

Hay outlook good on Md. farm scene

COLLEGE PARK, Md — Major news on the farm equipment scene this year has been a big increase in forage harvester sales and a sharp decline in sales of tractors and combines compared with a year ago.

John W. Wysong, professor of agricultural and resource economics, noted that dairy and beef cattle farmers have enjoyed fairly good times, starting in 1977. They now appear to be reducing their potential income taxes by investing in forage-harvesting equipment to replace obsolete or worn-out machinery.

Grain farmers exhibited a similar pattern in 1978 and 1979, following a favorable trend in grain prices. But depressed cash grain prices currently are not encouraging farmers to buy tractors and other grain machinery.

There is probably more profit potential nowadays for

hay than for corn, says Lester R. Vough, extension forage crops specialist and associate professor of agronomy.

Vough points out that the pleasure horse industry in Maryland is a big consumer of hay, along with dairy and beef cattle. Thus, it is hay-deficit state.

Alfalfa acreage in Maryland suffered sharp cutbacks 15 to 20 years ago when farmers could not control the ravaging alfalfa weevil with then-legal insecticides. Switching from hay to corn production was made easy by cheap nitrogen fertilizer and rising prices for land and feed grains.

Now the weevil can be controlled with new insecticides and scouting programs. Nitrogen fertilizer is no longer a "cheap" commodity for corn growers, and grain prices are currently depressed

Vough does not advocate a rapid switch back to hay-growing, however. "First, we have to develop a marketing system. We need to organize a hay-growers association."

He noted that horsemen generally discriminate against Maryland-grown hay because of its reputation for poor quality and lack of an efficient marketing delivery system.

Most alfalfa growers in Maryland last year found a

limited market for their product, he commented, while horse owners shipped in sizeable quantities of hay from other states.

A few reputable Maryland producers have developed a ready buyer clientele, however. A well-known farm in central Maryland is reported to find a ready market each year for its 200 acres of top-quality hay. He urges Maryland dairy farmers and beef cattle producers to similarly

develop a hay management program to "sell the best and feed the rest."

The Maryland extension specialist noted that big, round bales are not the answer for producing good quality hay, and they are not suited to leaving in the field during typically rainy Maryland winters.

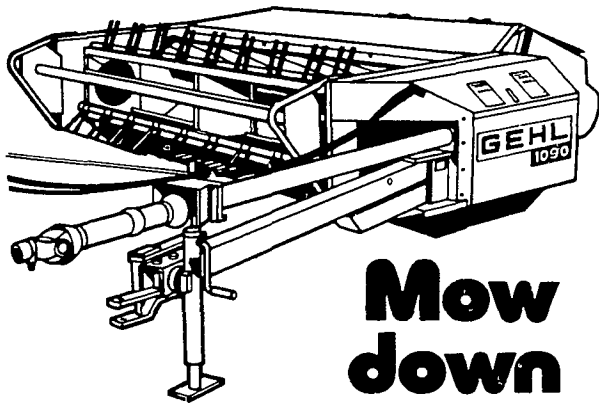
To provide farmers an opportunity to see what he considers a new, practical way of handling hay, Vough has set up a public

demonstration of a disk mower-conditioner, introduced from Europe.

The new haymaking machine will be on view July 31 during the annual statewide family field day at the University of Maryland forage research farm near Clarksville in Howard county.

XXX

The U.S. imported more meat — 1.36 million metric tons — than any other country in 1979, says the Department of Agriculture.



Mow down your costs

Gehl mower-conditioners do three jobs in each pass: mow, condition, and windrow. That means you save time, money, and fuel. And rugged features like unitized construction and all-gear main drive minimize costly repairs. Stop in today and see how the Gehl mower-conditioners can mow down your costs.

Waiver of Interest Plan Until
Oct. 1, 1980 On All
Hay & Forage Equipment

GEHL
FARM EQUIPMENT

PEOPLE'S SALES & SERVICE

Oakland Mills, PA
717-463-2735

N.G. HERSHEY & SON

Manheim, PA
717-665-2271

A. L. HERR & BRO.

Quarryville, PA
717-786-3521

S. JOHNSON HURFF

Pole Tavern
Monroeville, NJ
609-358-2565 or
609-769-2565

STOFFER BROS. INC.

