

# Producer: Get Hay Off Field, Wrapped Quickly

(Continued from Page 2)

For the oatlage, protein levels are running 11 percent. For the alfalfa, protein is more than 22 percent. Total digestible nutrients run more than 60 for the alfalfa. Relative feed value

Fink stores the hay in one 500-ton capacity barn, and two 600-ton capacity barns, all with a total capacity in excess of 28,000 square feet.

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ranges from 100-158 for some samples. Net Energy per Lactation, or NELs, are in the low 60s.

Per day, the farm takes in on average about 50 tons of hay.

Sometimes, customer demand skyrockets — on one day alone, Fink remembers harvesting 120 tons.

In the future, Fink wants to be prepared to harvest more baleage at a time and to increase the baleage capacity by 1,000 tons.

ers. Customers include direct feed companies and dairies.

With the National Hay Association, through the international marketing committee, more hay than ever before is being shipped overseas, particularly to Japan. Japan uses the most tonnage of hay, "in the millions," Fink said. Two years ago Fink went on a trip to Morocco to develop markets for U.S. hay.

The group is actively trying to reach

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South Korea hay markets, which has "really taken off" in the past five years, Fink noted. During the last three years, hay is gradually being marketed in Mexico.

On a recent trip to the National Hay Association Convention in Sun Valley Resort, Idaho, Fink took home some

a skid-steer loader equipped with a bale rack, was loading an eight and a half ton partial load of compressed bales for an overseas market.

David Fink recently noted some information from the recent 102nd annual meeting of the National Hay Association, which took place in Sun

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management quality tips and information on how he could market a quality product while reducing labor costs.

Meanwhile, the farm finished construction in the spring of 1996 on a 600-ton facility measuring 80-feet by 136-feet. There will be more storage capacity for the double-compressed square bales.

Recently, David's son Travis, using

Valley, Idaho. He noted that genetic engineering will be impacting the alfalfa industry in the near future. Also, big square bales and balage are the bright spots in the hay tool industry.

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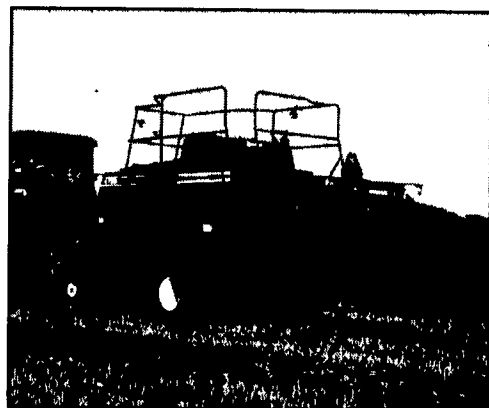
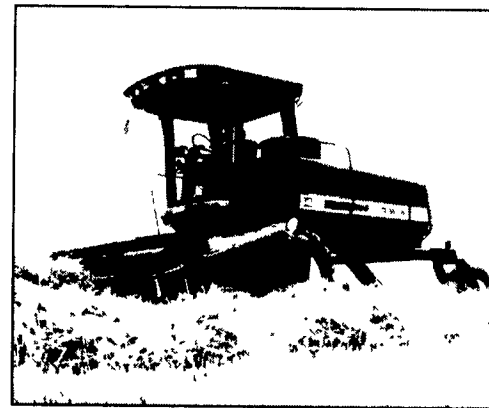
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