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FARMSHINE

We rise every week to cover farmers and agribusinesses



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Mailed the day before →

January 12, 2024

Artisan cheese ended the struggle with low milk prices

HARRISBURG, Pa. – In the Center for Dairy Excellence’s recent episode of the “Cow-Side Conversations” podcast, Sue Miller of Birchrun Hills Farm in Chester County, Pennsylvania shares how her family is adding value to their small dairy farm with artisan cheese. She describes how they manage their herd to produce high-quality milk with an ideal ratio between fat and protein, some of the skills that are critical to her role as a cheesemaker, how they work as a family seven days a week, and the community and growth opportunities that are forming through the resurgence of artisan cheese across the state.

Sue opens the podcast by describing the size and scale of her family’s dairy operation. Located in northern Chester County, her family manages 54 acres and milks approximately 70 cows. Their cows are on pasture, and the farm has been in her husband, Ken’s, family for over 100 years. A true family business, Ken manages the cropping side of the dairy operation and Sue oversees the cheese business. Their son, Randy, is the herdsman and manages all the reproduction and youngstock. Their other son, Jesse, spends half his time on the cropping side and half his time with cheese-making – managing their farmers’ markets, retail partners, and online presence.

Sue describes her family as “first-generation farmers,” which helped spark their decision to add value to the dairy operation by making cheese. Even though the farm has been in her husband’s family for 100 years, it had skipped a generation.

“We came onto this ground a little bit differently. There are challenges when you don’t have multi-generational equity in the land. You may have to make some different decisions. As milk markets became more and more erratic, we were struggling to make ends meet on a small dairy farm,” Sue explains. “As we struggled with low milk prices, we realized we needed to do something different. I woke up one morning and wondered if maybe I could make cheese. We were thinking, ‘What can we do to get the highest value from our milk?’ We felt cheese was a really good avenue for that.”

She started by taking a cheese-making class through Pasa Sustainable Agriculture. A nonprofit farm that was located down the road from Sue’s dairy operation also had a vacant cheese-making facility available. They offered it to Sue and her family to help them



Sue Miller of Birchrun Farm in Chester County, Pa. described some of the skills that are critical to her role as a cheesemaker. Details are in the article.

get started.

“That’s a very important part of the story of our farm. We did not have the capital. We were really struggling to make ends meet, so that allowed us to rent the cheese-making facility at a very reasonable price,” Sue said. “It allowed us the opportunity to get started and see the potential of where it could go. It was

very great for our farm.”

Now, Sue uses 50 percent of their milk for cheese-making, and the rest goes to a small cooperative. She makes cheese five days a week and often works on two cheeses at a time. She credits their farm’s landscape with helping to maintain high-quality milk, with their dairy barn sitting on a hill above the

creamery.

“We’re able to gravity feed the milk from our bulk tank down into the creamery, which is really great. The less the milk is disturbed, the better the quality. We don’t want to break up the fat globules or be too harsh on the milk. We want it to come in the most perfect way possible.”

With a herd of both black-and-white Holsteins and Red & White Holsteins, the Miller family aims for strong butterfat and protein levels – their goal is over 4 percent for butterfat and 3.2 percent for protein. By working towards a particular ratio between the fat and protein, Sue says it guides the flavor and quality of their milk to enhance specific styles of their cheese.

“We knew we had this really beautiful milk because our cows are out on pasture and we’re feeding a high-forage diet. How the milk originates with the soil and what the cows are eating helps to guide us in our cheese-making,” she says. “If we don’t have high-quality milk, we’re not going to have quality cheese. It really starts with the milk.”

Sue also describes the various regulations and permitting requirements they have to follow as cheesemakers. They carry a manufacturer’s dairy/cheese-making permit from the Pennsylvania Department of Agriculture and get inspected every three months. In addition, they are under regulatory oversight from the FDA and must provide antibiotic testing for every batch of cheese they make.

“Cheese-making comes with a really weighty responsibility. You’re feeding people. You want to make sure you give the safest, most quality product that tastes the best and gives the best experience to every person you hand your cheese to. It’s a very special relationship.”

“It’s very manageable when you have a well cared for herd of cows, a clean facility, and you’re educated, thoughtful and interested in doing the very best,” Sue noted.

In terms of their marketing and sales process, Sue shares how they established their customer base. When they first started, they sold directly to consumers at farmers’ markets. These opportunities helped her learn what consumers in her community wanted, how to interact and find common ground, and how to best share their farm’s story so they could sell the cheese they were

turn to page 8

PERIODICAL • DO NOT DELAY

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Gary Mithoefer



Larry Hawkins

It's time to register

**'Old timers' lunch
in Fla. open to dairy
folks near and far**

OKEECHOBEE, Fla. — If you have not registered yet, it is time to reserve your spot at the Old Timers Dairy Lunch! The date is Friday, Feb. 2.

The luncheon will be held in Okeechobee at Lightsey's Seafood Company, 1506 S. Parrott Ave. (Yes, they serve alligator, but you can still order beef!) It will be an "order-off-the-menu" affair. You can check out their menu by googling Lightseys. "Every meal I have had there has been great!" declares Larry Hawkins, a "snowbird" from Wisconsin. He reminds *Farmshine* readers to register ASAP so that he can let Lightseys know how many staff will be needed for the "snowbird luncheon".

The luncheon will start at noon with coffee and greetings to old friends and new acquaintances. And, actually, you don't even have to be an "old timer" to attend. Most of the group is in their "new" 40s and 50s! You just have to be in Florida in February and be connected to the dairy industry.

The guest speaker for the afternoon will be Melissa Syfrett from the Syfrett Feed Co. She will tell how the feed industry operates in the Sunshine State. Members of the Syfrett family have been regular attendees at the Old Timer's Breakfast for many years.

Also worthy of note is that Okeechobee is the most concentrated dairy area in Florida. Come visit to see what it's all about.

To register for the lunch, simply call, email, or text Gary Mithoefer or Larry Hawkins at the numbers below:

Gary Mithoefer: Phone: 317-225-9025 or E-mail: gnmithoefer@comcast.net

Larry Hawkins: Phone: 608-516-0101 or E-mail: larry@forageinnovations.guru

Gary Mithoefer of Indiana and Larry Hawkins of Wisconsin are long-time attendees and are simply interested in promoting this event to other snowbirds.

Because the "old timers" email list is woefully small, please forward this invitation to anyone you know who may be interested.

SCC dropped from 200,000 to 140,000. How did they do it?
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— Tony Compton

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Then, they went to a robotic system several years ago, less hands-on with the cows, says Tony visiting our booth at the 2023 Georgia Dairy Conference:

"Our SCC was stuck at around 200,000. But then we got it down to average 140,000 over the last 13 months." How did they do it? "We are using a lot of Udder Comfort, I'm not going to lie."

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Letter-writing campaign launched by grassroots group

Ask your U.S. Senators to cosponsor Whole Milk for Healthy Kids Act! *See letter, page 5*

By SHERRY BUNTING
Special for Farmshine

EAST EARL, Pa. — In December, the House passed Congressman G.T. Thompson's Whole Milk for Healthy Kids Act, H.R. 1147. This is a major milestone for this bill, which passed in the U.S. House of Representatives by an overwhelming bipartisan 330 to 99 vote.

"The next step is the Senate, and we are going to have to work hard to get the Senate bill (S. 1957) to the floor and passed. In Pennsylvania, we need to work on our Senator Bob Casey. We already have Senator John Fetterman as a cosponsor of the bill, but we need Senator Casey also," says Nelson Troutman, Berks County farmer and originator of the Drink Whole Milk 97% Fat Free baleboards that led to the 97 Milk effort and 97milk.com

"We also need more Senators to cosponsor S. 1957 from across the country," adds Bernie Morrissey, retired advocate and chairman of the Grassroots Pennsylvania Dairy Advisory Committee. "We need dairy farmers, agribusinesses, organizations and citizens all across the country to reach out to their Senators to cosponsor this bill."

The Senate bill has 13 cosponsors from 10 states as of January 9th. They include Republicans, Democrats and an Independent as follows: both Dr. Roger Marshall (prime sponsor) and Jerry Moran of Kansas, Peter Welch (prime cosponsor) of Vermont, Ron Johnson of Wisconsin, John Fetterman of Penn-



Pictured just days after the Whole Milk for Healthy Kids Act passed the House Education Committee in June before the full House passage 330-99 in December are a few of the members of the Grassroots Pennsylvania Dairy Advisory Committee and others who joined them for a staff briefing at the Capitol in June 2023. The focus now is on the U.S. Senate. From left are Christine Ebersole, a school nurse in Blair County, Pa.; John Bates, executive director of The Nutrition Coalition; Nelson Trout-

man, a Berks County dairy farmer and his granddaughter Madelyn, the 2022-23 Lebanon County Dairy Maid; Congressman G.T. Thompson (R-PA-15), the champion and prime sponsor of the Whole Milk for Healthy Kids Act in the House; Sara Haag, the 2023-24 Berks County Dairy Princess; Krista Byler, a school foodservice director in Crawford County, Pa.; and Sherry Bunting, Farmshine contributor and volunteer advocate for whole milk in schools. Photo courtesy Maddison Stone

sylvania, both James Risch and Mike Crapo of Idaho, both Susan Collins and Angus King of Maine, Kirsten Gillibrand of New York, Cindy Hyde-Smith of Mississippi, Chuck Grassley of Iowa, and J.D. Vance of Ohio.

"Every state has two United States Senators. We want every dairy farmer, every organization and business calling their two Senators. If they are already a cosponsor, thank them. If they are not a cosponsor, please use this letter from the Grassroots Pennsylvania Dairy Advisory Committee and change the salutation and address to your state's Senator,"

Bernie explains.

"If you live in Pennsylvania, use this letter to write to Senator Casey to let him know how important this is to you, to the children of Pennsylvania, and to the dairy farmers. If this doesn't work, it will be our own fault for not getting involved," he stresses, adding that constituent phone calls and visits are also welcome.

"We must also contact Senate Ag Committee Chairwoman Debbie Stabenow of Michigan. It is important that she knows how vital this bill is to come through her committee to the Senate floor," Bernie notes.

The Grassroots Pennsylvania Dairy Advisory Committee asks organizations and agribusinesses to use the sample letter on this page as is or tailor it to their state's Senators and also send it out to all their members or customers asking them to each sign it and send it to their two Senators as well.

"Let us know if you did this," Bernie continues. "We want to know: Did YOU contact your TWO?" (Email Sherry Bunting at agrite2011@gmail.com or text or call 717-587-3706 to confirm you contacted your two.)

"After all," Bernie observes: "If the dairy farmer's next generation of consumers — the children — cannot choose milk they will love, what is your future as a dairy farmer? And what is their future as tomorrow's leaders?"

"Whole milk is nutritious and delicious. Science supports this choice. It's up to each one of us to get it done."

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Farmshine Editorials

By Dieter Krieg
Farmshine Editor



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Got a friend who might enjoy receiving Farmshine for a year at no cost to either you or your friend? If so, please send us his or her name along with their valid mailing address.

A great friend (and avid Farmshine reader) in Ohio sent in a sizeable check to make this possible. He appreciates what he reads in Farmshine, and wishes to place our news and features into more hands.

Coincidentally, another farmer in the Buckeye State — whom we've never met — sent in the boldly printed message on this page and thereby helped to inspire this little project.

We've received countless wonderful compliments over the years, and this one from JMW ranks as one of our very favorites. Perhaps even our all-time favorite! Of course we agree with JMW of Ohio, because what he describes is precisely

what we aim to provide each week. We thank him most sincerely for acknowledging our efforts.

So without further ado, we invite you to add a name or two — or even three or more — to our subscription list. It doesn't matter where they live. We've been all across the country for decades already.

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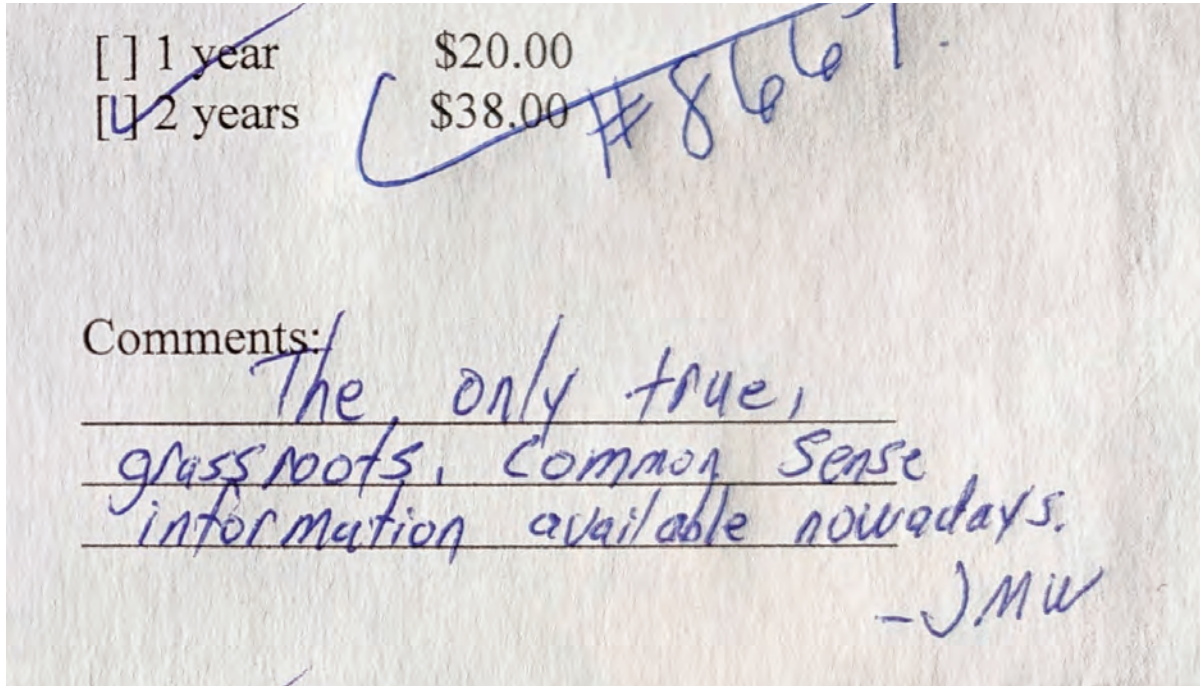
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When the people working so hard to make truthful facts available about whole milk — which often includes giving out free samples — they deserve all the support they can possibly get. That's why Farmshine didn't hesitate for even a second when we were asked. We are fully on board with 97 Milk's campaign to truthfully educate the public about whole milk. The same is true for all efforts to bring whole milk back into our schools. Together, we will stop the bureaucratic abuse of God's most perfectly designed nourishment option. Dan Martin, pictured, obviously agrees as he looks happy to hold up a copy of Farmshine at the 97 Milk booth at the recently concluded Keystone Farm Show in York.

Photo by Dieter Krieg

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The Honorable Robert Casey Jr.
393 Russell Senate Office Building
Washington, DC 20510

RE: The Whole Milk for Healthy Kids Act: S. 1957 by Senators Dr. Roger Marshall, Peter Welch

Dear Senator Casey,

As your constituents, we are seeking your cosponsorship of **The Whole Milk for Healthy Kids Act, S. 1957**. The House passed its version, H.R. 1147, in an overwhelming bipartisan 330 to 99 vote in December.

Your past support for food insecure families and meeting the nutritional needs of America's children has been appreciated. Therefore, we ask your support for this bill that allows schools the option of offering the choice of whole milk (3.25% fat) and reduced-fat milk (2% fat), unflavored and flavored. **This bill is not a mandate, it is about choice.** Currently, 95% of U.S. schools are enrolled in the National School Lunch Program, which in 2012 implemented rules that only fat-free and low-fat (1% fat) milk can be available to students during school hours.

Children receive two meals a day, five days a week, three-quarters of the year at school. Those experiencing food insecurity rely on school meals all year as their best opportunity for nutrition. This is a critical time to provide what milk delivers -- complete protein and 13 essential nutrients. When students aren't drinking the milk, they don't receive this nutrition. In fact, the Dietary Guidelines Advisory Committee (DGA) in 2020 admitted their recommended diets are insufficient in providing key essential nutrients, including three of the four nutrients of public health concern that milk provides: potassium, calcium, Vitamin D, which is fat soluble, needing the milkfat for proper absorption.

Over the past decade since these rules were implemented, national studies have shown a significant decline in student milk consumption and that milk is one of the most discarded items in school cafeterias. In 2019, a Pennsylvania conducted a trial. Whole milk was offered along with low-fat milk, resulting in a 52% increase in students taking the milk instead of refusing it and a 95% decrease in the average daily volume of milk thrown away. Furthermore, according to the latest National Survey of Children's Health at the CDC website, the percentage of 10- to 17-year-olds with BMI in the obese category, alone, increased nationally from 15.4% in 2006 to 19.7% in 2018. In 1970 to 1980, it was 5%. This doubled eight years after the Dietary Guidelines were born to 10% in 1988, then rose to 15.4% by 2006 after six years of USDA school lunch saturated fat restrictions were implemented. It then stabilized at just over 15% from 2008 to 2012, then grew to 19.7% by 2018 -- six years after whole milk was banned from school premises during school hours as part of USDA's implementation of the Smart Snacks rules. You can access more information about this, and a BMI study by a highly credentialed Pennsylvania school nurse, along with other cited information and a citizen's petition by scanning the QR code on this letter.

Scientific reviews now question the DGA recommendations to only consume low-fat dairy, but we as adults can choose. Children have growing minds and bodies, but are subjected to a federal mandate to only offer fat-free and low-fat milk during two meals a day, five days a week, three-quarters of the year at school. From the beginning, no studies on children were ever presented in the DGA process to support this restriction, and we see the consequences.

This has become an urgent matter for the nutritional health, welfare, and academic readiness of America's children and the economic health and welfare of America's rural communities and the integral dairy farm families who produce whole milk, not skimmed milk. We have lost a generation of milk drinkers, and children have missed a nutritious opportunity. This bill is about restoring the delicious choice of whole milk for children.

America's children, parents, schools and dairy farmers are counting on Honorable Senators, like you, who care about childhood nutrition and prioritize food insecure families. Please help our children thrive. For dairy farm families who work hard every day to produce nutritious, delicious whole milk, it is disheartening to see our nation's children continue to be denied this milk choice many prefer and therefore will benefit from.

The children of Pennsylvania thank you in advance for supporting this legislation allowing them to choose.

Sincerely,

The Grassroots Pennsylvania Dairy Advisory Committee

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Dairyman's Datebook

JANUARY 13, noon, Annual luncheon and meeting of the New Jersey State Holstein Association, Amwell Fire House, 22 County Road 579, Ringoes.

JANUARY 15-17, Georgia Dairy Conference, Marriott Savannah Riverfront Hotel & Conference Center, Savannah.

JANUARY 16, 8:30 a.m. Southern Maryland Grazing Conference, Calvert County Fairgrounds, 140 Calvert Fair Drive, Prince Frederick.

JANUARY 16, 9:30 a.m. Milk Quality Workshop, at the Ag Building next to the Franklin County Extension Office located at 185 Franklin Farm Lane, Chambersburg, Pa.

JANUARY 16, 10:30 a.m. Pennsylvania Holstein Association Central District meeting, at the PHA Office, 839 Benner Pike, State College.

JANUARY 17, 8:30 a.m. Western Maryland Grazing Conference, Garrett College Information Enterprise Center, 687 Mosser Road, McHenry.

JANUARY 17, 10:30 a.m. Pennsylvania Holstein Association Southeast District meeting at the Crossroads Family Restaurant, 4643 Pottsville Pike, Reading, Pa.

JANUARY 18, 8:30 a.m. Central Maryland Grazing Conference, New Midway Volunteer Fire Company, New Midway.

