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An immeasurable amount of gratitude is owed to Jackie Behr for the work and creative energy she has put into making 97 Milk what it is today. The 97 Milk website and social media pages have filled a huge void in the need for solid milk education and enlightenment for the public.

quickly, but I did," Jackie said. It must have been an underlying motivation to finally get

www.farmshine.net

Farmshine • Volume 45, Number 21 • \$20 one year

the good news of whole milk out to the world. Since its humble beginnings, the website has developed into a location of whole milk resources already found on the internet, but also a collection of unique and original whole milk promotion materials all because of Jackie's work that she has generously given to the efforts of 97 Milk. "We are a resource for people to go and get information so everything that is there is free for people to access and use," Jackie shared.

January 26, 2024

Jackie feels the Milk Fact section is the best feature on the site. "I think anybody can go there and look over those 30 or so bullet points and come away having learned something," Jackie said. "I know for me, I don't have time to read or do a lot of study, but those fact points do the research for you. They are quick and easy to read." What's remarkable is that the 97 Milk site will come up on the first page of results when you type the phrase "milk facts" into the Google search bar.

Another valuable source available on the website is found in the Downloads section. Here dozens of Jackie's 97 Milk promotional resources can be found. People have already been using what is available there for a multitude of purposes. Some have turned them into billboards or paid advertising in their local paper. Medical facilities have printed them to hang as posters. Dairy princesses have used them to create materials for their booth promotions. The downloads can be printed and used as handouts. They could be used as a point-of-purchase visual at grocery

Any print shop should be able to take the files available in the Downloads section and turn them into any size promotional item from a banner to a postcard. Jackie holds all the design files so if there is ever an issue with print quality contact her through the website

The website continues to grow and improve. One of the newest features is a search bar to make finding a particular item or topic easier. There's a link to donate to the cause of 97 Milk, which is now a 501c3 organization making all donations tax deductible. And if

Special for Farmshine

Mailed the day before -

STEVENS, Pa. — It may be the most curious and catchy dairy internet domain name out there. It's www.97milk.com and in just five short years this website has become a powerhouse resource for nature's powerhouse drink. Just a few minutes spent perusing the links and features on the site proves that 97milk.com is a wealth of information for all

Behind the website is Jackie Behr, who not only is the marketing manager of R&J Dairy Consulting but also volunteers in the same capacity for 97 Milk. The creation and growth of the website is fueled because of Jackie's ardent promotion of milk education as well as her desire to see family farms succeed.

The website came because of the bale. In December of 2018 Berks County dairy farmer Nelson Troutman painted "Drink Whole Milk 97% Fat-Free" on the side of a plasticwrapped round bale.

The bale had only surfaced for a few weeks before Jackie learned about it. "I overheard Nelson and Bernie (Morrissey) talking about it at the R&J Dairy Consulting meeting we had in January," Jackie reflected. "Nelson said he had to paint more bales because people were asking for them."

Since the bale had everyone talking, some began to wonder how to take its message to the next level. A group of farmers and industry people got together to brainstorm and

'It's always burdened me, as someone coming from the industry and from marketing, that we're missing something," Jackie stated. "Something is missing here! Why aren't we sharing all the awesome things about milk?" As Jackie thought about the bale and the message it contained she was convinced it held the key for what she always felt the industry

The first meeting that spawned 97 Milk as an organization determined that, first and foremost, people seeing the bale needed a place to go to get more information. There needed to be a website. Thanks to Jackie, within 10 days there was a website. "Looking back I wonder how I had it up and running so

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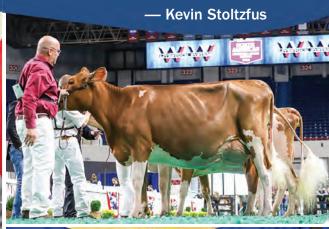
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Kevin and Dina and children Kolby, Karli and Kaila are all involved in the dairy. They earned 2023 Premier Exhibitor at the National Guernsey Show in Louisville, where their Sybil was first-place milking yearling, also first at Harrisburg. Of their 50 milkers, 12 made the 2022 Top-100 Component Queen Cows of the Breed.





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LAST CALL HAUSA award nominations are due by January 31

BRATTLEBORO, Vt. — Outstanding Holstein breeders and dairy industry leaders are recognized each year with Holstein Association USA's annual awards. These include the prestigious Distinguished Young Holstein Breeder, Distinguished Leadership, and Elite Breeder recognitions.

