

Striving For Quality?

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of 9.9 percent moisture and 90.1 percent dry matter content. The sample tested at 18.8 percent protein. Calcium content was 1.22 percent, phosphorous 0.30 percent, potassium 2.10 percent, and magnesium .30 percent. Cattle TDN was at 66.23 percent and cattle NEL .69 percent.

Relative feed value stood at 158 percent.

Steigman sells a lot of hay through the *Lancaster Farming* mailbox market, what he calls a "hot deal. I sell a lot of hay through that," said Steigman. Many of his customers don't purchase hay on looks alone, but demand to look at the "pedigree" of the hay, the analysis that shows the relative feed value.

He said a lot of Amish customers analyze it or have their feed representative come and analyze it, and purchase it by the "way it feeds," said Steigman.

For those who need forage during the winter months, he provides a good source.

For him, that means taking care of the feed requirements of the crop.

"If you don't use fertilizer, you don't have anything," he said.

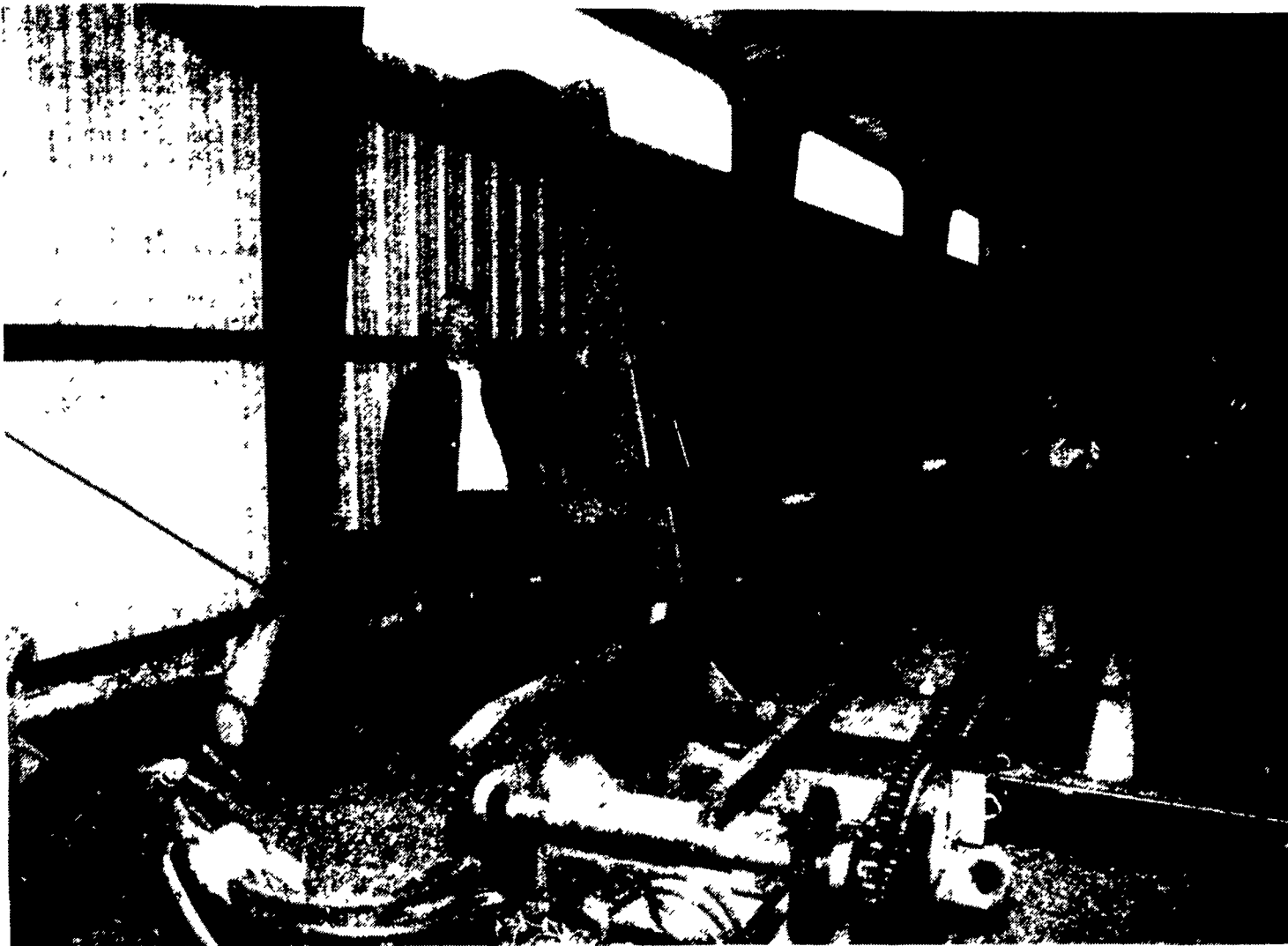
Steigman has been willing to test new markets and products. For the first time this year, he has tried growing edible soybeans for the organic food grade market.

