

Hunter's Moon May See Alfalfa Bonanza

COLLEGE PARK, Md. — Alfalfa appears destined to be the star feed crop that best helped dairy and beef cattle producers weather the drought of 1993 throughout much of Maryland's northern Piedmont area.

Adequate rainfall last winter produced bountiful first-crop alfalfa cuttings this spring, noted Lester R. Vough, forage crops specialist for the Cooperative Extension Service, University of Maryland at College Park.

And August rains resulted in one of the best fourth-cutting yields in recent memory at the uni-

versity's Central Maryland Research and Education Center near Clarksville, Vough said.

Additional rains during late September have now set the stage for a fifth cutting of alfalfa at the time of the Harvest Moon around Oct. 20 that may be nothing short of spectacular in both quality and yield.

This promise applies particularly on those fields where farmers followed the recommended practice of applying fertilizer in late August, Vough said.

He reminds farmers that the Cooperative Extension Service

now recommends that central Maryland farmers split their annual fertilizer applications on alfalfa — spreading one-half of the yearly recommended amount after the first cutting in the spring and one-half in late August.

Normally, the August application occurs after the fourth cutting of the season. But this year's fourth cutting was delayed on many farms because drought conditions in July delayed growth.

In extreme western Maryland, where growers are limited to not more than four cuttings of alfalfa per season, Vough recommends

applying all of the fertilizer after the first cutting.

This year's alfalfa outlook is good news for many Maryland livestock producers who found their cornfields with stunted growth brought on by summer drought and a shortage of well-filled ears due to hot weather at tasseling time.

Vough notes that fall is a good time for alfalfa growers to take soil samples for submission to the University of Maryland soil testing laboratory. This permits time

over the winter to make application plans on both lime and fertilizer for next year. Soil-testing kits are available from county Extension offices throughout the state.

Many Extension offices in Maryland also have reprints of an article that Vough co-authored for the spring 1992 issue of Better Crops With Plant Food, published by the Potash and Phosphate Institute at Norcross, Ga. The article is titled "An Alfalfa Management Program for Optimum Yields and Quality in Maryland."

Cattlemen Benefit From Program

ENGLEWOOD, Colo. — If you are a commercial cattleman, imagine what it would be like if the person you bought your bulls from came to you and said, "I believe in the genetics you're buying from me and I believe you and I could both make more money if we teamed up and took them on through the feedlot."

What would you do? Especially if this same supplier went on to tell you he already had a feedlot lined up that wanted to be a partner in the calves too. And, between the two of them, they'd give you approximately 95 percent of the value of the calves up-front, then give you back 25 percent of any profits they make on their share of the calves, while you keep all the profits on your share.

Sound too good to be true? It's reality. It's just one option the North American Limousin Foundation (NALF) is offering as part of its new Commercial Marketing Program (CMP).

"It's a win-win situation for everyone," said Don Schiefelbein, NALF director of breed programs. "With this program, the commercial cattleman has an opportunity to realize the full value of his calves while getting about 95 percent of the cash value up-front. The feedlot spreads ownership risk, and the seedstock producer is in a position to offer tremendous customer service. Most important of all, each one of the partners has the chance to find out exactly how the genetics perform beyond the pasture."

If the last two years in the beef industry are any indication, such information will be the key to survival for the industry and the individuals who comprise it.

Initial results from the Strategic Alliance Project recently pointed out the industry could improve and recover some \$2 billion in quality losses annually. The secret: each segment of the industry has to know what the product is specifically, and then share that information with the next industry segment.

"If the beef industry is to remain strong, producers must be more aware of how their product works past the pasture," said Dr. John Edwards, NALF executive vice president.

Edwards said, "Competition these days means seedstock producers must know how the progeny of their genetics perform in the feedlot and on the rail. Competition today means commercial consumers of those genetics must also know the same information if they hope to maximize their profits."