JANUARY 23, 9:30 a.m. Farm succession workshop, York HACC Building: 2010 Pennsylvania Ave., York, Pa.

JANUARY 23, 11 a.m. Premier Select Sires Customer Appreciation meeting, Shady Maple Smorgasbord, East Earl, Pa.

JANUARY 25-26, Northcentral Ohio Grazing Conference, Mt.

Hope Event Center, 8074 State Route 241, Mt. Hope.

JANUARY 27, Maryland Holstein Junior Jamboree, Carroll County Extension Office, 700 Agricultural Center Drive, Westminster.

JANUARY 30, 9 a.m. Franklin County Crops Day, Kauffman Ruritan Community Center, 7289 Ruritan Drive, Chambersburg, Pa.

JANUARY 30, 9 a.m. Kings' AgriSeeds informational meeting at The Rail Center, 224 Young Road, Lewisburg, Pa.

JANUARY 31, 8:45 a.m. R & J Dairy Consulting Dairy Seminar, featuring Dr. David Kohl and Dr. Paul Fricke, Shady Maple Smorgasbord, 129 Toddy Drive, East Earl, Pa.

JANUARY 31, 9 a.m. King's AgriSeeds informational meeting at Garden Spot Fire Company Station 1, 339 East Main Street, New Holland, Pa.

FEBRUARY 1, 9:30 a.m. Cornell Cooperative Extension NWN Dairy Day at The Chalet at East Hill Creamery, 346 Main Street South, Perry, N.Y.

FEBRUARY 1, 9 a.m. King's Agri Seeds informational meeting at Woodsmen of the World, 3045 John Wayland Highway, Dayton, Va.

FEBRUARY 1, 6:30 p.m. Taste of Maryland Agriculture Celebration at Live! Casino & Hotel Maryland at Arundel Mills, 7002 Arundel Mills Circle 7777, Hanover, Md. For more information, please call Gail Yeiser: 410-353-3069.

FEBRUARY 2, 9 a.m. King's AgriSeeds informational meeting at Middletown Fire Department, 1 Fireman's Lane, Middletown, Md.

FEBRUARY 2-3, noon to noon, New York Farm Bureau Young Farmers & Ranchers Leadership

Auction Guide

JAN. 9-JAN. 16, January NetAuction Edition 1, different locations. Sale managed by RTI Auctions.

JAN. 16, 9 a.m. King Farm Auction, Liitz, Pa. Sale managed by Tim Weaver Auction Service.

JAN. 17, 10:30 a.m. Dairy Cow & Heifer Sale, New Holland Sales Stables, New Holland, Pa. Sale managed by New Holland Sales Stables.

JAN. 18, 9 a.m. La-Foster Dairy Milking Herd & Springer Heifer Dispersal, Cleveland, N.C. Sale managed by Tradition Auction Services.

JAN. 19, 11 a.m. Special Dairy Sale, Fisher's Quality Dairy Sales, Ronks, Pa. Sale managed by Fisher's Quality Dairy Sales.

JAN. 19, 12 & 4 p.m. Special Driving & Draft Horse Sale, New Holland Sales Stables, New Holland, Pa. Sale managed by New Holland Sales Stables.

JAN. 19, 1 p.m. Monthly Consignment Dairy Sale, Kish Valley Dairy Sales, Belleville, Pa. Sale managed by Kish Valley Dairy Sales.

JAN. 22, 6 p.m. Woodmohr Northern Lights Online Dairy

Sale, cowbuyer.com. Sale managed by Wendy and Jon Schmidt.

JAN. 23-JAN. 30, January NetAuction Edition 2, different locations. Sale managed by RTI Auctions.

JAN. 25-JAN. 30, Estate of John Kasmer, Jr., NetAuction Edition 2, Elba, N.Y. Sale managed by RTI Auctions.

JAN. 25, 10 a.m. Special Dairy Cow & Heifer Sale, Brubaker's Quality Dairy Sales, Shippensburg, Pa. Sale managed by Brubaker's Quality Dairy Sales.

JAN. 26, 7:30 a.m. Horse Consignment Sale, Penns Valley Livestock, Centre Hall, Pa. Sale managed by Penns Valley Livestock.

FEB. 8-9, 10 a.m. Conrad Farms Reg. Holsteins Complete Dispersal, Grafton, Ohio. Sale co-managed by KIKO Auctioneers and Daniel Brandt.

FEB. 10, Pa. Holstein Convention Sale, Scranton, Pa. Sale managed by Pa. Holstein Association.

MARCH 23, DVU Green & Gold Spring Spectacular, Doylestown, Pa. Sale managed by Pa. Holstein Association.

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ARC/PLC enrollment open

WASHINGTON, D.C. — The U.S. Department of Agriculture (USDA) has announced that agricultural producers can now enroll in the Farm Service Agency's (FSA) Agriculture Risk Coverage (ARC) and Price Loss Coverage (PLC) programs for the 2024 crop year. Producers can enroll and make election changes for the 2024 crop year until March 15th.

For more information, contact your local USDA Service Center.

Event registrations, please

ITHACA, N.Y. — The New York Farm Bureau Young Farmers & Ranchers Committee will host the YF&R LEAP Conference on February 2-3, noon to noon, at Cornell University. The conference price is \$49.95 for NYFB members and \$69.95 for non-members and that includes an evening reception and a ticket to the Cornell vs. St. Lawrence hockey game. The hotel is an additional \$119, and reservations are due by Jan. 18 to get the special rate.

The conference is a great opportunity for young farmers to invest in themselves, increase their knowledge, and expand their network with other young farmers and agri-professionals who are passionate about agriculture.

To register for the conference, visit the NYFB events page at www.nyfb.org/events.

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Painterland Sisters embrace creativity, integrity, good taste

By SHERRY BUNTING
Special for Farmshine

WESTFIELD, Pa. — In the picturesque Endless Mountains of Tioga County, Pennsylvania, Hayley and Stephanie Painter launched Painterland Sisters organic Icelandic skyr yogurt in March 2022. It is made with milk from certified organic family farms, including Painterland Farm, the 450-cow dairy that is owned and operated by three generations of the Painter family.

Certified organic for 20 years, they are also working on their regenerative certification.

“It’s more or less how we have always farmed here, so why not certify?” says their Uncle Johnny.

The Painterland herd has always been primarily fed through grazing and are supplemented with other ration ingredients grown on the farm.

The sisters believe there is “great opportunity” for dairy despite the hoopla surrounding plant-based and ‘dairy-free’.

“The yogurt we’re making is a nutrient dense food, a good source of fat and is easy to digest for everyone,” says Hayley. It includes organic lactase enzymes, along with natural live culture probiotics to enhance the gut-friendly benefits.

The sisters were featured recently in *Good Housekeeping* and interacted with Pennsylvania Farm Show visitors in Harrisburg this week at their booth, selling their yogurt and highlighting some of the 2000 stores that stock it in nearly all 50 states.

They also do a good deal to promote dairy overall when talking about their yogurt.

“Not all fats are essential fats, but real dairy contains two essential fats that our bodies need,” Hayley explains. Similarly, milk contains protein that has all 9 essential amino acids, making dairy protein a “complete” protein.

Painterland Sisters yogurt is a whole fat yogurt, so it’s got these essential fats. The Icelandic-style skyr recipe is also higher in protein because each cup of finished yogurt has the protein equivalent of three cups of milk. The plain variety is highest in protein at 21 grams, with the flavored varieties clocking in between 16 and 21 grams of naturally complete protein. With the grazing the cows do, the yogurt has a fat profile that is rich in omega 3 fatty acids as well.

The Painters market their milk through Organic Valley and work out the supply details to include milk from other farms



Hayley (left) and Stephanie Painter interacted with consumers at their booth at the recent Pennsylvania Farm Show. They launched Painterland Sisters organic Icelandic-style skyr yogurt in March of 2022, and are already in 2000 stores in nearly all 50 states.

in the cooperative to grow the business. Working together with an expert artisan in this style of yogurt, and utilizing capacity at a dairy plant in Franklin County, Pennsylvania, the whole deal is truly PA Preferred.

In fact, Hayley participates on the Governor’s Team PA Board, among those selected by Ag Secretary Russell Redding to advise the administration on ways to energize agriculture and related businesses in the Commonwealth. The administration is looking to shape Pennsylvania agriculture through a combination of organic, regenerative, and renewable — to add value, especially since the majority of Pennsylvania farms are small to medium-sized farms and family operated.

“It’s nice to be part of that and to help them understand the challenges we face in this industry and the scalability and infrastructure hurdles in getting products from the dairy farms to the consumers, to help farmers create national dairy brands,” Hayley relates.

In other words, there are opportunities, and those opportunities require creativity, cooperation, infrastructure and seed-money.

Hayley graduated from Iowa State University with a degree in animal science and lives in Westfield while Stephanie is mother to two young children and lives in Lititz, Lancaster County. They saw dairy farms around the country getting larger while small and medium-sized farms were going out of business. Pennsylvania lost 300 dairy farms in 2022, alone.

They wanted to bring new ideas to their family’s farm so the multigenerational legacy can continue.

“We both grew up on our family farm alongside our 13 cousins and feel deeply connected to the land and the animals. As farmers, we now have the opportunity to take control of our own destiny by connecting directly with consumers,” writes Stephanie in a blog on their website.

It took them a while to sort through options of what to make when the sisters first stepped into this entrepreneurial venture. They looked at cheese and then settled on the Icelandic-style skyr yogurt that uniquely combines the protein, fat, and split-lactose to be lower in sugar. It has nothing artificial added, includes live culture probiotics, and has a creamy texture and taste.

The process to this point has been a labor of love with care taken in every detail from the packaging to the flavor selections that Hayley herself experimented with at home in her grandmother’s kitchen with family taste tests and trial-and-error. It is currently available in plain, vanilla, strawberry, meadow berry, blueberry-lemon and peach.

First year sales reached \$1.3 million in 2022, with their first full year of operation in 2023 on track to hit \$3.5 million.

As newbies to entrepreneurship, the sisters have turned to friends, distributors, and mentors to build the brand. They started with John F. Martin, a fourth-generation Lancaster County business, to get their product into regional shops.

“They gave us a chance. They were our first sale,” says Stephanie.

In July 2023, Painterland Sisters launched a “wefunder”

turn to page 9

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Artisan cheese from page 1

producing. Today, Sue and her family sell cheese at approximately seven farm markets per week. They also see a 30 percent increase in sales during the last quarter of the year from holiday cheese shipments and gift boxes.

“One thing I’ve learned from going to farmers’ markets is that the people in your community and the consumers you meet really do care about the dairy industry,” she shares. “Farmers just don’t really come across [these consumers], so they don’t know how much people really do care about the rural landscape across our state and the survival of small-town farms like ours.”

Sue described some of the skills that are critical to her role as a cheesemaker.

- Understand the milk you work with. “Knowing the milk is really important. As artisan cheesemakers, we’re not standardizing the milk like you would if it went into a big industrial plant. We’re embracing the milk as the herd changes, depending on where the cows are in their lactation or how the feed is changing.”

- Learn the science and technology behind cheese-making. “You can understand the milk, but if you don’t understand the technology behind making cheese, you’ll be lost.”

- Observe and pay attention. “Every load of milk that comes in here, I pull some of it and drink it every morning to see if I taste anything different. Randy and I meet every couple days to talk about the herd and if any of the feed is changing.”

- Listen to your intuition. “So much of what I do is intuitive. I know that sounds crazy since you have this science of cheese-making, but I really listen to my intuition – whether it’s what I’m going to make or whether I want to go to an event. Sometimes I do things that look like I shouldn’t be doing it, but my intuition says to go for it. It hasn’t really guided me wrong. I think it’s really important to listen to yourself.”

Sue says the collaboration between Pennsylvania cheesemakers, and the growth potential they see in the MidAtlantic region, make it an exciting business. Through organizations like the Pennsylvania Cheese Guild, creameries and farmers are finding ways to collaborate and work collectively to reach more consumers.

“Sometimes in a competitive marketplace, people aren’t always willing to [share their knowledge]. The cheese-making

world is very different. People want to see each other do well,” Sue explains. “I do think we’re at this point where we can see more growth happening in the state, and we can work together to build those consumers. There are a lot of people living in the MidAtlantic region that we can reach very easily with our products who know nothing about Pennsylvania cheese and Pennsylvania farms. I’m excited about it.”

For other dairy farmers who might want to get started with cheese-making, Sue says ensuring you have the right team in place is crucial.

“If somebody would have told me when I started that there should be somebody to manage the cows, somebody to make the cheese and somebody else to market it, I would have said, ‘No, I can do all that.’ You can do it for a little bit, but it’s hard,” Sue says.

“We started making cheese because we love cows, but I rarely get to milk or be with the cows. I spend all my days at the cheese room. So, if you’re going to make cheese, make sure you can do without that person to milk the cows or feed the calves. As you grow the business, it has to be someone who is really dedicated to the cheese-making side of the business to make it work.”

- To listen to the full podcast interview with Sue Miller, visit www.centerfordairyexcellence.org/podcast. The podcast is also available on Spotify, Apple Podcasts, and Amazon Music. With a new episode released each month, this interview is the second episode in the fourth season. The podcast was designed to share real-time farmer insight, tricks of the trade, and inspiring stories from dairies across Pennsylvania.

Alan Guebert’s book is available

URBANA—CHAMPAIGN, Ill. — Alan Guebert, whose Farm & Food File column appears periodically in *Farmshine*, has published a 152-page book about life “on the southern Illinois dairy farm of my youth.” His recollections will resonate with dairy farm families, no matter where they live.

The book’s title is the land of Milk and Uncle Honey and it describes “the good life at 50 cents an hour.”

“As authentic, honest and accurate portrayal of farm life on an American dairy farm in the last half of the 20th Century as you can find anywhere,” said Gene Logsdon, author of *Gene Everlasting: A Contrary Farmer’s Thoughts on Living Forever*.


Guebert’s family managed Indian Farm, a dairy operation on 700 acres of rich Illinois bottomland. Guebert’s heartfelt and humorous reminiscences depict the hard labor and simple pleasures to be found in ennobling work, and show that in life, as in farming, Uncle Honey had it right with his succinct philosophy for overcoming adversity: “the secret’s not to stop.”

Alan Guebert graduated from the University of Illinois in 1980 and has written the nationally syndicated column *The Farm and Food File* since 1993. His awards include Writer of the Year and Master Writer from the American Agricultural Editors’ Association. As of mid-2020, Alan and his wife, the lovely Catherine, live in Madison, Wis. He may be reached at www.farmandfoodfile.com.

The book can be ordered from University of Illinois Press, priced at \$17.95 per copy. To order, please call Steve Fast, 217-244-4689 or e-mail sfast@uillinois.edu

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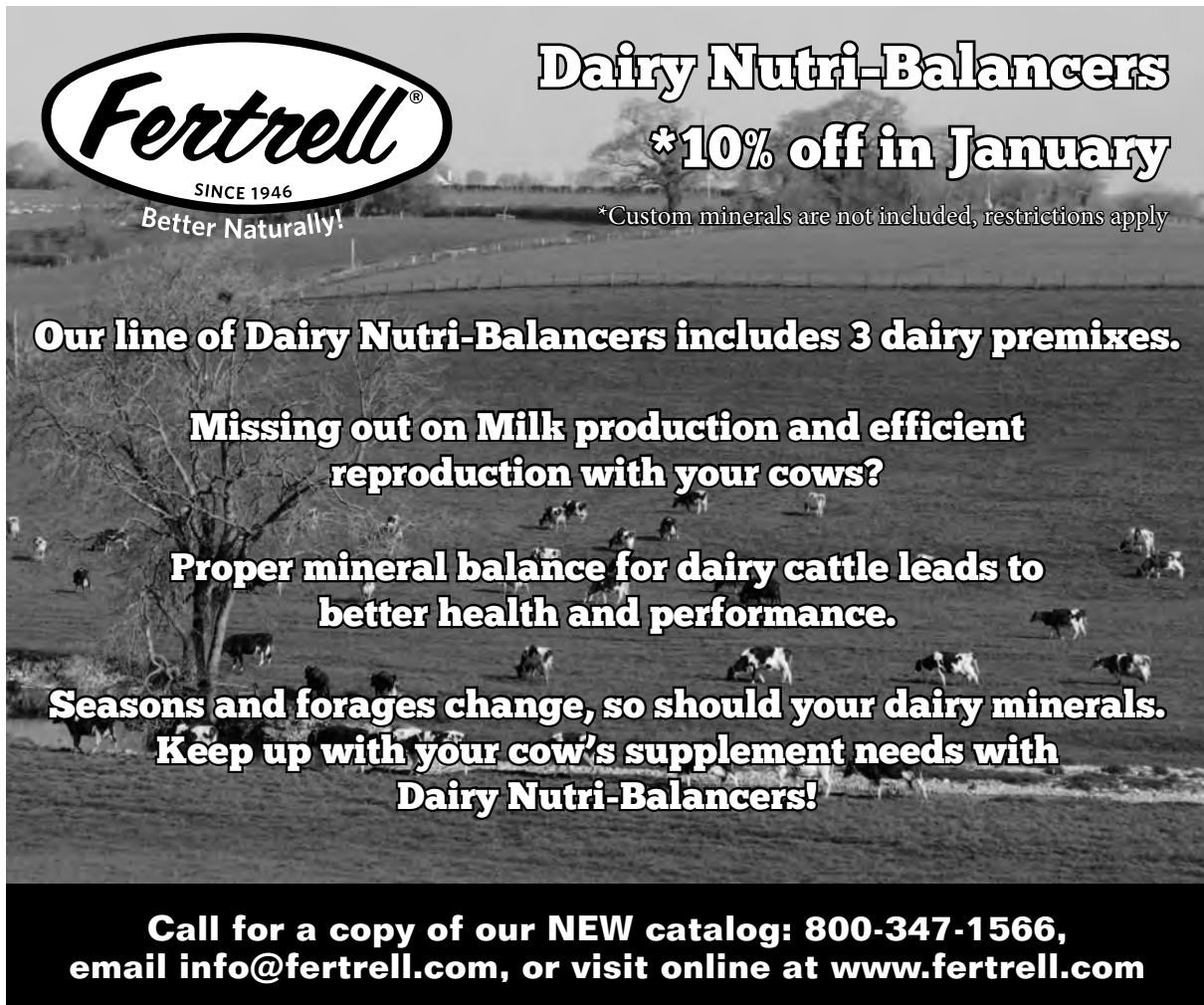
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Painterland _____ from page 7

Three generations of the Painter family farm 5000 acres and milk 450 cows. Being certified organic since 2003, the cows primarily graze and supplemental ration ingredients

are raised on the farm. As the next generation takes the road to entrepreneurship, Painterland Sisters yogurt was born. Photo by Sherry Bunting

campaign to raise \$1.2 million to accelerate growth and share future equity with their customers and followers. In less than four weeks, they had raised over \$300,000 from investors in amounts as small as \$100.

As of January 9, 2024, they're at \$950,000 raised for working capital to handle sales expenses and production, labor, marketing and other aspects of the brand's rapid growth trajectory.

While this yogurt is made from organic milk from grazing cows, and this is certainly part of the regenerative message in their branding and marketing, the Painter sisters are resolute in doing all of their messaging with "positivity."

"We want to be factual. Our friends and neighbors are not all organic," Hayley observes. "Consumers are more aware, and I believe that as farmers, we have more in common than we think -- even though there are differences in how we approach sustainability and profitability. If we are supportive to each other and more positive, farmers win and consumers win."

She says "one of the coolest things" on social media, with all of the phone-posting the savvy consumers do today, the sisters can connect in real time, to bring their product right into their customers' lives, and more easily debunk the anti-dairy crowd 'chatter' with a constant stream of dairy's real natural beauty.

In short, they bring their rapidly growing customer base right into their dairy-inspiring journey.