Chambersburg, PA
717-263-8424

ARNETT'S GARAGE

Rt 9 Box 125
Hagerstown, MD
301-733-0515

UMBERGER'S MILL

Rt 4 Lebanon, PA
(Fontana)
717-867-5161

ZOOK'S FARM STORE

Honey Brook, PA

BINKLEY & HURST BROS.

133 Rothsville Station Road
Lititz, PA
717-626-4705

AGWAY, INC.

Chapman Equip. Center
Chapman, PA
215-398-2553

CHAS. J. MCCOMSEY & SONS

Hickory Hill, PA
215-932-2615

WERTZ GARAGE

Lineboro, MD
301-374-2672

**LEBAMON VALLEY
IMPLEMENT CO., INC.**

Richland, PA
717-866-7518

CLAIR J. MYERS

Lake Road R1
Thomasville, PA
717-259-0453

COLUMBIA CROSS ROADS EQUIP.

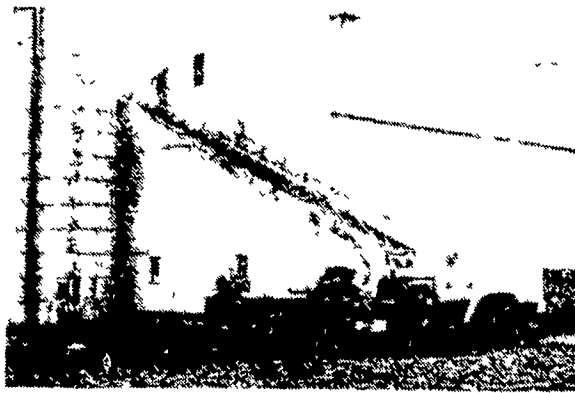
RD 2 Box 62
Columbia Cross Roads, PA
717-297-3873
717-297-2991

PETERMAN FARM EQUIPMENT, INC.

225 York Rd
Carlisle, PA
717-249-5338

Sealcrete can paint your farm buildings quickly and inexpensively...

Call for Free estimate



HYDRAULIC AERIAL EQUIPMENT



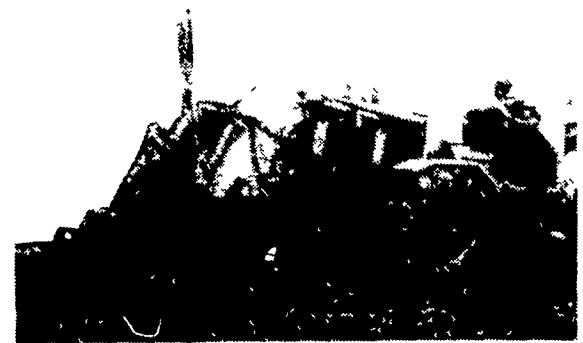
Contact

Paul Root Salesman

Seal Crete, Inc.

RD2, Ephrata, PA
717-859-1127

DRAINAGE PROBLEMS?



COCALICO EQUIPMENT HAS THE TWO MACHINES TO HANDLE YOUR DRAINAGE PROBLEMS.

★ Both Machines Equipped with Laser Beam Grade Control

Drainage Pays High Returns

Investment
Land Drainage
Farm Buildings
Farm Land
Stocks
Bonds

Typical Annual Return
21-46%
3-23%
11%
7-4%
6-1%

COMPARE

Even with the conservative figures shown here, it's obvious that land drainage should top farmers' lists of investment priorities.

★ We Stock Heavy Grade Tubing which Exceeds SCS Specifications. In sizes 4", 6", 8", 10" and 12".

**NOW AVAILABLE
15" & 18" Tubing**

★ Also Pipe And Fittings For Tile Outlet Terraces.



COCALICO EQUIPMENT CO.

DRAINAGE & EXCAVATING

RD #3, DENVER, PA 17517

PH: 215-267-3808