Steigman also wraps hay, including straight alfalfa, an alfalfa/timothy mix, and straight grass (timothy and reed canarygrass), into large square bales. About 300 bales stand in outside storage for sale.

Steigman sprays inoculant on the hay as it is being baled for wrapping all the time.

Customers demand that the bales be

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Steigman uses a 43-foot bale mover modified for square bales, which he purchased in the spring.

Bottom Line Better Silage



Income per acre calculated at \$25.00 per ton of corn silage. Please contact your Pioneer sales representative for information featuring silage moisture, measures of silage digestibility, and protein levels. All Pioneer silage plots are reported with moisture adjusted to 70%.

Charles T. Wiles		Taneytown, Maryland		
Chopped 9/5/98		Carroll County		
<u>Brand</u>	<u>Hybrid</u>	<u>Tons/A</u>	<u>% DM</u>	<u>Income</u>
		<u>70% Moist.</u>	<u>Harvest</u>	<u>/Acre</u>
Pioneer	31G20	19.37	39.3	\$484.25
Novartis	4672	16.55	40.6	\$413.75

Donald Leishear		Damascus, Maryland		
Chopped 8/25/98		Montgomery County		
<u>Brand</u>	<u>Hybrid</u>	<u>Tons/A</u>	<u>% DM</u>	<u>Income</u>
		<u>70% Moist.</u>	<u>Harvest</u>	<u>/Acre</u>
Doebler's	737XP	19.44	42.5	\$486.00
Pioneer	33Y18	22.71	43.4	\$567.75

Jed Beshore		New Cumberland, Pennsylvania		
Chopped 9/15/98		York County		
<u>Brand</u>	<u>Hybrid</u>	<u>Tons/A</u>	<u>% DM</u>	<u>Income</u>
		<u>70% Moist.</u>	<u>Harvest</u>	<u>/Acre</u>
Cargill	F657	16.67	34.2	\$416.75
Pioneer	3335	25.64	35.4	\$641.00

Spring Lawn Farms		Lancaster, Pennsylvania Lancaster County		
Brand	Hybrid	Tons/A 70% Moist.	% DM Harvest	Income /Acre
DeKalb	DK687	27.86	35.9	\$696.50
DeKalb	DK683	28.07	34.0	\$701.75
Pioneer	31G20	30.49	39.5	\$762.25
Croplan Gen	674	26.44	46.1	\$661.00

George Mason		Waynesboro, Pennsylvania		
Chopped 9/1/98		Franklin County		
Brand	Hybrid	Tons/A	% DM	Income
		70% Moist.	Harvest	/Acre
Pioneer	3335	25.63	49.6	\$640.75
Pioneer	32K61	28.00	53.1	\$700.00
Pioneer	33Y18	26.12	53.8	\$653.00
Pioneer	33G26	25.54	50.8	\$638.50
Pioneer	33Y09	25.50	46.2	\$637.50
Field Chc	9114	25.06	45.8	\$626.50
Mycogen	TMF113	25.82	48.9	\$645.50

Barley Star Rock Farms	Conestoga, Pennsylvania
Chopped 8/21/98	Lancaster County

		Tons/A	%DM	Income
Brand	Hybrid	70% Moist.	Harvest	/Acre
Cargill	7511FQ	23.11	33.1	\$577.75
Pioneer	3260	25.36	33.1	\$634.00
Pioneer	32K61	24.74	33.5	\$618.50
Cargill	7301FQ	22.05	29.8	\$551.25
Pioneer	33Y09	24.37	33.2	\$609.25
Pioneer	31G20	23.46	31.2	\$586.50
Cargill	8511FQ	24.14	29.6	\$603.50
Pioneer	3173	22.53	27.3	\$563.25

Lloyd Oberholtzer		23.33	31 9	\$583.25
Chopped 9/16/98		Myerstown, Pennsylvania Berk's County		
<u>Brand</u>	<u>Hybrid</u>	<u>Tons/A</u> <u>70% Moist.</u>	<u>% DM</u> <u>Harvest</u>	<u>Income</u> <u>/Acre</u>
Field Chc	8309	22.89	34 0	\$572.25
Pioneer	3260	24 22	33 0	\$605.50
John L. Landis		Lancaster, Pennsylvania		
Chopped 9/17/98		Lancaster County		

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