl L. Butz announced today.

Mr. Phillips, 52, was chairman of the state committee from June 1969 until October 1971 when he was appointed northeast Regional Director of the U.S. Department of Agriculture's Agricultural Stabilization and Conservation Service with headquarters in Washington. His reappointment was effective Jan. 31.

ASC state committeemen are responsible for state administration of federal farm programs for such commodities as tobacco, wheat and feed grains. Headquarters for the Pennsylvania ASC is at

Harrisburg. Other members of the state committee are Noah W. Wenger, Stevens; and Claude R. Hetherington, Zion Grove.

Mr. Phillips operates an 814-acre farm, "Fruit Acres," in partnership with his brother-in-law Alfred Pero in Erie County, Pa. They grow grapes, cherries, apples and plums. Mr. Phillips is a member of the Pennsylvania Farmers Association, the Grange, Flying Farmers and other agricultural organizations. He is also a graduate and trustee of Pennsylvania State University and in 1971 was named a member of the Honor Society of Agriculture by Gamma Sigma Delta for his outstanding contributions to agriculture.

Mr. Phillips lives in North East with his wife Frieda and their three children, Debby, 17; Andrea, 14, and John, Jr., 12.

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FEED LETTER

Slower!

Some smart aleck was giving me a rough time the other day about our new controlled release liquid supplement. He says, "Just what makes your company so sure that the urea in your liquid, breaks down any slower than the urea in anybody else's?"

Since the gentleman was a lot bigger than me, I figured I best give him an answer. This is what I said;

"Supposing we took a group of steers or cows or sheep, and divided them into three groups. We feed one group a diet in which the protein comes from soybean meal, the second, protein comes from a liquid supplement such as you're using, and third, protein from controlled release. One hour later we analyze the stomach contents to see how much ammonia is there. You see, with natural protein, the ammonia is formed only a little faster than the rumen bugs can use it. If there is a lot of ammonia in the rumen fluid, that means it is being produced much faster than the bugs can use it. Controlled release wasn't as slow as bean meal, but it was a whole lot slower than other liquids, like the one you're using. When shall we fill your tank, Tuesday or Wednesday?"

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Witmer Guernseys Records Listed

Two Registered Guernsey cows in the herd of Raymond F. and Louise A. Witmer, Penn-Del Farm, Willow Street, have recently completed top official DHIR actual production records, according to The American Guernsey Cattle Club.

The Witmer cows recognized are:

Penn Del Champion Minerva, a two-year-old, 10,620 pounds of milk and 557 pounds of fat in 305 days, and Penn Del Andrews Canary, a two-year-old, 10,740 pounds of milk and 498 pounds of fat in 305 days.

All cows were milked two times a day. Testing was supervised by Pennsylvania State University.

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