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Dec. protein up at \$1.45/lb, butter down at \$2.44/lb

USDA announced class and component prices for December. All components were higher than November's levels except for butterfat, down 48 cents from November at \$2.98/lb. Protein gained 13 cents at \$1.45/lb. Solids non-fat and other solids also continued higher for the second straight month.

All manufacturing class prices fell below November levels. December Class II milk at \$19.88 is \$1.33 lower than last month and \$3.23 lower than a year ago, and continues to be higher than the base Class I 'mover'.

Class IV at \$19.23 is \$1.64 lower than a month ago and \$2.89 lower than a year ago. Class III slipped nearly into the \$15's, announced at \$16.04 for December, \$1.11 lower than November and \$4.46 lower than a year ago.

House Farm Bill may address Class I while lengthy FMMO hearing is set to resume Jan. 16

During House Ag Chairman G.T. Thompson's Pennsylvania Farm Show listening session in Harrisburg Saturday, Jan. 6, the Class I mover price formula was brought up by Dave Smith, executive director of the Pa. Dairymen's Association. Thompson indicated that the House Ag Committee writing of the new Farm Bill is likely to include language restoring the previous 'higher of' formula for setting the Class I base price.

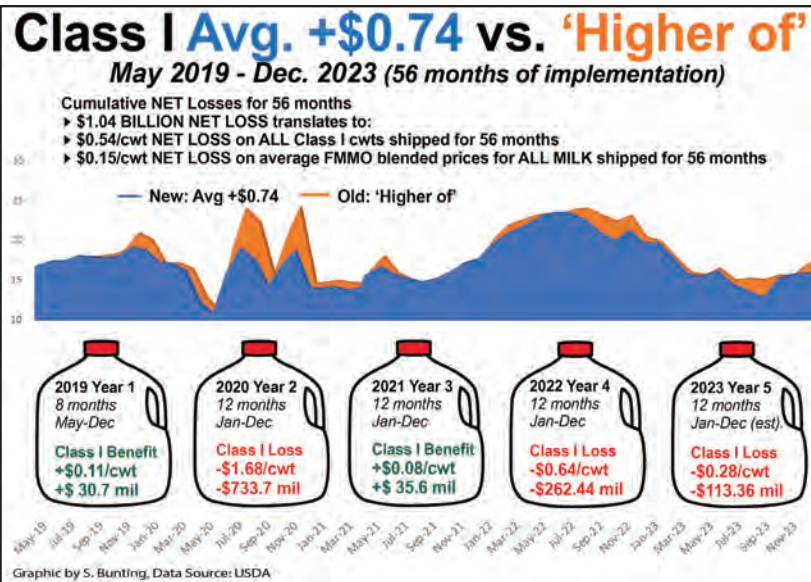
He said that the Class I change was made by Congress in the last Farm Bill, "so we should correct this, while still respecting the future outcome of the ongoing USDA hearing process."

The ongoing Federal Milk Marketing Order hearing that began in August and recessed on December 8 will reconvene on Tues., Jan. 16, 2024, at 8:00 a.m. at the 502 Event Center, 502 E Carmel Drive, Carmel, Indiana.

The Class I price mover formula is a key piece of the hearing as dairy farmers have collectively lost over \$1 billion in Class I value, alone, due to the change from the 'higher of' to an aver-

Milk Market Moos

by Sherry Bunting
agrite2011@gmail.com



aging formula that was implemented in May 2019. Proposals on processor make allowances, milk component level updates, as well as other federal milk pricing proposals are part of this comprehensive federal milk pricing hearing.

When it resumes Tuesday, the Class I discussion that includes proposals for raising (or lowering) Class I location differentials will pick up where it left off.

If the hearing is not completed by Jan. 19, it will reconvene at 8 a.m. ET on Mon., Jan. 29, 2024, at the same location.

The hearing will be held from 8:00 a.m. until 5:00 p.m. each weekday.

The livestream can be viewed while in session at <https://www.zoomgov.com/j/1604805748>

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As this lengthy hearing drags forward the timetable for any changes recommended by USDA to be implemented well into 2025, it's worth noting that attorneys for IDFA and the Milk Innovation Group are taking time to build a record that could be used for legal challenges later in further attempts to address proposals USDA did not include in the scope of this hearing.

Furthermore, futures hedging, DRP and other risk management practices are said to be affected by some of these proposals, so implementation of some changes USDA could recommend may be further delayed to avoid complications and liability on risk management contracts and DRP / LGM coverages.

Milk futures mixed, divergence continues

Class III milk futures were mixed with most months a bit lower than last week on Wednesday's close; however February and March contracts gained back all of the last two weeks of losses for those months, up 50 to 75 cents per cwt. compared with the previous Wednesday.

Class IV contracts were steady to modestly higher across the first half of the year and general steady to a dime lower in the second half of the year.

On the close Wed., Jan. 10, Class III futures for the next 12 months (Jan-Dec 2024) averaged \$17.61, up 9 cents from the previous Wednesday.

Class IV on Wednesday's close averaged \$19.70 for the 12 months of 2024, up 2 cents.

At the levels where milk futures markets closed Wednesday, the January through April Class III contracts are \$2 to \$4 lower than Class IV with the balance of the year hovering around the \$1.42 per cwt. 'magic number' - meaning the futures markets are currently indicating Class I fluid milk value losses in farm mailbox prices will continue well into 2024 under the Class I 'averaging' formula vs. the previous 'higher of' formula.

Spot dairy products gain, but butter melts

The CME spot cash dairy product markets were higher again this week, except for spot butter prices as they continue to melt down erratically since the October record highs. Nonfat dry milk and dry whey continue making steady gains higher while the spot cheese price finally made a turnaround higher.

Spot butter, at \$2.5675/lb, lost all of last week's gain and then some, down 12 cents from the previous Wednesday with zero loads trading. Sales transacted earlier in the week dipped to \$2.53/lb, and bids moved up nearly 4 cents at midweek but met no offers and no trades. Grade A nonfat dry milk gained a penny per pound, pegged at \$1.1925/lb with 2 loads trading.

On the Class III side, 40-lb Cheddar blocks jumped a nickel in the midweek session when the price pegged at \$1.56/lb, up 11 cents from a week ago with 3 loads trading. The 500-lb barrel price at \$1.48/lb gained 3 cents with 14 loads changing hands. Dry whey added 3-cents, pegged at 43 cents/lb on zero loads.

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Cornerstone Dairy Academy applications are due Jan. 31

WISCONSIN DELLS, Wis. — The application deadline for Cornerstone Dairy Academy® (presented by the Professional Dairy Producers® (PDP), is January 31. The three-pillar leadership-development program will be held Mar. 12-13, in Wisconsin Dells, and simultaneous translation into Spanish will be available for all sessions.

Cornerstone participants will select one of three leadership pillars – influential, visionary or servant – each designed to incorporate peer-to-peer networking and interaction, and led by world-class experts. The first day of the program will be facilitated at Chula Vista Resort in Wisconsin Dells on March 12. The second day of the program will task participants with employing their skills in real time while attending the PDPV Business Conference on March 13 at the Kalahari Resorts.

Attendees in the Influential Leadership pillar will discover their behavior types, better understand generational differences and the correlating communication methods, master first im-

pressions with courtesy and confidence, and more. Through interactive sessions and opportunities to practice new skills, they will learn to model thankfulness and gratitude and invite contributions and collaborate with team members.

Those participating in the Visionary Leadership pillar will learn more about the attributes of integrity, ethical decision-making, observing global trends to discover opportunities early, planning strategically with the use of economic-indicator tools and more. They will not only develop a clear purpose and vision for the future, but also the plan to get there.

Attendees in the Servant Leadership pillar will learn the value of organizational focus and working as a team, the power of hospitality and customer service, the blessings of a positive, productive work culture and more. This pillar is facilitated by Tom Thibodeau, distinguished professor of Servant Leadership at Viterbo University, who will help attendees lead with passion and a commitment to growing people's abilities and building communities.

Previous attendee Casi Long of Doodle-A-Long Farms near Spring City, Pennsylvania says: "One of the things I learned is that if you want to successfully create a path for people to follow, you must first be a good listener."

Cornerstone Dairy Academy is application-based to preserve the quality and level of interaction. Applications are due by Jan. 31 and available at <https://pdpw.org/cornerstone-dairy-academy/>. Contact PDP at 800-947-7379 with questions.

Upon acceptance to the program, students and dairy producers pay \$200 to attend; allied industry members pay \$500. Support from Dairy's Foundation and State Farm Insurance covers the balance of program fees, including meals. PDP will reimburse participants \$50 per night for hotel lodging up to a maximum of two nights or \$100.

Cornerstone Dairy Academy is an accredited training and offers Dairy AdvanCE continuing education units (CEUs). Visit www.DairyAdvance.org to learn more or secure credits.

In Perry on February 1st

NWNY Dairy Day slated

PERRY, N.Y. — Cornell Cooperative Extension's NWNY Dairy Day will be held on Thursday, February 1, from 9:30 a.m. to 2 p.m. at The Chalet at East Hill Creamery, 346 Main Street South in Perry. The theme is "Udderly Sustainable and Resilient".

Topics to be presented include:

- Feeding Strategies for Methane Mitigation by Dr. Sarah Morrison, Miner Institute;
- Carbon Credits and Manure Management, by Lauren Ray, Cornell CALS PRO-DAIRY;
- Dairy Specialist Apprenticeship, by Jay Canzonier, Cornell Ag Workforce Development;
- Panel on "Implementing Sustainable Practices On-Farm" featuring Josh Peck of El-Vi Farms.

Registration is \$40 per person, and includes lunch provided by Old Souls Catering.

To register, visit: <https://nwnyteam.cce.cornell.edu/event.php?id=2212> or contact Ashley Knapp at 585-343-3040, extension 138 or nwnyteam@cornell.edu. Online registration closes January 26 to help with meal count, though walk-ins will be welcome.

Sponsorship opportunities are also available: https://nwnyteam.cce.cornell.edu/sponsor_new_event.php?event_id=2212

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CDE to share: “Dairy Performance Indicators – Where PA Stands”

HARRISBURG, Pa. – The Center for Dairy Excellence will host a special edition of its monthly “Protecting Your Profits” webinar on Friday, January 19, starting at noon. Titled “Dairy Performance Indicators – Where PA Stands” and led by Jayne Sebright, executive director at the Center, the webinar will feature Rob Goodling from Horizon Farm Credit

Goodling will share 17 performance indicators that have been gathered and analyzed by Horizon Farm Credit, Penn State Extension, and the Center as part of a joint project. A total of 220 herds of various sizes make up the data set in the findings that Goodling will share in the webinar. Ranging from herd performance metrics to financial performance met-

rics, the performance indicators can help Pennsylvania dairy farm families and the industry representatives who support them to compare their individual dairy performance against the “state” average.

Sebright will also review current data and updates about the milk marketplace to guide decision-making and risk management strategies in 2024. Individuals can join the live discussion via conference call or webinar format. The recording will be released after the event.

“Diving deeper into these general performance indicators can help us determine what areas the Pennsylvania dairy industry should focus on to improve their operations,” said Sebright. “Rob and the rest of the team involved in this project have compiled an impressive collection of data, and I’m looking forward to diving deeper into some of their findings during this special ‘Protecting Your Profits’ discussion. Especially at the start of a new year, when many dairy producers and their consultants are looking at year-end financials and making decisions for 2024, these performance indicators can be a great tool to see where you stand.”

Along with herd performance and profitability indicators, Goodling will share other financial indicators, such as current ratio, equity-to-asset ratio, operating expense ratio, and debt to EBITDA ratio, to help producers examine their performance and financial management strategies in the new year.

Goodling is an agricultural business consultant with Horizon Farm Credit in the Lewisburg office. He has over 18 years of experience helping producers understand their farm business records and analyses to grow their operations. His specialties include financial business analysis, cost of production analysis, cash flow planning and budgeting, QuickBooks consultation and troubleshooting, dairy record evaluation, and team facilitation.

In addition to the performance indicators discussion, Sebright will share the latest Class III and IV futures milk price forecasts as well as an update about risk management programs such as the Dairy Margin Coverage (DMC) program. The DMC program is expected to open in early 2024.

“Soon USDA will open the enrollment period for the 2024 Dairy Margin Coverage Program. In the life of the Farm Bill since DMC was introduced, the program has provided more than \$57,800 in net benefits for every 1 million pounds protected. That has been a significant boost for the farmers who enrolled in this margin-based insurance program,” Sebright shared. “During the webinar, I will share updates about this risk management program and how producers can utilize it throughout 2024.”

To join the risk management discussion and access the information in a format that is most convenient for you, the Center offers the series in a webinar, podcast, and conference call format. There is no cost to participate in the monthly ‘Protecting Your Profits’ discussion, and no registration is necessary.

- **Webinar format:** Visit www.centerfordairyexcellence.org/JanuaryPYP on Friday, January 19 at noon to launch the webinar and watch live. Follow the Center on Facebook or YouTube to watch a live stream on social media.

- **Conference call format:** Individuals who prefer to connect via conference should dial the following numbers on Friday, January 19 at noon: Dial: 1-301-715-8592

Meeting ID: 850 2358 8630

Passcode: 850577

- **Podcast format:** Visit www.centerfordairyexcellence.org/pyp to listen to a recording of the “Protecting Your Profits” discussion in podcast format and subscribe to get notified when new episodes are released. The episode is expected to be published after the live webinar and conference call are concluded.

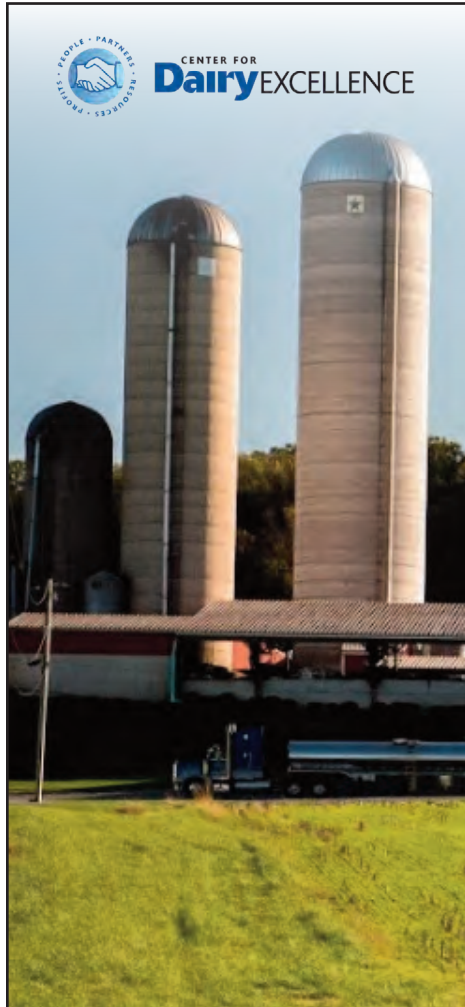
For more information, call 717-346-0849 or email Sebright at jsebright@centerfordairyexcellence.org

\$1 million grant aimed at improving feed efficiency

WEST LAFAYETTE, Ind. – A team of Purdue University researchers has received a \$1 million grant from the U.S. Department of Agriculture’s National Institute of Food and Agriculture to improve feed efficiency and consistency on dairy farms by using automated video analytics systems. The grant is among \$9.6 million in recent NIFA investments supporting 12 projects in animal innovation systems.

“Feed costs are the No. 1 cost for dairy farmers. In order to make improvements on feed efficiency, we have to provide feedback to farmers close to in real time,” said Jacquelyn Boerman, associate professor of animal sciences. “If we can improve the consistency of that feed and we know what individual cows are eating, we’re going to manage that feed better. That has economic implications for dairy farmers.”

The dairy industry aims to become carbon neutral by 2050 via various approaches, including modifying the environment of the cow rumen and managing manure to reduce methane emissions. Boerman’s team will focus on enhancing dairy cow efficiency by providing them with consistent feed and measuring how much they eat.



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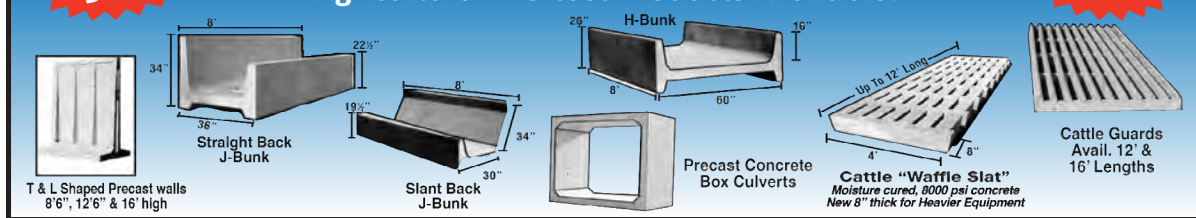
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'Organic' opportunities boosted through Rodale and a fair

ALLENTOWN, Pa. — The Great Allentown Fair Foundation is partnering with the Rodale Institute of Kutztown, Pa., to provide educational opportunities through the Rodale Institute's Virtual Campus. Courses include Transition to Certified Organic Agriculture, Transition to Organic Livestock Production, Getting Your Organic Certification and Hobby Beekeeping.

"We are thrilled to partner with Rodale Institute – it's amazing how they consistently share their decades of expertise and knowledge. Now, with classes online, it makes agricultural education available to anyone and everyone. We wanted to incentivize interest from within our Lehigh Valley community to enable more access to Rodale's wealth of resources because agriculture is not just important to our community, but also to our overall well-being," said Bill Steele, chairperson of the Community Outreach Committee of The Great Allentown Fair Foundation, Inc.

Applicants do not need to apply for the scholarships, as they will be chosen directly from the Rodale Institute upon successful completion of one or more eligible courses. More

Succession workshop set for Jan. 23 in York

YORK, Pa. — A farm succession workshop will be held on January 23 at the York HACC Building, 2010 Pennsylvania Ave., from 9:30 a.m. - 3 p.m. in person only.

Professionals will be providing valuable information to farm owners who want to ensure the farm is transitioned to the next generation.

The workshop is presented by PA Farm Link, in collaboration with Northeastern Risk Management Extension. PA Farm Link, a non-profit dedicated to "Linking Farmers to the Future", will provide information on various aspects of creating a Farm Business Succession/Transition plan. Often farm families discuss passing the farm business to the next generation, but get "stuck" on how to proceed. These workshops will help work through some of the myths and stumbling blocks of moving forward with a farm succession and transition plan.

Speakers and topics include:

- Dave Marrison, Ohio State University Extension: *Farm Succession Planning*
- Rob Goodling, Horizon Farm Credit: *Financial Considerations*
- Jody Anderson-Leighty, Stock & Leader: *Legal Perspectives*
- TBA: Farmer panelists
- Darlene Livingston: *Family communications*

Speakers will answer participant's questions and plan next steps. A farmer panel will also take place during the farm succession workshop to discuss farm succession with families who have previously gone through the process.

A copy of: "Planning the Future of Your Farm" Pennsylvania Edition and lunch will be provided for all registrants.

Registration is required and may be completed online at <https://pafarmlink.org/register-fsw-2024/> or by calling (717) 705-2121.

Holstein Association USA names top BAA herds

BRATTLEBORO, Vt. — Holstein Association USA has announced the top Holstein Breed Age Average (BAA%) herds for 2023 classifications. Members who use the Classic or Standard options of the Holstein classification program receive an overall BAA for their herd.

"Breed Age Average values factor in the age of an animal and their stage of lactation at the time of classification, putting cows of all ages on a similar playing field," says Holstein Association COO Lindsey Worden. "Achieving recognition as a top BAA herd is a significant accomplishment – congratulations to all Registered Holstein breeders who earned a spot on these lists."

