

Middleburg Livestock

Middleburg, Pa.
 Tuesday, November 26, 1985
 Report Supplied by Auction
CATTLE 318: High Choice & Prime slaughter steers 66.50-69.10, Choice 63.50-66.75, Good 58.75-63.50, Standard holsteins 55.00-58.75, Utility 45.00-55.00. Choice slaughter heifers 61.50-63.00, Good 56.00-60.75, Standard 45.00-55.00, Utility 40.00-45.00. Breaking Utility & Commercial slaughter cows 36.00-39.85, Few to 40.50, Cutter & Boning Utility 35.00-38.75, Canner & Low Cutter 33.00-35.00, Shells down to 30.00. Choice slaughter bullocks 59.00-59.15, Good 52.75-57.75. Yield Grade No. 1 1100-2000 lbs. slaughter bulls, 43.00-51.75, Yield Grade No. 2 900-1300 lbs. 40.00-43.00.

FEEDER CATTLE: Steers Medium Frame #1 350-800 lbs. 45.00-58.00.

CALVES 155: Good Vealers 60.00-77.00, Standard & Good 90-110 lbs. 50.00-60.00, 60-90 lbs. 40.00-52.00.

FARM CALVES: Holstein bulls 90-120 lbs. 75.00-96.00.

HOGS 622: Barrows & gilts. US No. 1-2 200-240 lbs. barrows & gilts 47.00-48.00, No. 1 215-250 lbs. 48.00-50.50, No. 2-3 190-250 lbs. 46.00-47.00, No. 2-4 190-270 lbs. 43.00-46.00. Sows - US No. 1-3 300-600 lbs. sows 36.00-40.00, Few to 41.50, No. 2-3 300-550 lbs. 32.00-36.00. Boars 31.50-34.50.

FEEDER PIGS 402: US No. 1-3 20-35 lbs. feeder pigs 22.00-35.00 per head, No. 1-3 35-50 lbs. 35.00-44.00.

SHEEP 55: Choice wool slaughter lambs 65.00-74.00, Good 50.00-62.50. Slaughter ewes 20.00-32.00.

Hey Mr. Dairyman, not all hays are equal

NEWARK, Del. — Not all alfalfa or clover or all grass hays are equal in nutritive value. If you're short of any hay and need to buy some, how can you tell whether it's worth the price?

Supply and demand strongly influence hay prices, of course. But nutritive content should be the deciding difference in what you pay. Is the hay green or brown, leafy or full of stems, does it smell fresh or musty, is it clean or full of weeds, well-dried or moldy?

All these qualitative standards must be supplemented by quantitative determinations of nutritive value. At least two important nutrient sources—protein and energy—should be part of any hay-buying decision.

It's important to analyze the fiber content (crude, acid detergent or neutral detergent) if you want to know your hay. This determines palatability, digestibility and energy content. Hays with a high fiber content—which indicates late harvest—have low digestible energy and protein. But those low in fiber are more palatable, are high in protein and digestible energy, and were cut early before bloom.

If you buy a hay with more than 35 percent acid detergent fiber, your cows will find it tough to eat and hard to digest. Often, they'll leave the stems in the feed bunk and only eat the leafy parts.

Hay analyses for alfalfa may range from 12 to 28 percent crude

protein and 22 to 50 percent acid detergent fiber. This wide variation is due to differences in plant varieties, climate, weather, soil fertilization, irrigation, weeds and insect infestation, stage of maturity when cut, harvesting and storage methods. These differences should be reflected in the price of hay, since they affect milk production and, of course, farm profit.

Here's an actual example from my own experience, with some more or less current prices. Two hays were for sale, both looking and smelling about the same. But hay No. 1 cost \$100 a ton and No. 2 cost \$80. Which one was the better buy for me and my cows?

I asked for lab analyses and No. 1 tested 20 percent crude protein and 30 percent acid detergent fiber; while No. 2 tested 15 percent crude protein and 42 percent acid detergent fiber.

When I plugged these figures into my computer feed ration balancing program at the University of Delaware, I came up with some surprising answers. I had already calculated what one of my Holstein cows would have to eat if she gave 65 pounds of milk per day with 3.65 percent fat. She needed a 53 pound dry matter intake per day.