That's why Limousin, the second largest beef breed in the nation, via NALF, is working to help Limousin breeders and their customers gather specific feed lot and carcass information through the CMP.

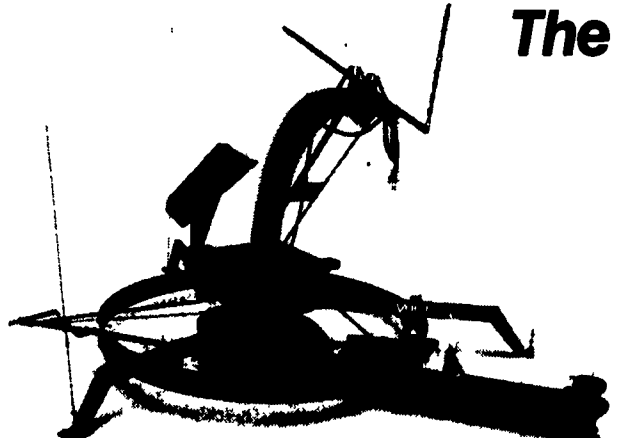
Other program options include a partnership between the commercial cattleman and the feedlot where the commercial producer gets approximately 85 percent of the value of the calves in cash up-front, assumes 50 percent risk in the percentage of calves he keeps, but receives 60 percent of the profits on his share.

In all program options, all partners receive complete feedlot and carcass data on the calves.

Schiefelbein said, "This commercial program is the most exciting opportunity we can offer our members and their customers. It's strictly business and everyone stands to benefit."

Farmers in the Know, Know Jamesway...

The Silo Unloader Experts



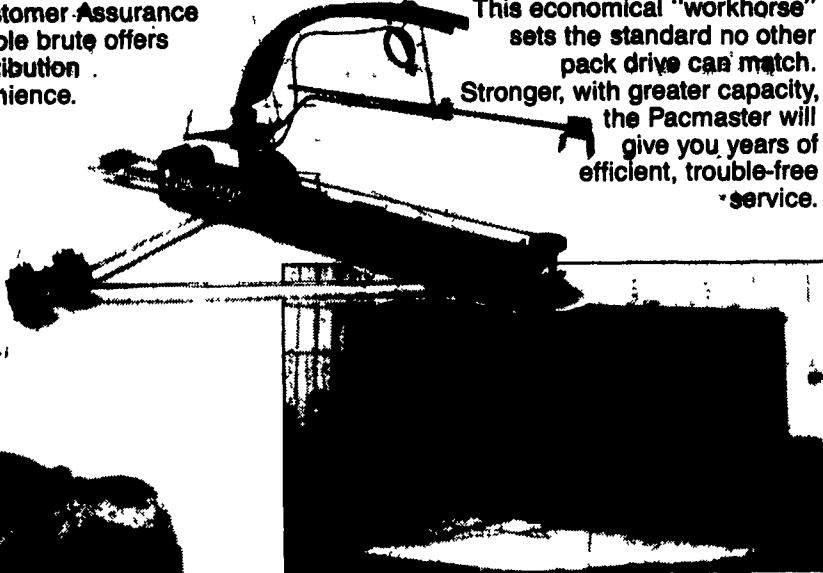
Your Jamesway® Dealer is a silo unloader expert. He carries a complete line of Jamesway unloaders and has the specialized training and parts to keep them working for years to come. He's also a feedroom and feeding equipment expert who knows your silo unloaders are an important part of your feeding system.

It's no wonder there are more Jamesway unloaders working on North American dairy farms than any other brand. So if you're looking to replace your old unloader, check with an expert—your Jamesway Dealer.