For the year just ended, 951 herds had a BAA value eligible for inclusion in these lists. The average number of cows included in the BAA calculation for the entire group was 67, and the average BAA% was 108.0. Herds must have a minimum of 10 cows to be included for calculation on the list.

- **Matthew T. Mitchell** of Tennessee and
- **Triple-T-Holsteins** in Ohio tied for the top spot on the 2023 highest overall BAA list with a BAA of 115.6. Rounding out the top five spots on the list are Conant Acres, Inc., Maine; Prestige Genetics, Illinois; and G. Alpheus Stoltzfus, Pennsylvania, all with BAAs of 115.0 or higher.

Lists are broken down in several different ways to recognize members across the country with herds of all sizes. Lists of the Overall Top 200 BAA Herds, Top 25 BAA Herds by Region, Top 25 BAA Herds by Herd Size, and Top 15 BAA Herds for Colleges & Universities can be viewed at www.holsteinusa.com

Find the page under the Popular List section on the homepage or directly at https://www.holsteinusa.com/programs_services/baa_lists_2023.html

information about the eligible classes can be found at the Rodale Institute's Virtual Campus: courses.rodaleinstitute.org

The Rodale Institute, a 501(c)(3) nonprofit, is dedicated to growing the regenerative organic agriculture movement through rigorous research, farmer training, and education. The Institute's groundbreaking science and direct farmer-sup-

port programs serve as a catalyst for change in farming and food production worldwide. Over its 75-year history, Rodale Institute has proven that organic farming is not only viable but essential to humanity's survival.

Please visit: RodaleInstitute.org for additional information about Rodale Institute.



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 —MG, 2015



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 —Thanks to the Nutra-Glo™ company!
 —Mayville, NY - 2015



PENNSYLVANIA NO-TILL ALLIANCE

SOIL HEALTH MEETINGS

FREE to Members • \$20 for Non-Members • \$25 Late Registration (after January 16)

January 23, 2024

Lancaster Farm & Home Center
(1383 Arcadia Rd, Lancaster)


January 25, 2024

Normandy VFW Banquet Hall
(5550 East State St, Hermitage)

PROGRAM FOR BOTH MEETINGS


8 am	Registration & Visit Exhibits
8:45 am	Welcome & Announcements
9 am	Keynote Presentation, <i>Jill Clapperton</i>
10 am	Can No-Till Be Successful in Heavy Clay Soils? <i>Speaker / Panel Discussion</i>
11 am	How (and WHY) We Manage Soil Health on Our Farms <i>Farmer Panel</i>
12 pm	Lunch & Visit with Exhibitors, followed by Sponsor Remarks
1:15 pm	Applying Soil Health Principles to Your Farm, <i>Jill Clapperton</i>
2 pm	What Are We Trying That's New or Different? <i>Farmer Panel</i>
3 pm	Funding Updates, <i>Doug Wolfgang, State Conservation Commission</i>
3:30 pm	Local Agency Updates
3:30 pm	Closing Comments & Adjournment

January 23
EASTERN PA



To Pre-Register,
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jhowes@pennag.com

January 25
WESTERN PA





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DECEMBER 2023

Adams County

HILLCREST DAIRY	312 HO	24642	984	765
SPUNGOLD HOLSTEINS	95 XX	21466	872	675
KENNETH WENGER	234 XX	19375	929	652
HERDS WITH A RHA SCC LESS THAN 200,000				
SPUNGOLD HOLSTEINS	XX	117	95	

Armstrong County

SCOTT BOWSER	93 HO	26909	987	848
SHIREY FARM	445 HO	22249	823	684
SHIREY FARM	415 HO	22230	826	684
SHIREY FARM	24 HO	21458	756	659
LARA WILSON SHIELDS	29 HO	19227	742	619
HERDS WITH A RHA SCC LESS THAN 200,000				
LARA WILSON SHIELDS	HO	154	29	

Beaver County

WALLACE CITY FARM	53 HO	19651	789	643
FISCHERS WINDY RIDGE	29 JE	16383	785	607
BREEZE RIDGE FARM LLC.	76 BS	17953	735	587
BREEZE RIDGE FARM LLC.	76 BS	17953	735	587
HERDS WITH A RHA SCC LESS THAN 200,000				
BREEZE RIDGE FARM LLC.	BS	97	76	
BREEZE RIDGE FARM LLC.	BS	97	76	
FISCHERS WINDY RIDGE	JE	132	29	

Bedford County

MANOR MEADOWS FARM	96 HO	19072	738	611
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Berks County

DAVIEW FARM	66 HO	30491	1228	987
SUNRISE FARM	44 HO	30389	1193	912
CYRUS & JENNY GEHRINGER	98 HO	29768	1120	901
MERLIN & CRYSTAL GOOD	86 HO	28326	1119	891
EARL HAFER & SONS	229 HO	28916	1042	879
SHAYNAH KEE FARM	79 HO	28834	1101	873
DON & AMY RICE	91 HO	28338	1076	850
ADAM NOLT	40 HO	26897	1065	844
DON & AMY RICE	104 HO	27386	1051	828
NORTHKILL CREEK FARM	117 XX	25667	1035	819
MARTIN & MISSY MOYER	72 XX	27563	934	819
SCATTERED ACRES, INC.	390 HO	26416	1045	818
WALNUTRIDGE HOLSTEIN	118 HO	25634	1053	812
LARRY GRUMBINE	162 HO	25666	1070	809
BRYAN YOUNKER	106 HO	25064	984	807
MICHAEL HAAG	88 HO	25660	1080	806
JAY GRUBE	89 HO	25444	1025	796
MARK A. KIEFFER	71 HO	24508	974	796
KIRBYVILLE HOLSTEINS	98 HO	24614	1036	792
WAY HAR FARMS	265 HO	24918	998	770
JAMES & JAN ADAM LLC.	143 HO	23049	784	762
WHIRLWIND ACRES	165 HO	24165	950	757
WAY HAR FARMS	288 HO	24170	970	749
ARLAN KRICK	113 HO	25173	930	746
DAVID WOLFSKILL	336 HO	25230	1190	745
J. & MONICA HUNSBERGER	58 HO	23290	899	733
KAIN HOLSTEINS	77 HO	22806	950	729
OLEY TURNPIKE DAIRY	178 HO	22330	942	727
ARDOUNIE FARM, INC.	171 HO	21921	942	726
DON & AMY RICE	13 XX	20708	873	677
SHOW TOP FARMS	195 HO	22035	926	675
KAIZEN HOLSTEINS	22 HO	21891	934	667
JUSTIN & RENEE TROUTMAN	109 HO	19910	797	656
BEN & CAIT ROHRBACH	52 HO	21419	824	648
R LOST CREEK FARM	69 HO	19956	800	624
FURNACE STREAM FARM	37 HO	18271	673	570
HERDS WITH A RHA SCC LESS THAN 200,000				
DON & AMY RICE	XX	65	13	
NORTHKILL CREEK FARM	XX	119	117	
MICHAEL HAAG	HO	123	88	
DON & AMY RICE	HO	126	104	
CYRUS & JENNY GEHRINGER	HO	127	98	
DON & AMY RICE	HO	132	91	
SUNRISE FARM	HO	134	44	
MERLIN & CRYSTAL GOOD	HO	135	86	
LARRY GRUMBINE	HO	146	162	
ADAM NOLT	HO	148	40	
SCATTERED ACRES, INC.	HO	152	390	
SHAYNAH KEE FARM	HO	153	79	
J. & MONICA HUNSBERGER	HO	156	58	
JUSTIN & RENEE TROUTMAN	HO	169	109	
WAY HAR FARMS	HO	176	265	
WAY HAR FARMS	HO	181	288	
DAVIEW FARM	HO	184	66	
BEN & CAIT ROHRBACH	HO	188	52	
KIRBYVILLE HOLSTEINS	HO	190	98	

Bradford County

YRUM FARM #1	1031 HO	28442	1252	952
GLENORA RIVER ACRES	279 HO	25192	1008	771
ALLFORD, JOHN & HOLLY	57 HO	24509	965	768
WALKER DAIRY	67 HO	22480	856	723

CHAMPDALE FARM	116 HO	23241	908	713
NATE JUDSON	46 HO	20663	864	666
JAMES & GABRIELLE SHEDDEN	87 HO	21939	803	660
PETE SWAIN	32 JE	17076	842	627
WM CAR WMS FARMS	86 HO	19328	792	613
PECK HILL FARMS	170 HO	19099	790	605
J & C ACRES	34 HO	21245	778	605
REAGAN FARMS	70 HO	18570	721	583
WILLIAM & GRETCHEN S	62 HO	18048	737	577
ROBIN & RYAN KINGSLEY	52 XX	16862	626	521
HERDS WITH A RHA SCC LESS THAN 200,000				
J & C ACRES	HO	64	34	
GLENORA RIVER ACRES	HO	132	279	
ALLFORD, JOHN & HOLLY	HO	157	57	
JAMES & GABRIELLE SHEDDEN	HO	165	87	
WM CAR WMS FARMS	HO	171	86	
NATE JUDSON	HO	187	46	

Bucks County

BRENDA & JIMMY HARRIS	63 HO	25120	1099	797
HERDS WITH A RHA SCC LESS THAN 200,000				
BRENDA & JIMMY HARRIS	HO	110	63	

Butler County

THIELE FARM	49 HO	27765	1101	837
HARTZELL FARM	279 HO	27240	996	836
DROVERS INN	146 HO	26067	1032	823
MIKE & ANETTE SCHIEVER	154 HO	25576	1030	798
UNDER GRACE DAIRY	51 HO	26900	940	794
JAY RENO	26 HO	19395	727	596
HERDS WITH A RHA SCC LESS THAN 200,000				
UNDER GRACE DAIRY	HO	149	51	

Cambria County

BRENT LOWMASTER	177 HO	27655	1072	881
VALE WOOD DAIRY	282 HO	26695	1054	851
BARR RIDGE FARM LLC.	182 HO	22827	936	761
HERDS WITH A RHA SCC LESS THAN 200,000				
VALE WOOD DAIRY	HO	98	282	
BARR RIDGE FARM LLC.	HO	171	182	

Centre County

MURMAC FARMS	1904 HO	32149	1346	1014
PENNDILL FARMS	84 HO	28842	1142	884
PENN STATE UNIVERSITY	260 HO	27843	1150	883
TODD E. & GREG T. WOOMER	71 HO	27558	1221	850
S. & J. SWARTZ	72 HO	26374	1096	826
KENNETH C. GEPHART	65 HO	25753	1034	805
HAAGEN FARM	39 HO	25094	1071	791
JACHAR FARM LLC.	125 HO	25246	1237	789
MITCHELL BROWN	61 HO	23810	985	733
ROD & BIL BRUSS	49 HO	22500	870	719
NITTANY RIDGE HOLSTEINS	69 HO	23224	893	700
HAROLD E. HARPSTER	57 JE	18661	1120	682
GLEN & LOIS MILLER	53 HO	20518	817	632
LEROY STOLTZFUS	41 HO	18407	672	546
HERDS WITH A RHA SCC LESS THAN 200,000				
MURMAC FARMS	HO	128	1904	
LEROY STOLTZFUS	HO	132	41	
PENN STATE UNIVERSITY	HO	144	260	
HAAGEN FARM	HO	162	39	
S. & J. SWARTZ	HO	175	72	
MITCHELL BROWN	HO	195	61	
TODD E. & GREG T. WOOMER	HO	199	71	

Chester County

ROY & RUTH ANN BENDER	132 HO	34703	1386	1069
ROY & RUTH ANN BENDER	220 HO	33120	1318	1016
WALMOORE HOLSTEINS	1060 HO	31972	1229	1001
ROY & RUTH ANN BENDER	88 HO	30777	1216	938
KING DAIRY LLC.	159 HO	28780	1172	893
ONE WAY HOLSTEIN	151 HO	28954	1147	890
DREAM RIDGE HOL. LLC.	81 HO	27456	1080	842
MARSHAK DAIRY (NBC)	185 HO	25886	1088	811
HERBETH FARMS	65 HO	24893	981	776
BROOKVILLE FARMS	73 HO	25041	986	757
MAPLE HALL	68 HO	23684	792	719
DUANE STOLTZFUS	52 HO	19292	780	620
HERDS WITH A RHA SCC LESS THAN 200,000				
MARSHAK DAIRY (NBC)	HO	79	185	
ROY & RUTH ANN BENDER	HO	93	88	
ONE WAY HOLSTEIN	HO	118	151	
ROY & RUTH ANN BENDER	HO	125	220	
WALMOORE HOLSTEINS	HO	125	1060	
ROY & RUTH ANN BENDER	HO	145	132	
BROOKVILLE FARMS	HO	170	73	
MAPLE HALL	HO	192	68	

Clarion County

HENRY FARMS OF KNOX LLC.	97 HO	26405	1031	824
HERDS WITH A RHA SCC LESS THAN 200,000				
HENRY FARMS OF KNOX LLC.	HO	81	97	

Clearfield County

KENNIS DAIRY FARMS	97 HO	26514	1067	866
HICKS DAIRY	222 HO	20660	827	667

Clinton County

SCHRACK FARMS	1420 HO	27353	1091	868
MEYER DAIRY FARM LLC.	246 HO	25391	996	801
SCENIC MEADOWS FARM	52 HO	23814	1147	722
STEPHEN F. & SADIE G. LAPP	54 HO	21180	792	647
HERDS WITH A RHA SCC LESS THAN 200,000				
MEYER DAIRY FARM LLC.	HO	66	246	
STEPHEN F. & SADIE G. LAPP	HO	113	54	

Columbia County

DENNIS WOLFF	11 HO	26777	1037	892
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Crawford County

TRCP FARM LLC.	10 BS	25852	1096	899
TRCP FARM LLC.	69 HO	28311	1078	891
TRCP FARM LLC.	93 HO	27493	1070	883
FOSTERS FAMILY FARM	106 HO	25472	1130	851
TRCP FARM LLC.	14 XX	24538	1010	831
JOSEPH M. VORISEK	62 XX	24607	969	781
HERDS WITH A RHA SCC LESS THAN 200,000				
FOSTERS FAMILY FARM	HO	108	106	
TRCP FARM LLC.	HO	129	69	
JOSEPH M. VORISEK	XX	165	62	
TRCP FARM LLC.	HO	170	93	

Cumberland County

BRYMESSER FARMS	255 HO	30767	1326	989
MATHEW WEAVER	98 HO	26511	1060	842
LEHMAN VIEW FARMS LLC.	98 HO	23782	953	734
J&S DAIRY	84 XX	20886	803	685
HENSEL	81 HO	19816	845	654
FOUNTAINVUE	92 HO	18534	703	586
HERDS WITH A RHA SCC LESS THAN 200,000				
BRYMESSER FARMS	HO	101	255	
MATHEW WEAVER	HO	128	98	
HENSEL	HO	135	81	
LEHMAN VIEW FARMS LLC.	HO	152	98	

Dauphin County

STONEY LAWN FARMS	169 HO	27578	1030	849
LEHMANSTEAD FARMS	161 HO	23629	986	769
TY & TRACY LONG	129 HO	24574	1018	751
ISAAC LEE ZOOK	48 HO	22236	865	661
HERDS WITH A RHA SCC LESS THAN 200,000				
TY & TRACY LONG	HO	145	129	

Elk County

PIERRE PONTZER	88 HO	20661	848	645
PAUL SWANSON	66 HO	17574	718	550
HERDS WITH A RHA SCC LESS THAN 200,000				
PIERRE PONTZER	HO	116	88	

Erie County

TWIN CREEKS FARM LLC.	535 HO	27433	1103	852
LIND FARM	65 HO	22553	934	734
KIDSTREAT	126 HO	21211	888	693
PALNEL FARM	130 HO	19010	814	625
CARL SYMANSKI	39 HO	13405	645	509
CARL SYMANSKI	51 HO	13545	647	507
HERDS WITH A RHA SCC LESS THAN 200,000				
CARL SYMANSKI	XX	143	11	
TWIN CREEKS FARM LLC.	HO	162	535	
ROGER GILKINSON	XX	181	40	

Franklin County

WINDY KNOLL FARM	107 HO	28763	1157	934
DAVID BRICKER	63 HO	30197	1119	913
ROBERT N. BRECHBILL	779 HO	28311	1058	896
GUILBERT FARM	218 HO	27298	1074	876
MIDDOUR FARMS LLC.	129 HO	27205	1116	874
PECKMAN HOMESTEAD	98 HO	27073	11	



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MARLIN SHARON CHARLT	58 HO	25355	1064	813
CHARLES & TAMMY KLINE	82 HO	27208	985	799
J. SCOTT LANDIS & SONS	95 HO	26052	958	798
CENTERVIEW FARM	129 HO	23139	917	749
E. MARLENE PEOPLES	126 HO	23274	854	717
DWIGHT PETRE	98 HO	22087	917	701
COCOLAMUS FARM	48 XX	18593	735	602
HERDS WITH A RHA SCC LESS THAN 200,000				
SHERTZER FARM	HO	127	97	
KURTZ VALLEY HOLSTEINS LLC.	HO	138	403	
CHARLES & TAMMY KLINE	HO	175	82	
MATT & BOBBI JO GRAYBILL	HO	180	84	
J. SCOTT LANDIS & SONS	HO	190	95	

Lackawanna County

PAUL MANNING	118 HO	18958	845	608
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Lancaster County

LONNIE HORST	157 HO	30711	1138	923
SCATTERED ACRES REINHOLD	747 HO	29325	1217	893
LLOYD M. REIFF	78 HO	23875	942	767
HERDS WITH A RHA SCC LESS THAN 200,000				
LONNIE HORST	HO	75	157	
SCATTERED ACRES REINHOLDS	HO	163	747	

Lebanon County

BRANDT VIEW FARM	109 HO	30338	1279	962
BROOK CORNER HOLSTEINS	412 HO	29028	1138	915
DNR HOLSTEINS	115 HO	28107	1115	896
WHITE BIRCH FARM	156 HO	28420	1144	892
PROMISE LANE FARMS	101 HO	27842	1064	884
QUENTIN HORST	144 HO	28361	1116	882
KEVIN & ALLISON SELLERS	58 HO	28435	1100	869
JERE BRUBAKER	140 HO	26742	1079	865
GARY LENTZ	114 HO	27394	1075	864
OBIEVEIW HOLSTEINS	111 HO	26663	1025	855
NATHAN MULLEN	82 HO	26984	1025	854
MARK M. HOOVER	96 HO	26913	1090	846
HEILINGER FARMS LLC.	82 HO	26441	1033	842
CARISTONE FARM LLC.	255 HO	26279	1076	839
FERTILE VALLEY FARM	117 HO	26483	1004	830
BRUCE BOLLINGER & FAMILY	99 HO	27324	1074	828
OBIEVIEW, C. & M.	114 HO	26439	1066	827
DEW MIST HOLSTEINS	227 HO	27822	1085	825
CURVIN & DAWN GOOD	127 HO	26272	1034	824
NATHAN MULLEN	100 HO	25288	1009	821
DREAMLEA HOLSTEINS	98 HO	26116	994	820
LYNNCREST HOLSTEINS	52 HO	26387	959	819
DARREN WISE	138 HO	26216	1019	819
HIMMELVALLEY HOLSTN	82 HO	26181	1051	810
RUPLAND HOLSTEINS	187 HO	26117	1022	806
RUPLAND HOLSTEINS	271 HO	25875	1008	803
RUPLAND HOLSTEINS	84 HO	25325	977	797
DETWEILER HOLSTEINS	81 HO	25660	962	788
HEILINGER FARMS LLC.	158 XX	23689	933	777

