

- Carl-A Farms Push Milk Production to New Heights
- New 8900H Unloader for High Moisture Grains



# Harvestore Feeding Program Helps Pennsylvania's Carl-A Farms Push Milk Production to New Heights

Few dairy herds can claim to be the best in their state, but Steve and Tracy Snyder of Carl-A Farms, Inc. have bragging rights to that title, and much more.



Steve and Tracy Snyder

Their herd production statistics speak for them: 34,549 lbs milk, 1,229 lbs butterfat and 1,055 lbs protein, making Carl-A Farms the top Pennsylvania herd. That's no small feat in a state that boasts the fourth highest milk production in the country.

Carl and Alice Snyder established the Carl-A prefix and began raising Holsteins in 1962 on the Pitman, Pennsylvania farm which had been in Alice's family for 200 years. When Carl retired in 1988, his four sons stepped in to run the farm; by 1992, it was just Steve and Tracy.

The brothers had both completed four-year college degrees and then worked as feed salesmen. Tracy also held jobs in crop consulting and artificial insemination. Their years of feed experience and dairy connections proved useful when it came their turn to manage the farm.

Their successful production is due largely to an efficient feeding program. Steve relies on a year-long program to ensure high milk production. The key, he says, is "consistency day in and day out, same ratios, same feed. We're not switching from 60 percent corn silage and then to haylage. We have everything at the same ratio year long."

The former feed consultants have certainly got their feeding program down to a science, and Harvestore systems are at the heart of the process. The brothers grow corn, alfalfa and beans and usually feed everything they raise. Four Harvestore's, one 20x90, one 20x80, and two 20x60s, are used to store high moisture corn, haylage and corn silage. One Harvestore stores any extra feed.

"High moisture corn is a really nice feed. It's an inexpensive feed. We have a hammer mill and process it ourselves," Steve says.

He also believes the Harvestore for high moisture corn is the first one that they couldn't do without, especially considering its ease of use. "It's hard to mess up your high moisture corn in a Harvestore."

Haylage also benefits from being kept in a Harvestore. "With haylage in a Harvestore, we don't have to worry about every cutting. If we make quality haylage it makes a nice ration," Steve says. The herd relies on a two-third haylage-based program with a 60 to 40 percent ratio of quality haylage to corn silage. "Haylage based (rations) keep feed costs down and production high, with good butterfat," Steve explains. He points out that when a farm doesn't have land that is conducive to growing entirely corn, some kind of grass hay is necessary.

"Another big key is keeping alfalfa haylage consistent from one cutting to the next," Steve continues. And part of Carl-A's strategy for consistency is making "hay in a day," a process of making alfalfa haylage in one day by mowing in the morning, inverting between 3 and 5 p.m. and getting it into the silo by evening.

*(continued on reverse)*



Steve points out that the process works best on the second or third cutting. “We get higher sugar and consistent moisture,” he explains, “there’s no crimping, we just go through with a sickle bar mower and dry flat and faster, which really helps give you better haylage.” And better haylage is one of the building blocks at Carl-A Farms. “Anything we can do to increase the quality of your forage is going to give us more milk.”

In addition to their productive feeding program, the Snyders also rely on an efficient manure management system that includes two Slurrystores. “Processing manure through the Slurrystores helps reduce fertilizer costs and improve soil quality,” Steve notes.

The Snyders have no plans for significant changes or expansions in the future; right now they’re busy working toward production and genetic goals. And, as Steve points out, their children will have a lot to do with the future direction of Carl-A Farms. Steve is married to Melissa and has three children: Samantha, Evan and Addie.



*Carl-A-Farms*

Tracy and his wife, Michele, have two children: Anthony and Karli.

“We have young kids and they’re doing some showing, some are in 4-H, so we’re holding our own until we see if they are interested (in working on the farm),” Steve says.

For now, the main focus is not on the show ring, it’s on production. “The registered Holstein business is our focus now... we’re focusing on the genetic end extensively,” he explains. Of the Snyder’s 100 cows, the top 10 are flushed and the remaining 90 percent are used as recipient animals.

The herd is based on four main cow families, including the impressive Charm Althea family that is making its mark in the record books. Sometime this year Charm Althea should reach 300,000 lbs, an achievement that is one of Snyder’s goals. The top notch cow also has 14 daughters milking in the herd, and their combined milk production is closing in on the two million lbs mark.

When Charm Althea and her daughters hit that record, Steve says, it will mean reaching another goal the farm had set. Only eight cows in the Holstein breed have ever attained two million lbs; only the very best of the best. But the Carl-A herd is impressive with or without the record.

“They have outstanding cows,” says Frank Possessky, President of Penn Jersey Products and Snyder’s Harvestore dealer. “Some guys have great records by buying super duper cows, not these guys. These are mostly home-grown heifers, their own blood lines, outstanding cow families and they’re nationally famous for them.”

## Introducing the 8900H Unloader for High Moisture Grains

Engineered Storage Products Company is introducing its new Harvestore 8900H unloader, specifically designed for high moisture grain, now available at authorized Harvestore dealers.

The Harvestore 8900H bottom unloader provides Harvestore owners with a very reliable, low maintenance, high value unloader to accompany Harvestore’s high moisture grain storage units. It’s also a low cost replacement unloader for existing units, says Dick Nelles, Ag Sales Manager for Engineered Storage Products Company.

“The 8900H has proven itself in the field and is consistent with the high quality standards we have set for the industry at Harvestore,” Nelles continues.

“The unloader’s rugged construction offers long service life and low maintenance.”

The unit works well for any whole kernel high moisture grain, including corn, milo and barley. The 8900H also comes with a one year manufacturer’s warranty and the service support made available from Harvestore’s authorized dealers.

“The 8900H for high moisture grain adds to the recent introduction of the faster Harvestore XL 400 and XL 200 series silo unloaders for forages,” says Nelles.

Producers interested in finding out more about the Harvestore 8900H grain unloader should visit [www.harvestore.com](http://www.harvestore.com) or visit their local Harvestore dealer



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**8900H**  
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## We’d Like Your Comments...

Have you had success designing rations around forage stored in a Harvestore? We’d like to hear your story and possibly feature it in an upcoming issue of Harvestore Today. If we use your story, we’ll present you with an iPod. Email us your experience or other comments to [dnelles@engstorage.com](mailto:dnelles@engstorage.com).