

DAIRY PERSPECTIVE REGARDING

ALFALFA HAY QUALITY

Interview with Mr. Tony Schoneveld (Schoneveld Hay in Corona, Ca)

Moderator

Would you describe your operation for us?

Tony

We have a medium-sized hay dealership that sells approximately 40,000 tons per year. We are growing at a conservative rate, as we are able to find quality conscious dairymen. These top dairymen are better about paying their bills than other dairymen. These dairymen tend to be more selective than others about their hay. We run about seven hay trucks.

Moderator

What percentage of dairy verses horse hay do you purchase yearly?

Tony

90% Dairy hay

Moderator

Where do you find most of your hay?

Tony

The Imperial Valley, Blythe, and Poston.....we also buy 150 to 200 loads from out of state annually.

Moderator

What time of year do you find:

Horse hay?

Tony-June-September

Milk cow hay?

Tony-

February-May

Dry cow hay?

Tony

All year long, including off grade spring hay.

Moderator

What quality stipulations do you have on horse hay?

Tony

It depends on the customer preference. Typically the most important factors are: color, leaf attachment, well cured.

Horse people tend to be extra particular.

Moderator

What quality stipulations do you have on milk cow hay?

Tony

The primary factor is when it was grown. 1992 was a hay production year that yielded lower milk production in all of the dairies.

Moderator

What quality stipulations do you have on dry cow hay?

Tony

There is a wide range at customer preferences. Dry cow hay can be completely clean or all grass.

Moderator

What is the typical price difference between dry cow and horse hay?

Tony

There is a broad range. Some customers require that we use (4) men to unload into the barn. Additionally horse customers frequently will reject complete or partial loads.

Moderator

What is the typical price difference between milk cow and dry cow hay?

Tony

Over the years its been \$10-20/ton. The last few years have had a wider spread.

Moderator

If you were farming for your own needs, what would you do differently?

Tony

I would plant the newer seed varieties. I would stay away from cuff.