If I ignored my silage and gave her only one of the two hays, plus grain supplements, to satisfy her daily needs she would have to eat 31.8 pounds of hay No. 1 plus 21.2

pounds of 13.5 percent grain supplement, or 20.1 pounds of hay No. 2 and 32.9 pounds of 18 percent supplement. In either case she would get 37.4 megacalories net energy (for lactation) and 9.2 pounds of crude protein.

Assuming the 13.5 percent supplement costs \$140 and the 18 percent supplement \$150, my daily feed costs for that cow would total \$3.08 on the hay No. 1 ration, or \$3.27 for the hay No. 2 ration. In other words, it would have cost me 19 cents more per day to feed my cow the "cheaper" hay No. 2 plus

the necessary 18 percent supplements.

In a 150-head herd with the same average production, this translates into a difference of \$29.63 per day or \$10,813.12 per year!! With changing prices, these figures could get better or worse.

So you can see how important it is to know our hays and their quality and nutritional differences. We also need to use our sharp pencils to calculate what these differences mean to our pocket-book—especially in these tight economic times.

Cheese may be key

LOUISVILLE, KY — Some leaders in the dairy industry believe that milk, produced for production of cheese, may be a key factor in the future economic life of dairy producers across the United States. During interviews with press officials at the North American International Livestock Exposition in Louisville this week, executives of Tri-State Milk Cooperative and the American Jersey Cattle Club expressed confidence in cheese-related milk marketing emphasis as a profitable venture for cattlemen.

In order to add emphasis to their conviction, Tri-State Milk Cooperative presented unique awards for the first time to class winners in the Jersey, Guernsey and Brown Swiss breeds. According to Russ Bringe, General Manager of the Tri-State Coop, the award is unique due to the fact that it actually discriminates against volume production of milk.

Judging criteria for those who were successful in earning the awards concentrated on the high protein and fat content of milk, factors which are conducive to the manufacture of high-quality cheese. Eugene Barton, Superintendent of Records for the American Jersey Cattle Club, supervised the judging and confirmed that class winners who won the awards earned the distinction, based on DHIA records which reveal the quality and volume of herd and individual cow performance. In effect, winners of the Tri-State award were cows, who relative to other cows in the same herd, produce milk of higher value in the cheese market.

Bringe and Barton were armed with statistical information which may lend credibility to their predictions. According to the men,

consumption of cheese in the United States is currently 20 lbs. per person, a rate which has doubled in the past 15 years. Calvin Covington, Assistant Secretary of the National All Jersey group, added that per capita consumption of cheese in the nation is expected to rise to 40 lbs. by the year 2,000. Statistics further indicate that Europeans already consume 40 lbs. of cheese per person, per year.

At a time when the nationwide dairy industry is beset with troubled economic times, the early signal at the North American International featuring milk for cheese production, may be important. Already, 45% of all milk produced in the nation is routed into cheese production, with 55% use for fluid consumption and other production. Officials believe that increased cheese consumption on American dinner tables will route even more fluid milk into cheese products. The awards presented at the North American International are evidently a movement by the experts to judge the quality of cheese-related milk products more closely in order to meet future demands.

Tri-State Cooperative, sponsors of the first awards this year, is no stranger to the cheese business. They specialize in marketing milk for cheese production for 700 members in Minnesota, Wisconsin, Iowa, Illinois, Indiana, Michigan and Ohio. "We're ready to expand our awards to the Holstein, Milking Shorthorn and Ayrshire dairy breeds next year", says Tri-State's Bringe. This year the cooperative presented awards to Jerseys, Guernseys and Brown Swiss in 5 categories: Senior 2-year-old, Junior 3-year-old, Senior 3-year-old, 4-year-old and Aged Cow.

Jake, there's something fishy going on at BINKLEY & HURST BROS. they don't have an ad in Lancaster Farming this week.

Luke, they're working day and night getting ready for their ANNUAL DISCOUNT CASH & CARRY SALE Dec. 9th thru Dec. 31st

OOH! That's the SPECIAL YELLOW INSERT in Dec. 7th Issue of Lancaster Farming, Boy Jake I'll save thousands of \$ \$ \$ \$ again this year!

Luke, them reliable fellows save you money and fill your tummy at the same time



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