

Pricing Corn Silage

(Continued from Page A25)

Corn Silage Value at Silo /Ton @ 35% DM

80 bu/A	66	17.91	20.98	24.04	27.11
120+ bu/A	70	19.00	22.25	25.50	28.75

• Corn silage prices should be adjusted to reflect "harvesting costs." If the livestock farmer harvests and hauls the corn silage, the price of the corn silage should be reduced to account for this cost. Corn silage harvest costs have been calculated in the \$3.50 to \$5.00 per ton range. The low end of the range would describe higher yielding corn silage and fields near the silo and the higher range would describe lower yielding silage or fields further away from the silo.

• Determining tonnage sold can be a challenge. The best bet is to mutually agree on one of the following methods before silage harvest.

A. Weigh Wagon Loads - Weigh at least one representative load on each wagon used in harvest. Keep track of loads harvested into each wagon and strive to fill them consistently full. The weights usually run about 30-40 pounds of silage per cubic foot.

B. Measure Silo Levels - This is the most accurate way to measure larger purchases of silage. Measure the number of settled feet of silage added from the transaction. Refer to accurate silo capacity charts for tons of silage sold. These estimates are available from many sources, including the Cooperative Extension office.

After you have calculated the weight of corn silage sold, you must now adjust for moisture differences. The prices we have been talking about are standardized to 35% dry matter. To calculate 35% dry matter tons sold or bought, you will need a moisture tester and the following formula. When using the formula, be sure to use dry matter whole number (40%) rather than decimal (.40).

$$\text{Tons of Silage Sold} \times \text{Measured Dry Matter \% (XX)} = \text{Dry Matter Tons}$$

35

These four steps should help you determine a fair price for corn silage. The difference between the sellers minimum and the buyers maximum values will give some bargaining room for both parties involved. Take the time to do the calculations so that you can be satisfied with the results of the sale.

Average Farm Feed Costs For Handy Reference

To help farmers across the state to have handy reference of commodity input costs in their feeding operations for DHIA record sheets or to develop livestock feed cost data, here's this week's average costs of various ingredients as compiled from regional reports across the state of Pennsylvania. Remember these are averages so you will need to adjust your figures up or down according to your location and the quality of your crop.

- Corn, No. 2y - 2.77 BU. 4.96 CWT.
- Wheat, No. 2 - 2.89 BU. 4.83 CWT.
- Barley, No. 3 - 1.79 BU. 3.83 CWT.
- Oats, No. 2 - 1.42 BU. 4.43 CWT.
- Soybeans, No. 1 - 5.67 BU. 9.47 CWT.
- New Ear Corn - 72.32 BU. 3.62 CWT.
- Alfalfa Hay - 100.00 TON 5.00 CWT.
- Mixed Hay - 89.25 TON 4.46 CWT.
- Timothy Hay - 89.25 TON 4.46 CWT.



ARIS QUESTIONS AND ANSWERS

ARIS allows dairyman and their authorized veterinarians and nutritional consultants to access individual DHIA herd records from a personal computer to the main computer in State College. Call the State DHIA office number listed in the FOCUS column head to learn more about how you can use this unique DHIA service to increase the profitability of your herd and the DHIA records you produce.

Q: I was logging-on to Penn State's PENpages and I noticed that DHIA was an option. If I type DHIA instead of PEN, can I access ARIS?

A: No, PENpages and DHIA's ARIS are different systems. PENpages is available free of charge. Each ARIS user is assigned a user ID and password and is billed for his time on-line. ARIS does use the PEN Network, which is a series of phone connections from the counties to University Park. Another requirement before using ARIS is the ARIS3270 communications program. This software, sent to you by DHIA after you subscribe, is configured with the proper communications and keyboard settings for ARIS.

Q: Must I have a computer with a hard disk to use ARIS?

A: No, the ARIS program files are small, taking about 215 thousand bytes of storage. These program files fit onto a floppy diskette with plenty of room left over for data files. Some people use one diskette for the ARIS program files, and another for the data files that are downloaded from the DHIA mainframe. It is more convenient to use ARIS from a hard disk, but not necessary.

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14.9-28	Trac Torque TT	6	\$188
16.9-28	Dyna Torque TT	6	\$252
12.4-38	Trac Torque TT	6	\$189
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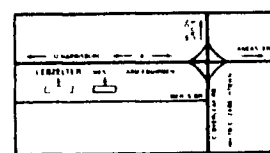


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