

COMMERCIAL HAY GROWERS

75,766 12 MONTH COMMERCIAL HAY \$75.00/M
GROWERS

THIS UNIQUE DATABASE CONTAINS GROWERS WHO HAVE AT LEAST 100 ACRES OF ALFALFA OR OTHER HAY. THEY ALSO HAVE OTHER LIVESTOCK FEED CROPS SUCH AS CORN, OATS, PASTURE/RANGELAND, SORGHUM OR WHEAT. THESE PRODUCERS, LOCATED THROUGHOUT THE UNITED STATES, HAVE THE LARGEST NUMBERS OF HAY PRODUCTION. OVER 67% HAVE SALES OVER \$100K AND 25% HAVE SALES OVER \$500K ANNUALLY.

BECAUSE OF THE CROPS AND LIVESTOCK THEY PRODUCE, THEY ARE HEAVY USERS OF CULTIVATION, HARVESTING, HAULING AND DELIVERY MACHINERY, AS WELL AS ATV'S, FENCING, FEED & SEED SUPPLEMENTS, FARM SHOP TOOLS AND OTHER RELATED PRODUCTS.

THE AVERAGE AGE OF THESE PRODUCERS IS 45-54 WITH AN AVERAGE INCOME FROM PRODUCTION AT \$50,000+.

HAY PRODUCTION:
ALFALFA - 73%
HAY OTHER THAN ALFALFA - 27.2%

LIVESTOCK PRODUCTION:
BEEF COWS - 70.6%
FEEDER CATTLE - 35.5%
STOCKER CATTLE - 18.3%
SHEEP - 5.7%

LIST OWNER MAY REQUIRE EXCHANGE OR PARITY PRICING FOR COMPETITIVE OFFERS.
ALL ORDERS CANCELLED AFTER THE MERGE, OR MAILDATE, ARE DUE AND PAYABLE IN FULL.
A \$50.00 CANCELLATION FEE WILL APPLY.

SOURCE: PROPRIETARY DATABASE

SELECTIONS: STATE, SCF, ZIP CODE	\$10.00/M
ELECTRONIC DELIVERY	\$75.00
CD ROM	\$50.00
PS LABELS	\$15.00/M
MODEM/FTP	\$75.00

** USAGE **

ENGINEERING SVCS
RON SORENSON

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