MUSSER RIDGE FARM	185 HO	24140	985	766
HOMESTEAD ACRES	121 HO	24251	897	757
AMOS Z. ESCH	44 HO	24338	941	757
LOCUST ST. HOLSTEINS	141 HO	24736	870	751
K. & M. SELLERS	63 HO	23856	936	750
MDR FARMS	134 HO	23804	908	748
B. & L. HOSTETTER	88 HO	23754	933	746
JOHN & ALISHA RISSER	81 HO	22400	944	724
ALAN HOSTETTER	76 HO	23322	869	722
HIDE AWAY DAIRY, INC.	359 HO	23599	972	721
JUSTIN & LESLIE VARNICLE	57 HO	23052	909	718
BAER BROTHER FARMS	134 HO	21093	848	709
HEILINGER FARMS LLC.	76 BS	20720	826	707
HAROLD DETWEILER	88 HO	23246	949	704
SHOWERDALE FARMS	86 HO	22214	931	688
LAMAR BOLLINGER	83 HO	19604	872	688
LYNN & SHEILA SCHWENK	130 HO	21545	810	684
NATHAN MULLEN	19 JE	17613	937	670
DIAMOND VALLEY DAIRY	65 XX	19258	859	657
KLINEDELL FARM	192 HO	18544	730	569
KLINEDELL FARM	236 XX	17559	707	549
J. CALVIN ZIMMERMAN	89 HO	17518	722	542
J. CALVIN ZIMMERMAN	119 HO	17406	718	541
J. CALVIN ZIMMERMAN	30 HO	17082	706	539

HERDS WITH A RHA SCC LESS THAN 200,000				
HIMMELVALLEY HOLSTN	HO	66	82	
B. & L. HOSTETTER	HO	76	88	
RUPLAND HOLSTEINS	HO	76	187	
CURVIN & DAWN GOOD	HO	80	127	
RUPLAND HOLSTEINS	HO	83	271	
WHITE BIRCH FARM	HO	91	156	
HAROLD DETWEILER	HO	95	88	
RUPLAND HOLSTEINS	HO	97	84	
BRANDT VIEW FARM	HO	99	109	
KEVIN & ALLISON SELLERS	HO	103	58	
DEW MIST HOLSTEINS	HO	109	227	
HEILINGER FARMS LLC.	BS	109	76	
QUENTIN HORST	HO	109	144	
BRUCE BOLLINGER & FAMILY	HO	112	99	
DETWEILER HOLSTEINS	HO	113	81	
HEILINGER FARMS LLC.	XX	115	158	
HEILINGER FARMS LLC.	HO	119	82	
LYNN & SHEILA SCHWENK	HO	121	130	
MUSSER RIDGE FARM	HO	127	185	
OBIEVIEW, C. & M.	HO	130	114	
DARREN WISE	HO	136	138	
OBIEVEIW HOLSTEINS	HO	136	111	
K. & M. SELLERS	HO	137	63	
MARK M. HOOVER	HO	141	96	
DNR HOLSTEINS	HO	143	115	
DIAMOND VALLEY DAIRY LLC.	XX	143	65	
PROMISE LANE FARMS	HO	146	101	
LYNNCREST HOLSTEINS	HO	152	52	
DREAMLEA HOLSTEINS	HO	158	98	
FERTILE VALLEY FARM	HO	162	117	
GARY LENTZ	HO	164	114	
KLINEDELL FARM	XX	177	44	
CARISTONE FARM LLC.	HO	184	255	
BROOK CORNER HOLSTEINS	HO	186	412	
KLINEDELL FARM	XX	186	236	
KLINEDELL FARM	HO	190	192	

JUSTIN & LESLIE VARNICLE	HO	194	57	
NATHAN MULLEN	HO	196	82	

Lycoming County

AARON LAPP	52 HO	24411	1025	758
SAMUEL S. LAPP	50 HO	24736	991	748
SCARLET SUMMER HOLST	117 HO	22470	920	747
ELAM F. LAPP	44 HO	23635	963	726
JOHN K. LAPP, JR.	51 HO	22151	880	707
SCOTT RHONDA LOVELL	40 HO	21755	882	688
AARON K., JR. & LYDIA LAP	54 HO	21032	858	638
GLADE RUN FARMS LLC.	83 HO	19296	775	634
DANIEL WALK	73 JE	15055	757	555
HERDS WITH A RHA SCC LESS THAN 200,000				
ELAM F. LAPP	HO	66	44	
SAMUEL S. LAPP	HO	73	50	
JOHN K. LAPP, JR.	HO	95	51	
GLADE RUN FARMS LLC.	HO	189	83	

McKean County

DETRICKS FARM	36 HO	21684	903	699
THREE MILES DAIRY	51 HO	22089	848	689
MATTIS FARM LLC.	50 HO	20411	771	654
HERDS WITH A RHA SCC LESS THAN 200,000				
THREE MILES DAIRY	HO	139	51	
MATTIS FARM LLC.	HO	192	50	

Mercer County

CLAN CAMPBELL	71 HO	27788	1076	881
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WILLOW BROOK FARM	30 HO	20929	790	660
IRISHTOWN ACRES	530 JE	17140	926	636
WILLOW BROOK FARM	61 XX	18306	752	598
WILLOW BROOK FARM	23 XX	16349	710	540
HERDS WITH A RHA SCC LESS THAN 200,000				
IRISHTOWN ACRES	JE	152	530	
WILLOW BROOK FARM	XX	171	23	

Mifflin County

PEACHCREST HOLSTEINS	130 HO	29735	1194	980
TITUS R. PEACHEY	114 HO	28882	1113	920
WOODEDGE FARM LLC.	164 HO	28559	1183	910
ANTHONY & CHANDRA PEAC	67 HO	29495	1108	894
DERRY MUSSER	117 HO	27097	1090	883
BLESSED ACRES DAIRY	45 HO	27616	1117	877
KISH VIEW FARM	660 HO	28614	1120	875
VERNAN HOLSTEINS	61 HO	27995	993	857
DAVID C. YODER	115 HO	26862	1024	832
MIMOSA VIEW FARM	67 HO	25837	1013	825
LOREN K. YODER	106 HO	25616	1024	819
WILLOWS FARM	93 HO	25013	1157	817
BLESSED ACRES DAIRY	54 HO	25416	1027	805
SHAWN & EMILY YODER	108 HO	25126	958	795
FROG MEADOW FARM	79 HO	25026	958	788
NATHAN & EUNICE YODER	74 HO	24491	1040	786
ROBERT & LISA PEACHEY	85 HO	25228	940	784
LAVERN M. KING	85 HO	24962	969	784
CHASE & ALLISON PEACHEY	126 HO	24892	888	783
JOHN SPICHER	96 HO	23111	928	755
JOE & KRISTIN DIEHL	239 JE	19068	974	725
JONAS & LYNETTE KING	69 HO	21913	867	647
CALVIN & ELVA YODER	93 HO	20486	823	630
JOSH RENNINGER	47 HO	19527	826	581

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Purchasing on Dressed Weight and Grade Basis

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Cattle can be taken to:

Vintage Sales Stables, Inc.

3451-3457 Lincoln Highway East, Paradise, PA 17562
Every Thursday from 9 A.M. to 3 P.M.

Weikert Buying Station

721 Carrolls Tract Rd., Fairfield, PA 17320
Mondays from 9 A.M. to 4 P.M.

New N.W. Sales Company

2006 Mercer-New Wilmington Rd., New Wilmington, PA 16141
2nd and 4th Monday of each month.

Belleville Livestock Market

26 Sale Barn Lane, Belleville, PA 17004
Every Wednesday.

R&C Calf Farms, LLC

13071 Emerson Rd., Applecreek, OH 44606
Mon. -Thurs. 9 A.M. to 2 P.M. (Behind sale barn in Kidron)

Please bring a copy of your Organic Certificate with each shipment!

Please call the number below to inquire about these collection points or to schedule your sale of Certified Organic Cattle to Nicholas Meat, LLC.

NICHOLAS MEAT LLC

508 East Valley Road, Loganton, PA 17747
Please call Nicholas Meat LLC – 570-725-3511

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January 31, 2024

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Registration 8:30am - 9:00am | Presentation 9:00am - 2:30pm

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A few of the **Speakers and Topics**

- Chris Canale, Technology Manager, Cargill Inc.** - Evaluating forage quality and how it equates to dollars and cents.
- Shaun Casteel, Soybean Extension Specialist, Purdue University** - Maximizing soybean production yields and profitability.
- Carrie Hopkins, Technology Development Rep., Bayer Crop Science** - Discussing the new short corn plot results on silage and grain corn.
- Andrew Lefever, Penn State University** - Presenting a summary of the two-year vertical tillage project as it relates to profitability.

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HERDS WITH A RHA SCC LESS THAN 200,000			
BLESSED ACRES DAIRY	HO	59	54
BLESSED ACRES DAIRY	HO	61	45
WILLOWS FARM	HO	74	93
PEACHCREST HOLSTEINS	HO	85	130
CALVIN & ELVA YODER	HO	95	93
NATHAN & EUNICE YODER	HO	106	74
VERNAN HOLSTEINS	HO	116	61
JOHN SPICHER	HO	119	96
DERRY MUSSER	HO	130	117
ROBERT & LISA PEACHEY	HO	131	85
AUDREY GAY RODGERS	AY	131	41
WOODEGE FARM LLC.	HO	137	164
TITUS R. PEACHEY	HO	167	114
JOE & KRISTIN DIEHL	JE	180	239
LOREN K. YODER	HO	186	106
KISH VIEW FARM	HO	197	660

Montgomery County			
MERRYMEAD FARM	61 HO	33557	1230 1020
ROBERT & CASANDRA	62 XX	15567	681 548
HERDS WITH A RHA SCC LESS THAN 200,000			
MERRYMEAD FARM	HO	28	61

Northampton County			
JOAN A. WILLIAMS	125 HO	23996	1013 727
RALPH HAHN	99 HO	22598	1037 689
A.J. COMPAGNOLA LLC.	50 JE	14747	746 560
JOHN BOCKO	37 HO	17696	737 545
KOEHLER FARM	38 HO	17924	684 522
HERDS WITH A RHA SCC LESS THAN 200,000			
KOEHLER FARM	HO	130	38

Northumberland County			
SPRING LAKE DAIRY	107 HO	28840	1147 949
ZIMMERMAN'S HILLTOP DAIR	333 HO	28185	1208 937
SHULTZ HILLSIDE DAIRY	86 HO	27913	1090 858
SHULTZ HILLSIDE DAIRY	90 HO	27550	1076 846
WAYNE KLOCK	43 HO	25550	979 798
FAUS FARMS	129 HO	25690	1057 796
PAUL SCHMIDT	175 HO	22885	921 708
HERDS WITH A RHA SCC LESS THAN 200,000			
SPRING LAKE DAIRY	HO	98	107
FAUS FARMS	HO	108	129
ZIMMERMAN'S HILLTOP DAIRY	HO	155	333

Perry County			
LOGAN M. BOWER	624 HO	28898	1174 901
M. W. SMITH FARMS	783 HO	28227	1224 896
LOY ACRES LLC.	99 HO	30612	1142 886
MELVIN S. WEAVER	104 HO	26900	1110 847
MERLE NOLT	48 HO	27148	1015 838
LENARD & AMY KRESGE	152 HO	26005	1029 834
INNERST FARM	319 HO	25428	1095 785
BLAINVIEW FARM LLC.	115 HO	25008	976 776
KRETZ FARM, INC.	380 HO	23814	937 758

HERDS WITH A RHA SCC LESS THAN 200,000			
MERLE NOLT	HO	96	48
LOY ACRES LLC.	HO	100	99
MELVIN S. WEAVER	HO	113	104
BLAINVIEW FARM LLC.	HO	127	115
M. W. SMITH FARMS	HO	127	783
INNERST FARM	HO	156	319
LENARD & AMY KRESGE	HO	158	152
KRETZ FARM, INC.	HO	173	380

Potter County			
CADY FARMS	88 HO	23135	992 750

Schuylkill County			
BRIAN RUCH	56 HO	28426	1166 925
AMOS STOLTZFUS	55 HO	27203	1073 851
MARK & AMY WOLFE	59 HO	24930	971 787
DUNN'S PRIDE HOLSTEINS	106 HO	23618	950 730
WIND MILL FARM	223 BS	21217	968 720
WIND MILL FARM	217 BS	21151	965 718
SNYDERLAND FARMS	45 HO	21109	926 680
JERSEY ACRES FMS., INC.	222 JE	16067	779 617
BRIAN & BROOKE HEISL	97 JE	15080	753 563
HERDS WITH A RHA SCC LESS THAN 200,000			
AMOS STOLTZFUS	HO	135	55
BRIAN RUCH	HO	136	56
MARK & AMY WOLFE	HO	139	59
DUNN'S PRIDE HOLSTEINS	HO	148	106
SNYDERLAND FARMS	HO	150	45
JERSEY ACRES FMS., INC.	JE	173	222

Snyder County			
ROCKINHILL DAIRY	67 HO	28992	1131 929
WARREN FAUS	66 HO	25635	1039 812
MABARBIL FARMS	96 HO	25276	1027 806
BO ANN HOLSTEINS	54 HO	23793	967 734
BO ANN HOLSTEINS	64 HO	22839	947 720
WAITE N CE FARM	75 HO	21046	843 684
JOSHUA A. ZIMMERMAN	55 XX	20424	903 676
BO ANN HOLSTEINS	10 JE	17370	834 638
HOLLENBACH FARMS LLC.	51 HO	18820	807 621
JUSTAMERE FARM	61 HO	18038	744 534
HERDS WITH A RHA SCC LESS THAN 200,000			
BO ANN HOLSTEINS	JE	88	10
WARREN FAUS	HO	113	66
MABARBIL FARMS	HO	122	96
ROCKINHILL DAIRY	HO	152	67

Somerset County			
PENNWOOD FARMS	542 HO	27666	1026 820
PENNWOOD FARMS	696 HO	25791	1001 786
PINEYBROOK HOLSTEINS LLC.	83 XX	21333	804 704
PINEYBROOK FARMS	154 JE	19003	912 662
HERDS WITH A RHA SCC LESS THAN 200,000			
PENNWOOD FARMS	JE	154	154
PINEYBROOK HOLSTEINS LLC.	XX	194	83

Sullivan County			
SCOTT & RANDY REIBSON	82 XX	20973	904 700
SCOTT & RANDY REIBSON	XX	150	82

Susquehanna County			
EMPET FARMS	126 HO	29322	1147 895
EMPET FARMS	159 HO	27428	1115 856
WILLIAM JONES & SONS	300 HO	26334	1139 846
LLOYD & DENISE PEASE	68 HO	25976	1027 828
COTTRELL DAIRY	54 HO	25149	900 803
ETW DAIRY, INC.	52 HO	26301	1028 802
JOHN CASTROGIOVANNI	90 HO	24609	964 752
EMPET FARMS	33 JE	20088	994 708
COLD CREEK FARM	241 HO	21364	766 654
BILL HEWITT	73 HO	20837	729 629
R. M. SHIPSKY & SONS	56 HO	19472	722 617
AJOY SWISS	54 BS	18770	771 614
HERDS WITH A RHA SCC LESS THAN 200,000			
WILLIAM JONES & SONS	HO	77	300
ETW DAIRY, INC.	HO	87	52
EMPET FARMS	JE	93	33
EMPET FARMS	HO	96	159
EMPET FARMS	HO	97	126
AJOY SWISS	BS	99	54
COTTRELL DAIRY	HO	130	54
JOHN CASTROGIOVANNI	HO	157	90

Tioga County			
KEN MARTIN	69 HO	25904	1066 822
MARK HALTEMAN	56 HO	22756	880 709
SHERMAN, HENRY & KELLY	133 HO	21865	936 702
HERDS WITH A RHA SCC LESS THAN 200,000			
SHERMAN, HENRY & KELLY	HO	92	133

Union County			
DERICK MARTIN	59 HO	30420	1148 954
FLOYD MARTIN	58 HO	28580	1081 892
HEART & SOUL	37 HO	27170	1120 886
JAY & AREMINA CHARLT	82 HO	28146	1120 866
SNODDY FARM, INC.	94 HO	23450	939 731
HILL VIEW DAIRY	522 XX	21239	946 727
SPRUCE RUN FARM	91 HO	23049	929 689
HERDS WITH A RHA SCC LESS THAN 200,000			
DERICK MARTIN	HO	130	59
JAY & AREMINA CHARLTON	HO	133	82
SNODDY FARM, INC.	HO	152	94
HEART & SOUL	HO	160	37
HILL VIEW DAIRY	XX	188	522

Venango County			
MITCHHILL DAIRY FARM	46 HO	16767	711 578

Warren County			
SUNSET DAIRY	611 HO	29115	1213 921
JARED LINDELL	147 HO	27793	1133 878
MARTHA BEARDSLEY	45 HO	23507	890 744
ROLLING ACRES	39 HO	17414	712 557
CURTIS JERSEY	73 JE	14896	705 524
HERDS WITH A RHA SCC LESS THAN 200,000			
ROLLING ACRES	HO	104	39

SUNSET DAIRY	HO	172	611
JAMES LEOFSKY	HO	192	46

Washington County			
RUSH BROTHERS	237 HO	22961	967 743

Wayne County			
ROCK RIDGE FARM	61 HO	21642	910 704
D. ELLIS DIX	48 XX	20522	778 663
TRI NON FARMS	87 HO	21548	770 660
DON STILES	47 HO	18451	740 574
JONATHON BURKHOLDER	75 HO	17722	720 543
NOAH WOROBEY	41 HO	16682	680 502
HERDS WITH A RHA SCC LESS THAN 200,000			
D. ELLIS DIX	XX	92	48
NOAH WOROBEY	HO	128	41
TRI NON FARMS	HO	188	87

Westmoreland County			
SLICKHILL HOLSTEINS	76 HO	22172	881 716
EBERT FAMILY FARM	57 HO	19918	779 652
HERDS WITH A RHA SCC LESS THAN 200,000			
JOE & KATHLEEN KERBER	GU	159	17

Wyoming County			
BALEWSKI DAIRY	39 HO	24050	1005 767
GOODWIN FARMS	76 HO	18461	776 604
ROBERT WILSON	43 HO	19792	739 582
HERDS WITH A RHA SCC LESS THAN 200,000			
ROBERT WILSON	HO	162	43
BALEWSKI DAIRY	HO	181	39

York County			
WALK LE HOLSTEINS	321 HO	30072	1266 975
TAYACRES FARM	197 HO	28430	1258 888
MEADOW VALLEY DAIRY	183 HO	25474	1165 799
#PERRYDELL FARM	151 HO	25458	977 779
BAUMGARDNER FARMS LLC.	210 HO	24430	998 774
GUM TREE FARM	55 HO	23521	1000 717
BARRENS VIEW FARM	75 XX	22538	954 717
DALE & DARLA DOLL	91 HO	20522	826 642
HERDS WITH A RHA SCC LESS THAN 200,000			
BAUMGARDNER FARMS LLC.	HO	142	210
BARRENS VIEW FARM	XX	146	75
#PERRYDELL FARM	HO	159	151

DELAWARE

New Castle County			
UNIVERSITY OF DELAWARE	72 HO	27388	1155 875
VARI, V. JOSEPH	144 HO	23848	958 754
EMERSON, ROBERT L.	230 HO	22161	962 728
HERDS WITH A RHA SCC LESS THAN 200,000			
VARI, V. JOSEPH	HO	163	144
UNIVERSITY OF DELAWARE	HO	173	72

Kent County

Failure to close – you've got it

Your liners never close below the teat end during the rest phase. For those who got to visit us at WDE you were able to see that in the demonstration showing liners opening and closing. For those who missed it you can see closure photos at <https://tridentpulsation.com/liner-closure>.

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Congratulates the Following For Their Success at the 2023 Oley Fair!