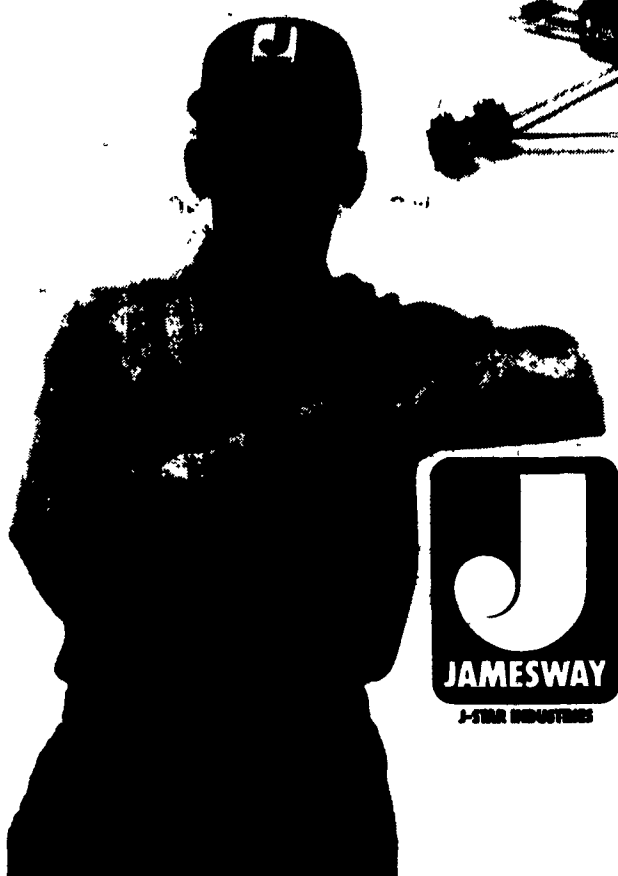
■ **Volumaxx® High-Capacity Big Ring Silo Unloader**
Backed by over 40 years of unloader technology and our three year C.A.P. (Customer Assurance Protection) warranty this durable brute offers unmatched performance, distribution choices, and ring drive convenience.

■ **Pacmaster™ . . . Jamesway Quality in a Pack Drive Unloader**

This economical "workhorse" sets the standard no other pack drive can match. Stronger, with greater capacity, the Pacmaster will give you years of efficient, trouble-free service.



■ **Big Jim® B.U.C.S. Breathes New Life Into Bottom Unloading Structures**
If you've had it with the high maintenance costs, slow delivery and low capacity of your bottom unloader, than Big Jim B.U.C.S. (Bottom Unloader Conversion System) is for you. Get big volume unloading, reliability, lower maintenance costs, greater silo capacity, and excellent quality haylage.



See These Dealers Now For Details...

PENNSYLVANIA

ERB & HENRY EQUIPMENT INC.
New Berlinville, PA 19545
215-367-2169

HARRY TROOP
Cochranville, PA 19335
215-593-6731

LAPP'S BARN EQUIPMENT SALES & SERVICE
Gap, PA 17527
717-442-8134

STAR SILOS
Myerstown, PA 17067
717-866-5708

DONALD R. NISSLEY
Willow Street, PA 17584
717-786-7654

JAMES L. HOSTETTER
McVeytown, PA 17051
717-899-6386

SOLLENBERGER SILOS CORP.
Chambersburg, PA 17201
717-264-8588

SOMERSET BARN EQUIPMENT
Somerset, PA 15501
814-445-5555

PRINGLES FEED STORE, INC.
Greenville, PA 16125
412-588-7950

ROVENDALE AG & BARN EQUIPMENT
Watsonstown, PA 17777
717-538-9564
OR 717-742-4226

GNEYG SURGE SERVICE
Washington, PA 15301
412-222-0444

HOOVER EQUIPMENT
Tyrone, PA 16686
814-684-1777

MARYLAND

GLADHILL TRACTOR MART
Frederick, MD 21701
301-663-6060

MD & VA MILK PRODUCERS ASSOC.
Frederick, MD 21701
301-663-6552

NEW JERSEY GEORGE COLEMAN
Elmer, NJ 08318
609-358-8528

VIRGINIA

VALLEY IMPLEMENT SALES
Harrisonburg, VA 22801
703-434-9961