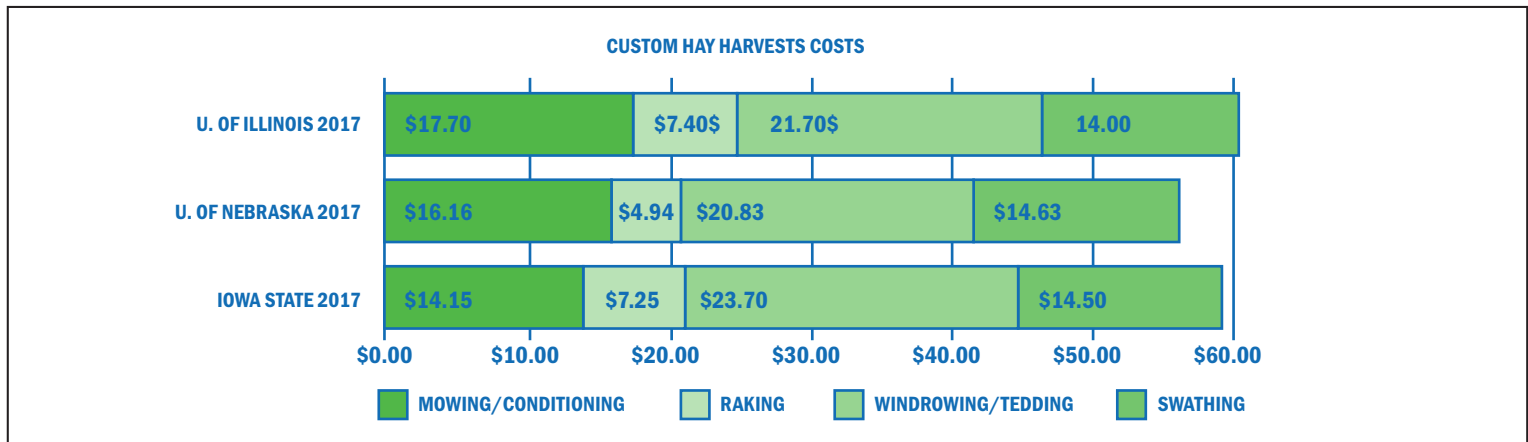


## WHEN CONSIDERING THE VALUE PROPOSITION OF HARVXTRA® ALFALFA, THERE ARE SEVERAL PATHS ONE COULD TAKE:

- 1. LOWER LIGNIN.** The HarvXtra® technology allows alfalfa to be harvested later, without greatly impacting digestibility. Lignin is non-digestible. Before HarvXtra®, lignin % increased greatly after each cutting. With HarvXtra® technology, digestibility is much more consistent throughout the cutting cycle and for the entire year. Consistency is important!
- 2. GREATER FLEXIBILITY.** Producers now have an extra 7-10 days for harvesting their alfalfa, without any negative impact on forage quality. Producers are often on a more aggressive cutting regiment than what reality usually exposes. The better producers understand this reality.... and also appreciate its value.
- 3. SAME OR BETTER YIELD, LESS COST.** By harvesting later due to delayed maturity, more yield can be harvested in each cutting. This delay in harvest (7-10 days) equals one less cutting over the course of the season. The numbers below show how one less cutting compensates for an initial higher investment – in one cutting of one year:



The numbers above don't even factor in the costs of baling. U. of Illinois Extension summarizes those additional costs in the table to the right. With the added expense of ≥ \$25 / acre, that brings the total well over \$75-80 / acre PER CUTTING. Yes, the initial outlay for HarvXtra® alfalfa is \$160 per bag more than RR, or \$64/acre assuming 20# seeding rate, but the extra \$64 out-of-pocket expenditure is more than justified – that expense is covered in the first year of production.

Costs per acre for hay baling are shown in Table 3. These costs only include baler operation costs. Not included are costs of moving hay to storage. Costs per acre represent an average over all cuttings. During the first cutting, production may be greater than later cuttings, increasing the amount of time required to cover an acre. Therefore, costs per acre may be higher for the first cutting than for later cuttings.

**Table 3. Per Acre Costs of Baling Hay<sup>1</sup>**

Operation	Total	=	Tractor Overhead	+	Implement Overhead	+	Fuel & Lube	+	Labor
			----- \$ per acre -----						
Small Square Baler	28.10		10.10		7.50		4.40		6.10
1,000 lb. Square Baler	25.80		5.80		15.00		2.70		2.30
Round Baler	25.60		9.30		6.60		4.10		5.60

1. See text for more detail on how costs are calculated.

All balers in Table 3 are assumed to be used 100 hours per year, resulting in 327 acres covered with the small square baler, 873 acres for the 1,000 lb square baler, and 355 acres for the round baler.

Baling costs can also be stated on a per bale basis. The following costs are based on a 1.3-ton yield per acre.



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