- Marcianna Dellamonica
- Katelyn Heckman
- Reece Heckman
- Rebecca Kugler
- Landon Kunkel
- Danica Rhoads
- Kalina Rhoads
- Malaina Rhoads
- Allis Ruth

- Asher Ruth
- Heather Ruth
- Kevin Schlegel
- Kylie Schroeder
- Layne Schroeder
- Owen Schroeder
- Carlee Stitzel
- Cohen Weisner
- Andrew Youse

Congratulations to all exhibitors and winners at the 2023 Oley Fair!



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JENAMY FARMS	265 HO	25248	1054	825
GREGG & STEPHANIE	37 HO	24936	983	801
GREGG & STEPHANIE	55 XX	22575	929	746
GREGG & STEPHANIE	18 JE	17296	806	622
HERDS WITH A RHA SCC LESS THAN 200,000				
GREGG & STEPHANIE KNUTSEN	HO	122	37	
GREGG & STEPHANIE KNUTSEN	XX	149	55	

Sussex County

BAILEY, J. E. & SONS	271 HO	24222	1044	766
JOHN A. MILLS	155 JE	19313	993	693
JOHN A. MILLS	154 JE	19258	992	692
HEATWOLE, JERREL & A	51 XX	20170	829	634

MARYLAND

Baltimore County

MAYS DAIRY	163 XX	23155	978	781
HERDS WITH A RHA SCC LESS THAN 200,000				
MAYS DAIRY	XX	162	163	

Carroll County

COLDSPRINGS FARM	1261 HO	30182	1231	1006
PEACE & PLENTY FARMS	262 HO	25957	1001	787
BYRON D. STAMBAUGH	172 HO	24834	954	769
CEDAR KNOLL FARMS	253 HO	24186	845	739
CEDAR KNOLL FARMS	252 HO	24191	846	739
R. A. BELL & SONS LLC.	142 HO	22557	921	736
MD. LOCUST CREST FARM	54 HO	24722	917	736
DAVID PYLE	67 JE	18657	928	686
DAVID PYLE	499 JE	18032	871	643
CHARLES L. LETHBRIDG	80 HO	20364	855	637
DAVID PYLE	396 JE	17893	863	637
DAVID PYLE	37 XX	18370	846	626
HERDS WITH A RHA SCC LESS THAN 200,000				
R.A. BELL & SONS LLC.	HO	87	142	
BYRON D. STAMBAUGH	HO	90	172	
MD. LOCUST CREST FARM	HO	99	54	
COLDSPRINGS FARM	HO	104	1261	
PEACE & PLENTY FARMS	HO	152	262	

Cecil County

KILBY FARM LLC.	777 HO	29903	1160	893
KILBY FARM LLC.	968 HO	28627	1144	871
KILBY FARM LLC.	169 XX	23779	1084	783
KILBY FARM LLC.	22 XX	22114	1078	767
HERDS WITH A RHA SCC LESS THAN 200,000				
KILBY FARM LLC.	XX	131	169	
KILBY FARM LLC.	HO	138	968	
KILBY FARM LLC.	HO	139	777	
KILBY FARM LLC.	XX	161	22	

Frederick County

MERCURO FARM LLC.	46 HO	29288	1255	959
SHAFDON FARMS	310 HO	28969	1173	873
TEABOW INCORP.	1203 HO	28139	1075	868
SHAFDON FARMS	333 HO	28781	1162	866
SHAFDON FARMS	15 HO	28251	1061	808
CHRIS & JAMIE DERR	76 HO	24437	1056	794
CHRIS & JAMIE DERR	76 HO	24437	1056	794
MERCURO FARM LLC.	330 HO	23122	973	788
MERCURO FARM LLC.	284 HO	22145	929	761
VENTURE LUCK FARM	107 HO	23499	957	756
PAUL COBLENTZ & SONS	486 HO	24095	936	728
DAVE & CAROLE DOODY	174 HO	21507	814	657
HERDS WITH A RHA SCC LESS THAN 200,000				
MERCURO FARM LLC.	HO	78	46	
MERCURO FARM LLC.	HO	89	330	
MERCURO FARM LLC.	HO	91	284	
CHRIS & JAMIE DERR	HO	92	76	

CHRIS & JAMIE DERR	HO	92	76
PAUL COBLENTZ & SONS	HO	166	486

Garrett County

MAR-K FARMS	104 HO	28917	1065	923
HERDS WITH A RHA SCC LESS THAN 200,000				
MAR-K FARMS	HO	131	104	

Harford County

QUIETNESS FARM	50 HO	19723	804	637
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Howard County

DAVID & JAMES PATRICK	126 HO	26372	1094	842
DAVID & JAMES PATRICK	33 AY	17054	695	571
HERDS WITH A RHA SCC LESS THAN 200,000				
DAVID & JAMES PATRICK	AY	97	33	
DAVID & JAMES PATRICK	HO	106	126	

Queen Anne's County

LESTER C. JONES, INC.	1653 HO	28500	1309	904
KEVIN LEAVERTON	94 HO	22853	970	762
WINTERSTEIN FARMS LLC.	146 XX	22483	1010	727
HERDS WITH A RHA SCC LESS THAN 200,000				
LESTER C. JONES, INC.	HO	128	1653	

Talbot County

JARRED & TRISHA BOYCE	42 HO	26753	1109	852
JARRED & TRISHA BOYCE	57 XX	23523	1029	779
JARRED & TRISHA BOYCE	15 JE	14880	814	585
HERDS WITH A RHA SCC LESS THAN 200,000				
JARRED & TRISHA BOYCE	HO	121	42	
JARRED & TRISHA BOYCE	XX	144	57	

Tidewater County

RICHARD EDWARDS	723 HO	25126	885	746
RICHARD EDWARDS	773 HO	24595	878	735
RICHARD EDWARDS	50 JE	16883	763	585
HERDS WITH A RHA SCC LESS THAN 200,000				
RICHARD EDWARDS	HO	166	723	
RICHARD EDWARDS	HO	167	773	

Washington County

RALPH W. SHANK	18 HO	26951	983	825
BRIAN FORSYTHE	18 HO	24891	995	809
DEBAUGH FARMS	136 HO	24886	937	787
CLETUS & JANICE FREY	128 XX	24322	986	784
DEBAUGH FARMS	147 HO	24296	927	775
RALPH W. SHANK	122 XX	21837	908	699
RALPH W. SHANK	75 AY	22307	912	694
BRIAN FORSYTHE	63 XX	18973	864	691
PRYOR BROTHERS	100 HO	21553	844	669
BRENT HORST	139 HO	21010	972	664
COOL BROOK FARM	117 XX	21108	853	657
BRIAN FORSYTHE	45 JE	16758	815	647
DEBAUGH FARMS	10 JE	16699	796	619
RALPH W. SHANK	21 JE	16257	815	602
LONG DELITE FARM	61 XX	16577	690	547
HERDS WITH A RHA SCC LESS THAN 200,000				
BRIAN FORSYTHE	HO	101	18	
BRIAN FORSYTHE	XX	110	63	
BRIAN FORSYTHE	JE	115	45	
DEBAUGH FARMS	HO	124	136	
DEBAUGH FARMS	HO	125	147	
DEBAUGH FARMS	JE	132	10	
RALPH W. SHANK	AY	151	75	
RALPH W. SHANK	XX	190	122	
LONG DELITE FARM	XX	195	61	

MASSACHUSETTS

Hampshire County

COOK FARM	82 HO	24383	1110	810
HERDS WITH A RHA SCC LESS THAN 200,000				
COOK FARM	XX	135	82	

NEW YORK

Cayuga County

AURORA RIDGE DAIRY	2656 HO	30270	1217	953
HERDS WITH A RHA SCC LESS THAN 200,000				
AURORA RIDGE DAIRY	HO	131	2656	

Chenango County

MARSHMAN FARMS	423 HO	28165	1196	882
EVANS HOLSTEINS	92 HO	20151	731	608
HERDS WITH A RHA SCC LESS THAN 200,000				
MARSHMAN FARMS	HO	118	423	

Cortland County

MCEVOY, CHARLES & KENNETH	34 HO	17508	715	549
HERDS WITH A RHA SCC LESS THAN 200,000				
MCEVOY, CHARLES & KENNETH	HO	140	34	

Genesee County

OAKFIELD CORNERS DAIRY	2596 HO	31818	1392	1049
OAKFIELD CORNERS DAIRY 2	3361 HO	31872	1342	1064
HERDS WITH A RHA SCC LESS THAN 200,000				
OAKFIELD CORNERS DAIRY	HO	96	2596	
OAKFIELD CORNERS DAIRY 2	HO	127	3361	

Niagara County

LAKESHORE DAIRY LLC.	2100 HO	30324	1276	963
HERDS WITH A RHA SCC LESS THAN 200,000				
LAKESHORE DAIRY LLC.	HO	190	2100	

Oneida County

WORMONT DAIRY	285 HO	18050	806	593
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Saratoga County

WELCOME STOCK FARM	978 HO	28657	1292	943
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Washington County

LIDDLEHOLME	77 HO	19808	746	595
HERDS WITH A RHA SCC LESS THAN 200,000				
LIDDLEHOLME	HO	149	77	



DECEMBER 2023

Central Jersey Area / Hunterdon County

CEDAR LANE FARM LLC.	60 HO	27280	1132	818
CEDAR LANE FARM LLC.	13 JE	18517	1041	695
MIDDLEBUSH FARMS, INC.	74 HO	20846	835	640
WENGRYN, JANET	33 HO	20750	833	639
HERDS WITH A RHA SCC LESS THAN 200,000				
CEDAR LANE FARM LLC.	JE	73	13	
CEDAR LANE FARM LLC.	HO	150	60	
MIDDLEBUSH FARMS, INC.	HO	153	74	
WENGRYN, JANET	HO	171	33	

South Jersey Area

MYERWOOD FARMS	507 HO	29462	1144	915
BEILER, KEVIN	89 HO	26699	1063	840

Wyoming County

WOODVALE FARMS	858 HO	28390	1148	922
HERDS WITH A RHA SCC LESS THAN 200,000				
WOODVALE FARMS	HO	72	858	

OHIO

Carroll County

PAUL FISHER	84 XX	22222	1111	800
HERDS WITH A RHA SCC LESS THAN 200,000				
PAUL FISHER	XX	190	84	

Holmes County

ROD HUNSBERGER	183 HO	31226	1147	969
DEAN WOLBOLDT	84 HO	22206	898	715
DEAN WOLBOLDT	120 HO	20963	879	694
DEAN WOLBOLDT	22 XX	17244	790	611
HERDS WITH A RHA SCC LESS THAN 200,000				
DEAN WOLBOLDT	HO	101	84	
ROD HUNSBERGER	HO	103	183	
DEAN WOLBOLDT	HO	136	120	

Lorain County

JALODA FARMS	132 HO	25155	1032	826
HERDS WITH A RHA SCC LESS THAN 200,000				
JALODA FARMS	HO	190	132	

Richland County

IVAN BURKHOLDER	141 XX	21235	943	756
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Wayne County

STERLING HEIGHTS DAIRY	1138 XX	30483	1118	956
CANAAN FARMS LLC.	294 HO	28623	1223	867
COREY, MARTY	261 XX	23031	996	755
HARTZ WAY FARM	170 HO	23876	995	742
RAMSEYER, CHAD	322 JE	17363	918	680
HERDS WITH A RHA SCC LESS THAN 200,000				
RAMSEYER, CHAD	JE	120	322	
HARTZ WAY FARM	HO	139	170	
COREY, MARTY	XX	157	261	
CANAAN FARMS LLC.	HO	164	294	

WEST VIRGINIA

Mineral County

Butter sculpture delights thousands at Pa. Farm Show

HARRISBURG, Pa. The Pennsylvania Farm Show's butter sculpture, a 1000-pound diorama in dairy titled, *A Table for All: Pennsylvania Dairy Connects Communities*, was unveiled here on January 3rd. Designed and crafted by Jim Victor and Marie Pelton of Conshohocken, the sculpture also celebrates the 20th anniversary of PA Preferred®, Pennsylvania's statewide brand for locally grown and made agricultural products.

"Pennsylvania's \$14 billion dairy industry provides jobs for 53,000 Pennsylvanians and makes up a third of our state's food agriculture industry," noted Agriculture Secretary Russell Redding, who unveiled the sculpture. "We are proud to invest in dairy and highlight the industry and its innovative leaders during the Farm Show and year-round."

Pennsylvania dairy farmer Walt Moore of Walmoore Holsteins in Chester County, and a host of Pennsylvania dairy industry leaders joined Redding to unveil the sculpture, sponsored annually by American Dairy Association North East and the Pennsylvania Dairy Promotion Program.

"Agriculture plays an important role in all of our lives," said Moore, outgoing chair of the state-supported Pennsylvania Center for Dairy Excellence. "I'm proud that the wholesome food we produce brings people together. This year's butter sculpture illustrates the important connection between farmers and their local communities. That is very meaningful to me because I love what I do as a dairy farmer."

Sculptor Jim Victor said: "Creating art that showcases the



hard work of dairy farmers is an immense source of pride for us.

"We also enjoy knowing that the sculpture tells an impactful story about the importance of agriculture," added sculpting partner Marie Pelton. The pair has crafted 22 Pennsylvania Farm Show butter sculptures since 1995. This is the 33rd year of the crowd-pleasing annual attraction.

Following the Farm Show, the butter from the sculpture, which was donated by Land O' Lakes in Cumberland County, will be recycled at Reinford Farms in Juniata County and converted into renewable energy in the farm's methane digester.



"This year's butter sculpture illustrates the important connection between farmers and their local communities, which is very meaningful to me because I love what I do as a dairy farmer," commented Walt Moore, left. Pictured with him, from left, are Pennsylvania Agriculture Secretary Russell Redding, Pennsylvania Dairy Princess Alexis Butler and American Dairy Association CEO John Chrisman.



Brown Swiss sale animals requested

FREDERICK, Md. — The Mid-Atlantic Brown Swiss Calf Sale turns 50 this year and is dedicated to the memory of Ronnie Heffner, a dear friend and driving force behind these years of successful sales.

The 50th anniversary sale will be held on Saturday, April 20, at the Frederick Fairgrounds, starting at 10:30 a.m.

Considered one of the most successful spring sales in the Brown Swiss arena, it is noted for consistently offering outstanding calves. Many have developed into national show quality animals, state and national Bellringers, All-Americans, and profitable additions to herds. Many success stories have come out of this sale with Junior-purchased animals. Quality of pedigrees and top consignments have been the tradition for 50 years.

Brown Swiss breeders from across the region are invited to be a part of this fast approaching historic sale. Now is your chance to consign a heifer. Check those calf pens and pedigrees and see what you can offer.

The sale committee is accepting spring yearling age to anticipated spring heifer calves for consignments - so think March 2023 through March 2024. The committee is looking for a strong group of animals that combine the unique blend of production and type that anyone, from junior buyers of 4-H project animals, to the investment buyer, is looking for. This is a multi-level sale that offers something for everyone.

You are invited to be a part of this sale with a consignment or two. If you are interested in consigning, or want additional information about the sale, please contact one of the following:

- Cindy Warner - cell: 301-639-6887; email: bscow@com-cast.net

Mailing address: 7417 Round Hill Road, Frederick, Md. 21702

- Jeff Hubbard - 301-401-5000; email: hubbard 100865@gmail.com

- Jenna Lenhart - 814-931-3726; email: smithjenna12@gmail.com

- Emmy Heffner - 240-344-6399; email: eheffner@lswg.cpa

YOU'RE INVITED FORAGE SUMMIT MEETING

ROB-SEE-CO



If silage is important to you or your customers, join us at a Rob-See-Co Forage Summit. There are several Forage Summit dates and locations to choose from. **These summits are open to customers and prospective customers, so spread the word to anyone interested.**

These meetings will be packed with great information, including:

- A deep dive on corn forage products and plot data
- Placing the right silage products in the right fields
- Streamline Ag products that help crops reach their full potential
- Other important forage products – alfalfa, forage sorghum, and inoculant

Below is the detailed list of the meetings. The Forage Summit meetings will be 9:30 a.m. to 2:00 p.m. local time (regardless of time zone).

To register, contact Scott Harris 618-697-7864 or Amy Hoy at 724-263-4778.

Please register at least 1 week in advance of the meeting.

ROB-SEE-CO
REAL SILAGE | DAIRY

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CITY	STATE	DATE	MEETING LOCATION
Wooster	OH	Tuesday, January 30, 2024	Hilton Garden Inn – 959 Dover Rd, Wooster, OH 44691
New Holland	PA	Wednesday, January 31, 2024	The Silk Mill – 328 E Main St, New Holland, PA
Green Castle	PA	Thursday, February 1, 2024	Mrs Gibbles – 7325 Molly Pitcher Hwy, Greencastle, PA 17225
Penn Yann	NY	Friday, February 2, 2024	Benton Fire Hall – 932 State Route 14-A, Penn Yan, NY 14527

Markets

Livestock Auction

January 9, 2024
Grass 3.00-5.50

Middleburg Auction

January 9, 2024
Grass 75-125

Morrison's Cove Auction

January 8, 2024
Grass 260
Mlxed hay 260-265
Round bales 150
Large square bales 100-170
Straw 150

Wolgemuth Auction

January 8, 2024
Alfalfa 80-420
Mixed hay 200-455
Timothy 240
Grass 230-340
Straw 150-175
Orchard 260-400
Corn fodder 135

Dewart Auction

Dewart, Pa.
January 8, 2024
Cattle: 107
Slaughter cows:
PrmWht 65-75% lean 94-105
Breakers 75-80% lean 87-95
Boners 80-85% lean 84-94
Lean 85-90% lean 70-84
Slaughter bulls 113
Calves: 256
Feeder calves:
#1 Hol bulls 385-500
#2 Hol bulls 300-360
#3 Hol bulls 100-220
Utility bulls 40-100
Hol heifers 70-300

Hosking Sales

New Berlin, N.Y.
January 8, 2024
Cattle:
Dairy cows .81
Bone utility .90-1.13
Canners & cutters .85-.95
Easy cows .70 & down
Bulls over 1100 lbs. 1.14
Feeders:
Organic 1.24
Dairy 1.01-1.30
Bulls 1.13-1.77
Heifers 1.18-1.57
Steers 1.29-1.60
Bull calves top 4.50
Heifer calves top 1.50

Livestock Auction

Hackettstown, N.J.
January 9, 2024
Calves .40-2.70
Cows .24-.96
Steers 1.11
Feeders 1.30

Morrison's Cove

Martinsburg, Pa.
January 8, 2024
Cattle: 64
Steers:
Choice 165-170
Good 150-160
Heifers:
Choice 162-167
Good 150-160
Cows:
Util/Commercial 90-104
Can/LoCut 85 & down
Bullocks:
Good & choice 120-135
Feeder Cattle:
Steers 140-160
Bulls 120-140
Heifers 125-145
Calves: 88
Choice 140-160
Good 110-130
Standard 10-40
Hol bulls 250-400
Hol heifers 40-120

New Holland Auction

New Holland, Pa.
January 8, 2024
Cattle: 1042
Slaughter cattle:
Steers:
HiCho & Prm 180-208
Choice 171-183
Select 162-170
Holstein steers:
HiCho & Prm 154-162
Choice 147-150
Heifers:
HiCho & Prm 174-182
Choice 167-174
Select 160-165
Slaughter cows:
Breakers 75-80% lean 92-109
Boners 80-85% lean 80-95
Lean 85-90% lean 65-90
Bulls:
1 144-164
1-2 112-138
Calves: 614
Feeder calves:
#1 Hol bulls 350-460
#2 Hol bulls 200-350
#3 Hol bulls 110-250
Utility bulls 35-140
#1 Hol heifers 170-270
#2 Hol heifers 125-160
Utility heifers 15-75

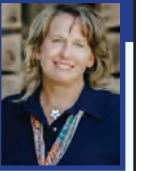
Wyalusing Livestock

Wyalusing, Pa.
January 8, 2024
Cattle:
Canners .68-.72
Boners .72-.79
White cows .78-.84
Calves:
86 lbs. 2.25-3.10
94 lbs. 2.90-3.50
Feeders:
300-500 lbs. .55-1.60
501-600 lbs. .55-1.50
601-700 lbs. .65-1.30

CDE DAIRY MARKETS & MANAGEMENT UPDATE

All prices — JAN. 10, 2024 — except where noted

JAYNE SEBRIGHT
Executive Director, CDE
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jsebright@centerfordairyexcellence.org



DMC, dairy product production, global trends: USDA announced the November margin under its Dairy Margin Coverage Program last week. With feed costs falling 4 cents from October and the all-milk price up 10 cents, the November margin was announced at \$9.58 per cwt., up 14 cents from October and the highest margin in 2023. The November margin is eight cents above the maximum \$9.50 coverage level, so no indemnity will be paid this month. The lower feed costs were fueled by a 27 cent drop in the per-bushel corn price and a \$7 drop in the per-ton alfalfa hay price. Soybean meal prices were up \$48.11 per ton. The November all-milk price was announced at \$21.70 per cwt., the second highest of the year.

