

THE FARMINGTON ENTERPRISE

GEORGE C. MARTINDALE
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Farm and Garden Page

Timely Articles on Agricultural, Dairying, Poultry and Horticultural Topics of Direct Interest and Benefit to Many Readers in Farmington and Its Surrounding Districts.

MARKETING POOR HAY BRINGS LOSS

Either the Producer or Shipper Suffers When Off Grade Hay Is Sold.

SHOULD BE FED TO STOCK

Advice on Keeping Grades Separated According to Commercial Standards, Baling from the Stack and Loading into Cars.

(Prepared by the United States Department of Agriculture.)

Unless there is a scarcity of market, hay or an unusual demand, the shipping of poor hay to market generally results in a loss either to the producer or shipper. When but little hay of inferior quality is arriving on a market it is usually absorbed along with the good hay at a discount ranging from \$1 to \$2 per ton for each grade, each lower grade selling at a discount of from \$1 to \$2 under the grade next above it.

When receipts of low-grade hay are large, there is generally a wide spread in discount, so that No. 2 hay frequently will not bring within \$5 to \$8 of the price at which the No. 1 grade of the same type of hay is selling. Also a poor stand almost always results in heavy discounts on the lower grades and there is a preference for the better hay even at a higher price.

Quality Sometimes Affects Grading.

Grading is done by specialists in the

area of markets and crop estimates, United States Department of

Agriculture, show that when any hay-producing section has had unfavorable

hay-making weather, which has caused

hay to become too ripe or stained, or

otherwise damaged, growers or ship-

pers in that section are prone to

lower their ideas as to grade require-

ments. The best hay in the territory

becomes No. 1, whether it fills the

requirements of that grade or not;

the lower grades are needed

accordingly. This tendency toward

leniency in grade interpretations is

often communicated to or reflected in

the tributary markets, especially if

there is a brisk demand or an advanc-

ing market. If the markets are

sluggish and buyers critical, the

opposite is often true and the strict

application of the grades will prove

very disappointing to the shipper.

Indeed, there are so many factors

which enter into the marketing of off-

grade hay that it is very difficult for

producers or shippers of hay to ever

obtain entirely satisfactory results

and the department believes that in

most instances it would be a much

more profitable procedure to use off-

grade or damaged hay do the farm or

to sell it locally to someone who has

use for that particular kind of hay.

When it is not possible to dispose of

the hay in this way and it must be

marketed because of financial reasons

or lack of storage, the department

states that the employment of the fol-

lowing suggestions for preparing and

shipping the hay will result in more

profitable returns:

1. Keeping Grades Separated.

1. Grade your hay according to com-

mercial standards rather than local

ideas.

2. Load cars uniformly and invoice

correctly.

3. Choose markets carefully relative

to their demand for the kind of hay

to be marketed.

Weedy patches should not be

mowed; if mowed the cutting should

not be stacked with the good hay.

4. Loads or parts of loads damaged by

rain or other causes should be thrown

out or deposited in separate places

they should not be stored with good

hay with the idea that after going

through the "sweat" they will be all

right and of equal quality. While

"sweating" may improve some con-

ditions relative to market hay, it will

not eliminate the weeds or cure hay

badly stained, musty, or too wet.

5. In the baling process this hay must be

thrown out if the best returns are

desired.

6. When baling from the stack, hay on

the top or sides that is weather dam-

aged should be raked or cut off. The

hay near the ground at the bottom of

the stack also is generally damaged

too much to be baled with the good

hay. Special care should be taken in

trimming the stack to remove all dam-

aged or stained hay. A little of this

hay in a bale or car will cause a

heavy discount, whereas it can usually

be used on a farm in place of hay

which will bring a better market price.

7. Even if only a part of a bale is

weedy or damaged the whole bale is

usually thrown out or graded accord-

ing to the poorest hay in the bale.

8. In marketing this principle is

applied in grading the whole car,

and the grade of the poorest hay found

is assigned to the car. The fact that

five sacks will be damaged in a

lot is no excuse for the whole lot to

be thrown out or graded down. The

best practice is to separate the good

hay from the damaged hay and ship

the good hay separately.

9. When hay has been baled and

separated into grades according to

quality it should be loaded into

cars with equal care as to grades.

10. Agriculture, show that when any hay-

producing section has had unfavorable

hay-making weather, which has caused

hay to become too ripe or stained, or

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