

Standardized testing

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ferences in test results may in some cases be reflected in the original sample quality."

The need for accurate hay testing, according to Gates, has become critical. With more and more hay moving to different parts of the country, and with feed value such a major part of ration development, accuracy is important.

"This is a tool to educate buyers on how they can be assured of getting quality hay," adds Marble.

Hay sales based on lab reports which outline hay composition and description will benefit both the buyer and seller. Both parties then will have a common base of knowledge from which to begin sale negotiations.

Some ag economists predict the new hay testing system will eventually allow buyer and seller to assign dollar values to the different nutritional components of the hay. Farmers will be able to pay for alfalfa hay based on such things as protein and energy levels - depending on whether they're feeding dairy or beef cattle. They'll be able to enter hay feed values into their computer along with other input information and determine an acceptable price.

"Dairymen need high quality hay and they're willing to pay for it," Marble points out. "They also need accurate test results or they foul up their ration balance."

Marble believes, "Growers should be compensated for producing quality alfalfa hay, but until now many had no idea of their true quality. They couldn't set a proper price.

"Now producers are in the driver's seat if they have good quality alfalfa hay," he adds.

That's good news for alfalfa producers like Buford Wicklund of

Prairie du Sac, Wis. Wicklund raises 60 acres of DEKALB Brand 120 and DEKALB-PFIZER GENETICS Advantage alfalfa. His hay is sold out of the field.

"A few years ago, hay was hay. Not anymore," Wicklund says. "Farmers are looking for high quality and high crude protein (CP) levels. The more protein in the hay, the less they have to buy. They realize now they can raise their protein rather than buy it."

"Alfalfa hay testing standards are needed," he says. "People buying hay are looking forward to it."

With accurate, consistent alfalfa testing procedures, Wicklund is confident his DEKALB-PFIZER varieties will play a major role in the dairy feed rations of producers buying his hay. Both alfalfa varieties have tested high in crude protein (up to 24 percent) in both independent and university tests.

Top managers will cut their alfalfa at prime maturity stages (pre-bloom) when ADF and NDF are at optimum levels. Delayed harvest could lower the hay's feed value and thus lower its economic value.

"Once farmers see the quality, then hay price is not a factor," he points out. "And, with DEKALB Brand 120 also producing 8 to 10 percent better yields, it doesn't take them long before they realize its value."

Gene Heilman, regional sales manager for Dekalb-Pfizer at Madison, Wis., says, "We need a uniform system so the farmer/buyer can compare alfalfa quality from seller to seller.

"But the end concern is with the cow," he adds. "Higher quality alfalfa will mean high cow production. There will be less supplement cost. Farmers will save money and increase milk

MF cites quick attach loader

DES MOINES, Ia. — A front-end loader that attaches with ease and convenience can speed farm material handling chores.

Massey-Ferguson has introduced the MF 232 Quick Attach Loader an economical loader designed for fast mounting and removal utilizing tractor hydraulics. A locking pin arrangement secures the loader to the tractor mount for operation.

The MF 232 features high strength 3/16-inch X-1050 material in the lift arms and one-inch diameter pivot pins for durability and long life.

A standard hydraulic reservoir in the loader upright allows use of rear PTO or front pumps for added hydraulic capacity.

A pair of 2-inch bucket control cylinders are standard with a choice of 2 or 2 1/2-inch lift cylinders, depending on the capacity of the hydraulic system.

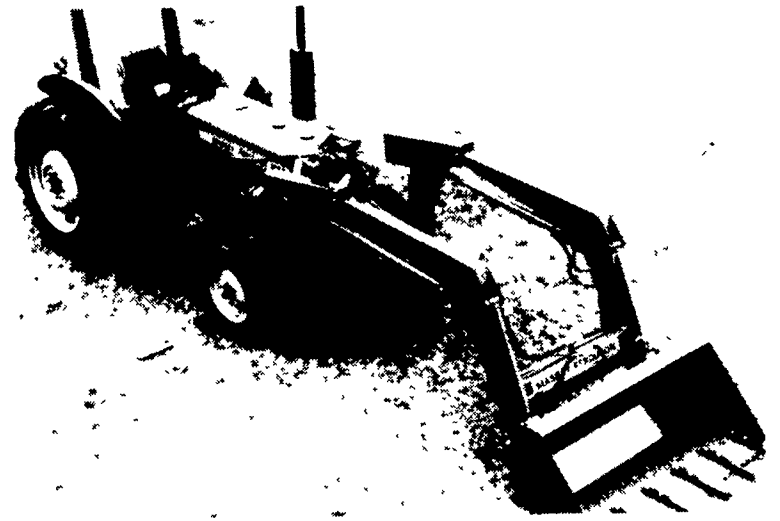
The loader features a lift capacity of 1,800 pounds to 9 feet, and a breakout force of 2,600 pounds.

The MF 232 bucket features a longer, higher and more enclosed back for reduced spillage. The 1/2

production over the same acres.

"In the past, farmers have known there were differences in the crude protein levels of different alfalfas. Now farmers that can show consistent quality will sell more at better prices," Heilman adds.

No longer will buyer and seller be forced to depend on appearance and good looks, coupled with varying laboratory analysis, to determine hay value. Future buyers will be able to base their decisions on accurate test results.



Massey-Ferguson introduces the MF 232 Quick Attach Loader, an economical loader designed for fast mounting and removal utilizing tractor hydraulics.

x 4-inch cutting edge is welded on and features wrap-around corners for added protection of the bucket

sides. Holes are provided for bolting on 1-1/8 x 10 inch square teeth and side cutting edges.

LVNB names ag lender

LEBANON — Michael Firestine, Senior Agricultural Lending Officer of Lebanon Valley National Bank, announced the appointment of Robert R. Donaldson as the bank's new Agri Lending Officer.

Donaldson joined the bank in 1983 as a Commercial Credit Analyst. He was previously employed as a Farm Consultant for Agway in the Lebanon - Ephrata area.

An active participant in the Agri Community, Donaldson is chairman of the Lebanon County 4-H Auction, is a member of the Lebanon County Farm City Committee, the Berks County Farm City Committee, and the Lebanon County 4-H Finance Committee.



Formerly of Hackettstown, N.J., he is a graduate of Morris College. Donaldson currently resides in Bethel.

ATTENTION PORK PRODUCERS

Our Wednesday and Saturday Market Hog Sales now begin
at 8:00 A.M.

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as early as possible.

No hogs arriving after 10:30 A.M.
will be sold over the auction.

Consign your hogs to McCoys where they will be handled
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