With one month left to go in coverage for 2023, the net benefit of the DMC Program to those covered at the \$9.50 level year-to-date is \$2.41 per hundredweight, after the 15-cent premium is deducted off the total and after sequestration. That is just over \$24,000 per one million pounds of production history, or nearly \$121,000 for those covered at the maximum 5-million-pound coverage level for Tier 1. If you stack that on top of the indemnity payments that the program has provided to those at the \$9.50 level in the previous four years, the program has yielded nearly \$58,000 per one million pounds of coverage in the five years of its existence. Currently USDA's Decision Tool is projecting December's margin at below the \$9 coverage level. USDA is expected to open enrollment for the 2024 Program Year within the next few weeks.

USDA also released its latest Dairy Products Report earlier this week. Total cheese production is up 0.7% from a year ago to 1.16 billion pounds, which is down 2.6%, or about 30 million pounds, from October. American type cheese production was up 0.7% from a year ago but down 0.2% from October, while Cheddar production was down 0.4% from November 2022 and 1.9% from October. Butter production was down 3.7% from a year ago but up 1.8%, or 8.1 million pounds, from last month. The normal month-to-month in-

crease for butter production in November is 9.2 million pounds.

Nonfat and skim milk powder production is down 17.3% from a year ago, with nonfat dry milk powder production decreasing 7.6 million pounds from October versus a five-year average increase of 20.3 million pounds during the same period. Skim milk powder production was up 15.8 million pounds from October, versus a five-year average decrease of 5.1 million pounds.

The Dairy Production Report also showed stocks of nonfat dry milk powder falling 3.6% from October. In USDA's Cold Storage report released late last month, total cheese stocks were down 2% from October to 1.433 billion pounds, up slightly from November 2022 levels. Butter stocks were down 10% from October's levels to 215.4 million pounds, up 8% from year-earlier levels.

More demand for both cheese and butter could be coming in 2024, based on forecasts from USDA in its recent "Dairy: World Markets and Trade report." In that report, USDA is projecting dairy export volumes to grow in the coming year, although lower commodity prices are expected to keep dairy export sales below year-earlier levels. USDA expects total cheese exports to increase by 8.1% to 465,500 metric tons in 2024, with lower U.S. cheese prices expected to improve our competitiveness in the global marketplace. Exports of nonfat dry milk powder and skim milk powder are also expected to increase in 2024, increasing 3.4% to a record high 837,500 metric tons in the coming year.

In its first session in 2024, the dairy price index increased 1.2% to an average price of \$3,363 per metric ton. Butter and whole milk prices were up, increasing by 2.1 and 2.5%, respectively. Industrial bulk Cheddar cheese prices on the GDT fell 2.4%, while skim milk powder prices were down 0.9%. The average dairy price index on the GDT has been trending up over the past eight sessions or since September 2023.

Prices change daily. This market information is an example for educational purposes. The market data below are compiled weekly by Farmshine, via CME & USDA reports.

CME DAILY FUTURES & OPTIONS TRADING — JAN. 3, 2024 AT THE CLOSE

*AVG =	JAN-24	FEB-24	MAR-24	APR-24	MAY-24	JUN-24	JUL-24	AUG-24	SEP-24	OCT-24	NOV-24	DEC-24	TREND				
Average basis for North-East and Mid-East	15.20	16.22	16.66	17.34	17.80	18.07	18.21	18.29	18.42	18.50	18.45	18.23	Mixed				
*MARGIN = Milk Price over Feed Cost per cwt. YELLOW = payment triggered	19.33	19.17	19.39	19.50	19.60	19.80	19.80	19.93	20.02	20.03	20.05	19.83	↑↑				
CLASS III MILK (\$/CWT) vs. wk ago: Jan off \$0.10, Feb-Mar up \$0.50-0.75, Apr-May up \$0.05-0.15, Jun-Dec unevenly steady to \$0.05 lower.																	
CLASS IV MILK FUTURES (\$/CWT) vs. wk ago: Jan-Jun firm to mostly \$0.10 higher, Jul-Sep weak to \$0.05 lower, Oct-Dec generally steady.																	
CLASS III MILK (\$/CWT) OPTIONS — PUTS — Daily Strike Price / Premium	15.25	16.25	16.75	17.25	17.75	18.00	18.25	18.50	18.75	19.00	19.25	19.50	19.75				
MILK BASIS (\$/CWT) — 2017-22 PA BASIS AND AVG PA/NY/VT/OH — YOUR INDIVIDUAL BASIS WILL VARY (MAILBOX - CLASS 3)	PA	1.17	0.62	1.53	2.29	1.82	1.58	0.99	1.03	0.95	0.79	0.60	0.79				
*AVG	0.85	1.67	2.55	2.15	1.66	1.45	1.25	1.31	1.15	0.69	0.74	1.38					
DMC OFFICIAL GROSS MARGINS per cwt (USDA All-Milk, com, alfalfa & ill. soybean, feed for ALL CLASSES of dairy cattle on farm) Updated with NEW prem. alfalfa feed cost	DMC	SEP-22	OCT-22	NOV-22	DEC-22	JAN-23	FEB-23	MAR-23	APR-23	MAY-23	JUN-23	JUL-23	AUG-23	SEP-23	OCT-23	*NOV-23	TREND
		8.62	10.71	10.89	9.76	7.94	6.19	6.08	5.84	4.83	3.65	3.52	6.46	8.44	9.44	*9.58	↑↑

U.S. AVG. PREMIUM ALFALFA & ALFALFA/GRASS HAY 20-22% CP - Source: USDA Monthly National Dairy Comprehensive Report	AUG-22	SEP-22	OCT-22	NOV-22	DEC-22	JAN-23	FEB-23	MAR-23	APR-23	MAY-23	JUN-23	JUL-23	AUG-23	SEP-23	OCT-23	*NOV-23
	308.17	290.70	300.10	289.50	296.50	266.60	297.25	277.00	290.00	292.86	244.27	254.92	243.50	238.50	217.82	*240.41 ↑↑
U.S. AVG. BRED COWS & HEIFERS (3rd trimester) per head as reported by USDA Monthly National Dairy Comprehensive Report	1407	1265	1310	1290	1300	1250	1352	1342	1330	1400	1559	1502	1540	1500	1741	*2108 ↑↑
U.S. AVG. FRESH COWS per head as reported by USDA Monthly National Dairy Comprehensive Report	1417	1384	1701	1526	1531	1436	1487	1493	1544	1469	1792	1615	1634	1643	1830	*1988 ↑↑

CORN FUTURES (\$/BU)	MAR-24	MAY-24	JUL-24	SEP-24	DEC-24	MAR-25	MAY-25	JUL-25	SEP-25	DEC-25	MAR-26	MAY-26	TREND
	4.594	4.714	4.812	4.850	4.920	5.030	5.082	5.090	4.952	4.942	5.022	5.056	↓↓
	4.652	4.780	4.882	4.912	4.984	5.094	5.146	5.154	4.992	4.972	5.036	5.072	
SOYMEAL FUTURES (\$/TON)	MAR-24	MAY-24	JUL-24	AUG-24	SEP-24	OCT-24	DEC-24	JAN-25	MAR-25	MAY-25	JUL-25	AUG-25	TREND
	361.3	364.3	364.2	366.6	366.0	364.2	361.3	362.5	362.2	360.9	360.4	361.5	↓↓
	380.4	379.3	380.3	378.3	375.3	371.8	373.4	372.9	370.6	369.9	371.2	370.2	

* = NEW	PA MILK MARGIN & IOFC - LATEST PSU VALUES - *AUG. 2023	CME DAIRY CASH-SETTLED FUTURES (\$/LB) 01/10/24	SPOT CASH TREND						
	FEED COST (\$/CWT milk)	JAN24	FEB24	MAR24	APR24	MAY24	JUN24	JUL24	01/10/24
	IOFC (\$/COW @ 75 lbs milk)	1.204	1.227	1.230	1.252	1.272	1.287	1.302	↑↑
	PA MILK MARGIN (\$/CWT milk)	0.433	0.439	0.439	0.460	0.455	0.460	0.465	↑↑
	PREV MO	2.630	2.590	2.580	2.585	2.587	2.592	2.600	Mixed
	YR AGO	1.528	1.630	1.678	1.737	1.789	1.823	1.852	Mixed
	Covers ONLY lactating feed, based on 75 lb herd avg, Buff., NY soy price	CME SPOT CHEESE: BARRELS 1.4800 / 40 LB BLOCKS 1.5600 ↑↑ / ↑↑							

* = NEW	ANNOUNCED FEDERAL ORDER PRICES (\$/CWT)	CURRENT FEDERAL ORDER VALUES (\$/LB) * = NEW
	CL I ADV ↓↓ *CL II ↓↓ *CL III ↓↓ *CL IV ↓↓ ALL-MILK-U.S. ALL-MILK-PA	WEIGHTED AVG. 4-WK DEC. 1-30, 2023
	18.48(JAN) *19.88(DEC) *16.04(DEC) *19.23(DEC) 21.70(NOV)↑↑ 23.10(NOV)↑↑	PRODUCT VALUE MAKE ALLOW NET
		*CHEESE 1.6234 0.2003 1.4231 ↓↓ *PROT 1.4499 ↑↑
		*BUTTER 2.6305 0.1715 2.4590 ↓↓ *B.FAT 2.9778 ↓↓
		*NFDM 1.1924 0.1678 1.0246 ↑↑ *N.FAT 1.0144 ↑↑
		*DRYWHEY 0.4168 0.1991 0.2177 ↑↑ *OTHER 0.2242 ↑↑

CATTLE - DAIRY PURPOSES (\$/HD) JAN. 10, 2024, New Holland PA) Receipts down slightly from a year ago, but over half (58%) were fresh milking cows and springer cows and heifers, 22% bred cows and heifers, 9% open heifers. Prices \$100-200 lower, except bred cows higher.	COWS: Fresh	Bred	Springing	HEIFERS: Bred	Springing	Beef x	Open:	300-600 lbs	Beef X	600-900 lbs	Beef X	900-1100 lbs	BULLS (800-1300 lbs)
	1975	1900	1750 LTD	1700	1800		700	825		N/A	N/A	N/A	N/A
	2075	1600	2125	1650	2100		N/A	975		1350	1150		

PA Auction Markets Dec. 29, 2023 - Jan. 2, 2024	FED HOLSTEIN STEERS (\$/CWT LIVELINE)	CURRENT Beef X	2 WEEKS AGO	YR AGO
CULL MARKET COWS (\$/CWT LIVELINE)	Choice & Prime 1250-1550 lbs light test	133.00(Itd)	135.00	122.60 ↓↓
Premium White Breakers Boners Lean	BULL CALVES: No. 1 & 2, 90-130 lbs	325.00	550.00	325.00 550.00 150.00 ↑↑
	70-85 lbs	400.00	600.00	400.00 600.00 165.00 ↑↑

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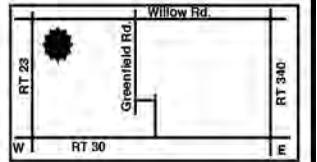
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FRIDAY, JANUARY 19 • 11 A.M.

We will be selling many good, young, fresh cows and heifers from overstocked herds and heifer raisers, Reg. and grades, with lots of milk!

Sample of cattle selling:

- Reg. 2 yr. Jordy, fresh November, 90+ lbs. Dam VG-87 Solomn. 2nd dam EX-93 Jasper dau.
- Reg. 2 yr. Unstoppable, fresh 12-1, the right kind! Dam EX-90 3-09 305 28,170 3.9 3.0. 2nd dam EX-96 9-10 365 39,800 6.0 2383 3.0 1177. 3rd dam Tri-Day Ashlyn EX-96 4-09 365 43,090 4.8 2079 3.5 1503.
- 6 fresh 2 and 3 yrs. from one 27,500 lb. herd, milking up to 120 lbs. The right kind!
- 3 Reg., fresh 2 yrs. sell from one top herd all milking in the 90s.
- 8 young, fresh cows sell from one 25,000 lbs. herd. Good udders!
- 18 fresh 2 year olds sell from one herd milked in a parallel parlor.
- 2 Reg., fresh Jerseys from one good herd.
- Holstein bull born 1-20-23. Sire Jordy-Red son. Dam Maxbo-Red dau. 2-02 324 27,407 3.6 990 3.4 942. 2nd dam sold. 3rd dam VG-87 3-05 325 36,170 3.8 1366 3.0 1083. 4th dam EX-91 2E Blitz 6-11 365 38,650 4.0 1533 2.8 1088. 5th dam EX-91.

Plus many more good, young cows with lots of milk!
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Free chocolate milk • Not responsible for accidents

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5 Heifers & Calves

2 A2A2 JERSEY GUERNSEY cross heifer calves. \$85 each. 717-529-1233, ext. 1.

6 Dairy Bulls

REG. HOLSTEIN BULL, Burket-Falls Fitzy, 4/11/21, Mr. D Diamondback son, very nice heifer calves. Also, 1 year old angus bull, very nice, calm. Contact me at 570-960-2344 for more information. (1/12)

B&W AND R&W POLLED homozygous Holsteins, A2A2. Some genomically tested also. Lebanon Co., Pa. Con-Ger Farms. 717-821-1454.

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HOLSTEIN BULLS ready for free stalls and younger. High genomic tested bulls from contract matings and high type cow families. 610-932-6062. Call btw. 8-8:30 a.m.

BULLS FOR SALE & LEASE - Reg. Holsteins, any age

out of dams with records to 30,000M, 1200F. Stump Acres. York Co. Call 717-792-3216.

7 Semen, Embryos

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DONEGAL-CREEK BAXTER Pedro-ET, reg # 139932533. He is EX-94 AAA (4352). From 5 EX dams- 94, 90, 91, 91 & 95. Dam is 94 pt. Outside daughter, still in herd at 10 yrs. old & looks half her age. Sire stack is Baxter, Outside, Rudolph, Conquest, Starbuck, Citation R, Elevation. Very well balanced bull siring the right kind. Strength with dairyness. High productive life, low SCC, high conception. Early daughters are milking great & look better than their dams. Priced at \$14 for 20 units or more. Joe Wivell 717-471-5260.

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Thursday, January 25 @ 10:00 A.M.
Special Dairy Cow & Heifer Sale

- ★ We are expecting a good selection of fresh and fancy, 2 and 3 yr. olds out of local overstocked herds and heifer growers. Mostly A.I. sired with several good Registered cows, with most on test w/ low SCC and lots of milk!! Including eight fresh cows from one farm fresh less than 60 days!!!
- ★ Frey Farms Dairy herd dispersal from Chambersburg, Pa. This is an exciting addition to our sale and the quality will please anyone! Only the best cows are being sold with a great selection of cows recently fresh as well as a scattering in various stages of lactation. On DHIA, with cows milking up to 130 lbs. per day including 30-35 in 1st and 2nd lac. Housed in sand bed freestalls and milked in parlor. **They are also selling 15 to 20 heifers**, due June to Aug. A.I. sired and bred with great frames and excellent udder promise!! Don't miss this opportunity to ad some great cows and heifers to your herd!
- ★ 10 cows consigned by Daniel Brandt including a fresh and fancy Moovin dau., potential VG-87 and already milking 80 lbs.! Dam VG King Doc back to Apple-Red EX-96!
- ★ Also a nice selection of heifers from healthy calves to close springers!
- ★ 5 close springers from one farm, w/ nice frames and good feet and legs!
- ★ Reg. R&W March heifer, sired by Amazing-Red! Dam unscored 2 yr. old. Mggd VG-87 4-04 305 29,930 3.4F!
- ★ Reg. R&W Unstoppabull-Red! Dam VG-85 5-01 276 25,140 4.1F 3.2P! Next two dams EX-90!
- ★ Several breeding age bulls out of good cow families! Including a proven grade Lineback.
- ★ 16 mon. R&W Alabama-Red son! Dam Aristocrat-Red sold for dairy. Mgd EX-90 5-02 365 33,670 3.3F 3.3P. Mggd EX-94,3E 7-11 365 37,680 4.1F 3.2P! **Proven Breeder!**
- ★ 19 mon. R&W Unstoppabull-Red! Dam VG-85 5-01 276 25,140 4.1F 3.2P! **Next two dams EX-90!**
- ★ 13-month-old Crushabull son! Dam EX-91 w/ 30,000 lb. 4.6F! **Next eight dams VG or EX!**

NOTE: Need that special cow or just a good replacement?
Come spend the day with us! We're selling a great selection of dairy cattle right off the farm. All cattle vet checked and vaccinated. Trucking available.
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Darryl Jones Lic. AU5194
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COWBUYER
INVESTIGATIVE MARKETING SOLUTIONS

Pedigrees
Art Kling

- Clay / Litzitz Area -

King FARM AUCTION

7 Mules - Holstein Bull - 52 Holstein Heifers
Tractor - Skidloader - Forklift - Esch Drill - TMR Mixer
Farm Machinery - Power Carts - Baleage - Corn Fodder

Tuesday, January 16 @ 9:00 a.m.

Location: 1300 Clay Road, Litzitz, PA 17543 (Lancaster Co.)
Directions: Follow Rt. 772 North of Brownstown to Rothsville. Bear right onto Newport Rd. Continue to Clay Rd. Turn right. Follow approx. 3 miles to auction on right.



Jenn & Jess



NH L180 - 3200 hrs.



Esch No-till 5510



New Idea 3722



NH Rollbelt 450



NI 2R picker/sheller

- 7 MULES -

Jenn & Jess: Pair 17.3H black mollies. Jenn: 9 yr. old lead mule. Broke to all machinery. Can't hitch wrong. Jess: 6 yr. old. Line or jockey. EXCEPTIONAL MULE!

Jim & Jack: Pair 15 yr. old, 17.1H sorrel jacks. The main line team. Steady. Safe

Duchess: 6 yr. old, 17.1H black molly jockey mule. Up against all day long.

Ted: 16 yr. old, 17.2H sorrel jack. Strong! Works like a 5 yr. old. One of a KIND!

Red: 18 yr. old, 17H red sorrel jack line mule.

- HOLSTEIN BULL & HEIFERS -

Registered Holstein bull (Delta Lambda son), proven-running w/18 heifers (all confirmed preg.); 52 Holstein heifers: 19 Hd. on service to 7 mo. preg.; 25 hd. 6 mo. to breeding age; 8 hd. calves to 6 mo. old. All heifers vaccinated w/ Enforce 3.

TRACTOR - SKIDLOADER - POWER UNIT - FORKLIFT

73 IH 1066 tractor w/turbo, 540/1000 PTO, dual hyd., 3 pt. & belting whls.; NH L180 skidloader, OROPS aux. hyd. & Kivel 6' bucket (3200 hrs. - good cond.); Cat 40 dsl. forklift w/2 stg. Mast, sideshift and 7.00 x 12 solid front whls. (eng. overhaul in 2021); 2 whl. power unit w/JD 4045 4 cyl. 90HP dsl. w/turbo (dsl. rebuilt in '21) Tayloria clutch, dual hyd., torsion axles; Skid-loader attachments: hyd. Rnd. Bale hugger; pallet forks. Plus much more unlisted.

Auction for:
Samuel & Rachel King
717-626-6450 and others

Auctioneers:
Tim Weaver 717-354-9524
Dave Stoltzfus 717-768-7526
Lic. # AY2109

Tim Weaver AUCTION SERVICE
717-354-9524
Honesty • Integrity • Commitment

Steve Schuler 717-666-4381
Matt Martin 717-738-0328
See more @ auctionzip.com.
ID#25403

91HO5821 MARTIN-DALE Jonah Joseph AAA 426. Sire stack is one of the best in the Holstein industry. Jonah x Mr America x Adolph x Leader x Aerostar. Dam of Joseph Josephine 3E, 91 pts. Just finished her record as a nine year old. 26,772 milk, 4.8 butterfat, 3.7 protein. Use this sire to improve rump, feet and legs and overall strength. Have questions, call Martin-Dale Holsteins 717-445-6548. Need semen call Stolhagen Genetics 717-672-1838.

CUSTOM COLLECTING - WE custom collect your bull at our facility. Semen is processed with high quality standards at very competitive rates. We also offer short-term housing options during collection. Triple-Hil Sires 855-955-2100.

9 Equipment & Machinery
2016 TEAMCO 5800 GAL. manure spreader. Marine aluminum tank, brakes. Like new. \$58,000. 814-483-0848, ask for Todd.

CLAAS FORAGE harvester 2012 Jaguar 930 494-series, 4WD, 410HP, 2660

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Chambersburg, PA 17202

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717-503-8909
www.sollenbergersilos.com

cutter hrs. KP Inspected with warranty. Call for details. \$138k or \$155k with 6-row head. 717-400-7917.

SELF-PROPELLED forage harvesters and heads available. Claas, John Deere and New Holland. Visit www.cvfequipment.com or call 717-400-7917 if looking for a particular model.

WEAVERLINE 430 CART with charger, \$1000; Badger electric roller mill in good condition, \$1500. 717-320-3330. (1/12)

RISSLER 1 YARD self-unloading skid loader bucket with 8" unload auger. Call 717-463-9731.

FOR RENT: E RISSLER 330 trailer TMR mixer, \$30/day; IH Rissler 510 TMR cart, \$10/day. Delivery avail. Myerstown, Pa. 484-793-2179.

ROOFERS BUGGY-RENT for \$125/day or \$500/week. Lancaster Co., Pa. Call 717-808-4155.

10 Feeds

1ST, 2ND & 4TH ALFALFA tested, 3x4x8' Chinook dried straw. Delivered or FOB. 610-767-2409, heidelhol-lowfarm.com.

BUYING DAMAGED GRAIN. Trucking is available. Call 717-575-5197.

CERTIFIED ORGANIC KELP meal. Redmond minerals. Dealers available in select areas. Hess Farm Supply. 717-354-9492.

FASTRACK - Improve milk production, increase feed utilization and improve herd health with Fastrack direct fed microbials. Contact Karl at 740-504-2859 or email klbss@columbus.rr.com.

11 Hay

BROME GRASS TIMOTHY, \$210/ton, big and small square bales; certified organic baleage, 4th and 5th cutting, 3x3x6 bales. \$2/pt. of RFQ dry matter. Juniata Co., Pa. 814-880-5186.

ALFALFA BALEAGE, 4x4 wrapped round bales, \$50 each. Also, small square bales alfalfa or grass, various prices. Richard Trinca, 814-349-8010. (3/29)

CERT. ORGANIC 1ST, 2ND and 3rd cutting balage in tubes; 4x5 dry round bales heifer dry cow hay. Delivery available. 570-250-1725.

HIGH QUALITY 1ST & 2ND cutting grass hay, 3x3x7 bales, low potassium. #1 hay, tested. Lebanon Co., Pa. Con-Ger Farms. 717-821-1454.

CERTIFIED ORGANIC mixed grass and clover hay. Call from 7 a.m.-4 p.m. 717-463-9731, leave message.

ROUND BALES OR LARGE squares. Delivered by ton loads. Coons Farms. 717-816-4118.

HAYBUSTERS - Dairy and beef quality alfalfa, low K hay and straw. Large and small squares. Call Mark at 800-371-7928, or visit www.haybusters.com.

12 Straw & Bedding

CHOPPED STRAW in 3x3x6 bales. Good for bedding or TMR mixers. Available now. Lebanon Co., Pa. Con-Ger Farms. 717-821-1454.

HIGH QUALITY SAWDUST available for delivery. Great sawdust for dairy and beef cattle. Call 301-334-6212 for delivery range, pricing and availability.

USE BALED SHAVING in your dairy barn. You'll love this very fine pine bedding. \$5.50/ 40 lb. bag. 610-273-3602.

HAY OR STRAW-any type or quality. Call 717-253-6049 for pricing.

15 Vehicles & Trailers

TRAILER PARTS, TOWING accessories, trailer hitches, and cushion hitches. UPS to your door. Weaver Distributing. 800-Weaver-D. Save!

16 Fencing

TIMELESS FENCING - The post is the insulator. Versatile design is self-insulating and easy to install for sheep, goats, cattle & horses. Allegheny Meadows. 814-285-1541.

17 Silos

USED A.O. SMITH model 1250 Slurry Pump with agitation nozzle and load out line. 717-463-9731.

SILO DEMOLITION. Contact Beiler Silos. Call 570-745-3574.

HARVESTORE SILO ROOFS, affordable white or stainless. Solve spoilage. Sheet replacement, silo demolition. Parts and repairs on Harvestore and stave silos. 717-517-2080.

HARVESTORE SILO REPAIRS, also demolition and removal. Used replacement blue or white silo roofs, door frames, doors, lids, breather bags. Installation available. 717-768-0452.

BEILER SILOS - SILO PARTS, sales and service. New and used silos. Shot-

crete relining. Foundation repair with Shotcrete. Tear down and rebuild. Silo doors made to order. 20 years experience. Serving Lycoming and surrounding Co. Jersey Shore, Pa. 570-745-3574.

I BUY USED SLURRY-STORES. 315-404-6721 or 315-495-6506.

SILO DOORS, galvanized steps and latches, poly door panels cut to size for all types of silos. Quality products are always a good investment. Meadow Springs Farm, Gordonville, Pa. Sales brochures and quotes call J. Elmer 717-768-3337 ext.1.

RE-BUILT SILOS, New or used, relines, parts and repairs. Call SR Silos 717-527-4103.

S & S SILO SERVICE - We erect silos, repair silos with shotcrete, repair concrete walls, stone walls, and foundations with shotcrete. Serving the shotcrete and silo industry for 25 years. 610-273-3993.

MANUFACTURERS of silo doors and hardware. Double thick tongue and groove cedar poly and plywood doors. Hardware is powder coated. Agri-Door. Call 717-949-2034.

19 Real Estate

10.2 ACRE ORGANIC vegetable farm rent/partnership for 2024 in Lock Haven, Pa. Guaranteed sale. Looking for an experienced person with flat beans, thin clay peppers, small bell peppers, red meat peppers. 917-865-7658. (1/26)

20 ACRE FARM FOR SALE in Chambersburg, Pa. Duplex home with 6 bedrooms, 3 bath. Bank barn with 56 freestalls, trench silo, completely fenced for livestock. 240-291-3019. (1/12)

NORTHERN PA. year round home with spacial property. Gorgeous mountain views, near State Gamelands and developed bicycle trail. Sits high, dry. 717-856-2024.

THE GET-R-DONE REALTOR. Rodney Rice, 717-729-9501. 50 years serving farmers selling, buying, auctioning. Landfarmrec-JAK Real Estate. 717-753-5510.

TO BUY/SELL REAL ESTATE in Pa. call Thomas Hershey

at 610-209-7096. Hershey Farm Agency, Inc., HersheyAuctionLLC.com. 800-880-3831.

BEILER-CAMPBELL Realtors and Auction Services, Farm and Land Division. Are you looking to purchase or sell a property in Pa. or Md. Call Chris Taylor, office mgr., 888-786-8715 for an auctioneer or realtor. ctaylorfarms.com.

20 Wanted

PICKUP TRUCK BED CAPS the bigger, the better. Call with size and price. 717-548-0336, ext. 1. (1/12)

QUALITY DAIRY HERDS, springers, open, bred, fresh heifers. 570-504-4443.

ROTARY TYPE SELF-PROPELLED tiling machine; used manure screw press; small older/cheap pull camper (like the Scotty's); person that fabricates stainless steel. For more information, call Sherman Allen 814-671-9947, cell/text, works 24/7, has voicemail.

BUYING HARVESTORE silos & Slurrystores. Call 717-517-2080.

ISSUES OF HOLSTEIN World, Jersey, Brown Swiss, etc. (all other dairy cattle breeds) magazines, sale catalogs and sire directories. 716-255-5625.

I AM STILL LOOKING FOR used books and publications about dairy farming, printed early to late 20th century. Interested in all farming related topics. Paying cash. Phone Owen Backus, 608-479-0811.

I BUY TRUCKER HAT collections. 215-896-5609.

PREMIUM PA FARM SHOW BOOKS. Years needed 1923, 26, 28, 31, 33, 34, 50 and 52. Contact C. Sherman Allen, 11367 St Hwy 285, Conneaut Lake, Pa. 16316, 814-671-9947.

21 Opportunities Wanted

YOUNG FARMER looking for a dairy farm to rent. Ideally rent to own situation in Pa. or Md. 717-824-1320.

OLDER MAN SEEKS part time/full time work on farm with on-farm housing or nearby. Prefer Franklin Co. area or nearby. Consider other areas. 717-816-9693.

INDIVIDUAL SEEKING herdsman position or looking to rent approx. 50 cow dairy farm. 814-442-5782.

FINE GROUND *Wood Bedding*

Dry, Absorbent BEDDING For Sale

14 yd. 30 yd. and 110 yd loads
Call for Pricing

Buy in bulk and save!

BEILER INDUSTRIES 717-768-7667

WOODMOHR NORTHERN LIGHTS
~Online dairy sale~

Monday, January 22, 2024 • 6 p.m. Eastern

Wendy and Jon Schmidt • 715-933-0281

Bid via **COWBUYER.com**

Deep pedigrees - Calves, Yearlings, Brood Cows

Free ice cream

NEW HOLLAND SALES STABLES, INC.

Located 12 Miles East of Lancaster, PA. Just Off Rt. 23, New Holland

DAIRY COW & HEIFER SALE

WEDNESDAY, JANUARY 17TH • 10:30 A.M.

Special mention:
30 open heifers — 300-400 lbs. — from one herd. A.I. sired and inoculated.

Recently fresh cows milking 100+ lbs. with low SCC are in demand.

For more information, contact dairy reps:
Aaron Martin, 717-445-4825 (home); Bill Hough, 973-224-0204 (cell).

REMINDER: *Thank you - N.H.S.S.*

Friday January 19th. Special driving and draft horse sale.
12:00 noon - Work horse start time.
4:00 p.m. - Driving horse start time.

Sale Managed By
New Holland Sales Stables, Inc.
Barn 717-354-4341 Fax 717-355-0706 • David Kolb, Mgr. 61L

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Norwain Acres Orrville, Ohio 330-621-1276
Zimmermans Oakland Mills, Pa. 717-463-9731
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Chester Co., PA
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22 Help Wanted

LOOKING FOR MATURE person possibility to take over dairy farm in South Central N.Y. 607-382-5660.

FOREPERSON/HERDS-MAN-full time. Care for health management of the school's animal populations and in the general operation of farm equipment. Assists in student's education. Send resume to Ted O'Harte at eoharte@norfolkaggy.org. Norfolk County Agricultural High School, Walpole, MA. 508-668-0268 ext.16112.

FEEDER/GENERAL LABOR help needed on 600 cow dairy. Equipment experience preferred. Valid drivers license required. Possible housing avail. Contact Kyle at 717-644-7879. Halifax, Pa.

23 Pets

BLUE HEELER/LAB CROSS puppies. Should make dandy farm dogs. Ready mid-January. \$480 OBO. 717-786-8182. (1/19)

24 Seeds

ALFALFA, GRASS MIXES, oats and sorghum. Hefty brand and Augusta seed com. Jacobsen GT soybeans. Leabrook Ag, call us at 717-898-9576.

NEED SEED OATS? We can obtain almost any variety. Also publish quarterly oat marketing news. \$12/year.

J.C. Goss, Box 312, Hurley, MO 65675, 417-708-7860.

KING'S AGRISEEDS, feeding your farm's future thru high energy forages, soil building cover crops. Lancaster, Pa. 717-687-6224, info@kingsagriseeds.com, www.KingsAgriSeeds.com.

CORN SEED. PRICING starting at \$129/bag (before discounts). De Dell Seeds, the leaders in Non-GMO corn. 519-264-CORN.

ALFALFA, CORN, SOYBEANS, and more! Call us for all of your crop needs. Growmark FS-Eighty Four. 724-222-4303, growmarks.com.

TRY THE NEW WINNER 2015 World Forage Analysis Superbowl - Alforex Hi-Gest 360 Alfalfa, cutting edge digestibility. Hess Farm Supply 717-354-9492.

SEED CORN - Partners brand, Mid-Atlantic, Prairie Hybrids. Lots of customer satisfaction. Dairyland hybrid alfalfa's quality yield digestibility. Oregon AG, 717-656-0067.

HUBNER SEEDS - Alfalfa, Corn, Soybeans, call Merle Stoltzfus. 717-224-0700.

25 Miscellaneous

STOP FLIES. GREAT products. Fly parasite plans. Cedar solar traps (the best). Zapper that just keeps zapping. www.dairyflyparasites.com. 888-771-3276. Useful Farm Products.

LOOKING TO GET RID of insects? Buy bluebird or tree

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CLEANING OUT YOUR attic? We'll take any magazines, newspaper, books, etc. for old man to shred for horse bedding. Call now. 717-529-2326, ext. 1.

SEE FARMING IN N.Y. through the eyes of an 11 year old. Visit Youtube and search "4th Gen Dairy Farmer" for videos. Call

716-474-1705 for more information.

HORSE, DONKEY AND calf blankets. Reasonably priced. Dealers welcome. Call 717-361-4474.

LIGHT UP YOUR BARN with custom made clear poly carbon doors. Also custom manufacturing and repair. Jonas King, 3451 Sunnyside Rd., Manheim, Pa. 17545. 717-361-8853, ext. 4.

POLY SILO DOORS - Steel horse hitches; pine shavings; pine bedding pellets; Meadow Springs Farm, Gordonville, Pa. 717-768-3337, ext. 1.

PAINTED MILK CANS - farm scenes \$200 or have one custom painted with cows, horses or any family pet. Carroll County, Md. 410-259-1276.

OLD AERIAL PHOTOS of your farm or home dating

back to 1963. Nathan Lewis 888-402-6901 or vintageaerial.com.

27 Livestock

HEREFORD BULL, 20 months old, good disposition. \$1800. Columbia Co., Pa. 570-380-3047. (2/2)

ANGUS BEEF, READY FOR slaughter. 570-488-6596.

Conrad Farms
Registered Holsteins Complete Dispersal

February 8th & 9th, 2024 ~ 10:00 a.m. each day
Sale GPS address: 19900 Indian Hollow Rd., Grafton, Ohio 44044

Approximately 500 Reg. Holsteins sell! (240 freestall/parlor cows and 260 heifers.
RHA: 31,541M 4.1% 1293F 3.4% 1079P SCC 96,000
Last DHI test: 102 lbs. 3.8%F 3.4%P (includes 95 head over 100 lbs./day!)
HIGH GENOMIC HERD, herd avg. is +2800GTPI & several heifers will sell over +3000GTPI! Herd will be re-scored one week before the sale.
A profitable dairyman's dream herd with functional type, incredible production and the highest genomic AI sires used across the board!

Sale schedule:

Day 1 (Feb. 8th) will feature 270 milking & dry cows and close up springers along with all dairy equipment. Dairy Equipment 10 a.m., cows start by 11 a.m.
Day 2 (Feb. 9th) will start with 15 breed leading genomic heifers over +3000GTPI up to +3247GTPI, a group of pregnant recipis carrying embryos with +3150 parent avg. and then sell 200+ more heifers from pregnant down to baby calves.

Sample of the kind of milk cows that sell!



Extreme genomics sell:



OCD Supersire 9882-ET VG-86 VV++V DOM

9882 is a transmitting machine with multiple AI sons and she sold for \$270,000. Multiple high genomic descendants sell including +3247G, +3148G, +3120G & +3116G!

Genomic highlights include:

- +3247G +1199NM\$ Letchworth sells w/ERS terms
- +3148G +1124NM\$ Sheepster X Gameday
- +3120G +1118NM\$ Sheepster X Gameday
- +3116G +1068NM\$ Letchworth X Gameday
- +3100G +1120NM\$ Kahn X Perfect
- +3087G +1079NM\$ Deluxe X Diesel
- +3077G +1065NM\$ Sheepster X Gameday
- +3073G +1068NM\$ Kahn X Perfect
- +3048G +1016NM\$ Gameday X Heroic

Dairy and select equipment:

Sells February 8th at 10:00 a.m., live on proxibid.com.



KIKO Daniel Brandt
PEDIGREES & MARKETING
View/Bid live on cowbuyer.com

Sale Manager: Kiko Auctioneers - Rudy Kiko 330-540-2416, Randall Kiko 330-831-0174, Rusty Kiko 330-495-0923
Manager Asst., Pedigrees & Catalogs: Daniel Brandt 717-821-1238
Sale Host: Conrad Farms c/o Rick Conrad 216-396-7015 & Dave Conrad 216-924-9657

KISH VALLEY DAIRY SALES

Located on corner of S. Walnut St. & Front Mountain Rd., Belleville, PA.

MONTHLY CONSIGNMENT DAIRY SALE

3RD FRIDAY OF EVERY MONTH

AFTERNOON SALE

Friday, January 19 at 1 p.m.

Please have all consignments in by 10:30 a.m. Friday.

Fresh cows, springers, bred & open heifers, service-age bulls

Other consignments are welcome!

Lunch stand and restroom facilities at ringside.

FOR MORE INFO:

SHERMAN L. GLICK
717-935-5195
717-483-6565

AUCTIONEER:

DON CHESNEY - AU-005039
Michael P. Yoder, Pedigrees
717-437-5846

Horse Consignment Auction

600-700 Head **Friday, Jan. 26** 20 Dealers

Penns Valley Livestock

2925 Penns Valley Pike, Centre Hall, Pa.

Starting with AS-IS horses at 7:30 a.m.

Work horses at 8:00 a.m., followed by ponies, riders and drivers.

Call by Wednesday, Jan. 24 at 6 p.m. to catalog your horse. If cataloged, you are putting a one week guarantee on it. NO AS IS horses will be cataloged.

Call (814) 364-1796 (leave message) or fax to (814) 364-1426.

5% commission - Minimum of \$25 - Max \$100 Pick up your check same day.

You may start bringing horses in Thursday night.

Kitchen open for breakfast.

Auctioneers:

Atlee Shetler AU005270 | Vernon Yoder AU005267

Managers:

David Bierly | Erica Smith



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(717) 371-7391

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Brownstown, PA
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Mike Kosmicki
(717) 495-6289

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Noah Gesford
(717) 805-4075

Lititz, PA
Scott Forbes
(717) 572-6182

Newville, PA
Kyle Kotzmoyer
(717) 422-1356

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