"A highlight of every National Holstein Convention is recognizing our deserving award recipients for their contributions to the Holstein breed, Holstein Association USA, and the greater dairy community," says Holstein Association USA CEO John Meyer. "We look forward to continuing to add to the high-caliber list of award recipients and encourage you to nominate people you feel are deserving."

Holstein enthusiasts are invited to submit nominations for the Elite Breeder and Distinguished Leadership awards. Applications for the Elite Breeder and Distinguished Leadership awards are considered for three years after initial submission. Current Holstein breeders between the ages of 21 and 40 are encouraged to apply for the Distinguished Young Holstein Breeder award.

About the awards:

• The Elite Breeder Award honors a living Holstein Association USA member, family, partnership, or corporation who has bred outstanding animals and thereby made a notable contribution to the advancement of U.S. Registered Holsteins.

 The Distinguished Leadership Award is given to an individual who has provided outstanding and unselfish leadership that has contributed to the improvement of Holstein Association USA and/or the dairy industry.

• The Distinguished Young Holstein Breeder Award recognizes significant accomplishments of young Registered Holstein® breeders ages 21 to 40. Submissions can be made for individuals, a couple, or business partners. The winning applicant will receive travel and lodging expenses (for up to two people) to National Holstein Convention, complimentary tickets to the Convention banquet, and a \$2000 cash award.

Award applications are available on the Holstein Association USA website at www.holsteinusa.com/awards/individuals

Nomination applications must be postmarked by January 31, 2024.



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Jackie Behr from page 1

you want to purchase some of the many promotional merchandise items 97 Milk has created, there is also a store.

Jackie fields numerous questions from consumers that come in through the website and social media. Any consumer with a question is encouraged to just click on the "Dairy Desk" icon for a personalized response to their inquiry.

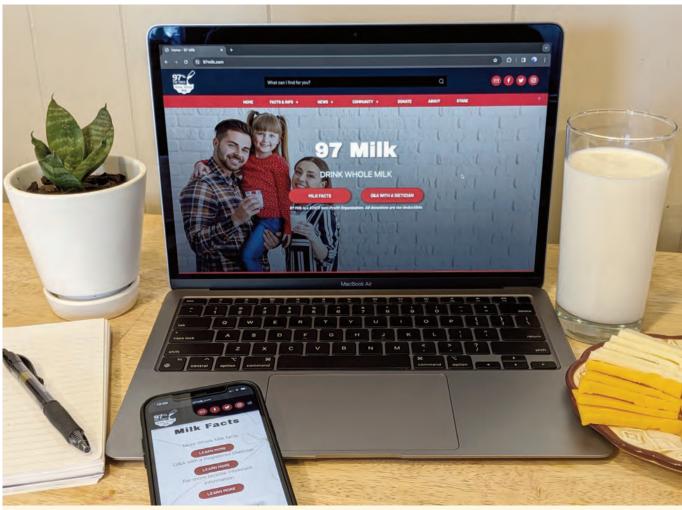
She recently created another important area on the site and that is a Q&A with a Dietician. This can be accessed right from the home page. There is a plethora of articles and videos archived on the website. As Jackie finds useful resources on the internet she makes them as easily available as a simple click for people to find helpful information about whole milk.

While 97 Milk seeks to focus on milk education and does not prioritize legislative issues, many people have questions and want to be updated on the efforts to return whole milk to schools. There is an area on the website with resources to help people understand the particulars of the issue and how to take the call to action by contacting legislators.

97 Milk would like agri-businesses that have a website to provide a link to the 97 Milk website from their own home page. This costs nothing to the business but can be a great way to increase traffic to the 97 Milk site. Contact Jackie through the website to find out how to support 97 Milk in this easy way.

Farmers should send Jackie their personal pictures and dairy life stories. This would help her create positive content for the website and social media to share about dairy farming and teach about the care farmers provide for their animals.

The 97 Milk website is being visited by



The 97 Milk website and social media pages have filled a huge void in the need for solid milk education and enlightenment for the public.

Photo by Renee Troutman

more than 1500 people each month. Over 80% of those are first-time viewers. While most of the website views are done on mobile devices, a large number are from desktop computers, which could suggest people are sitting down to take a serious look at all the website has to offer. There's a large percent-

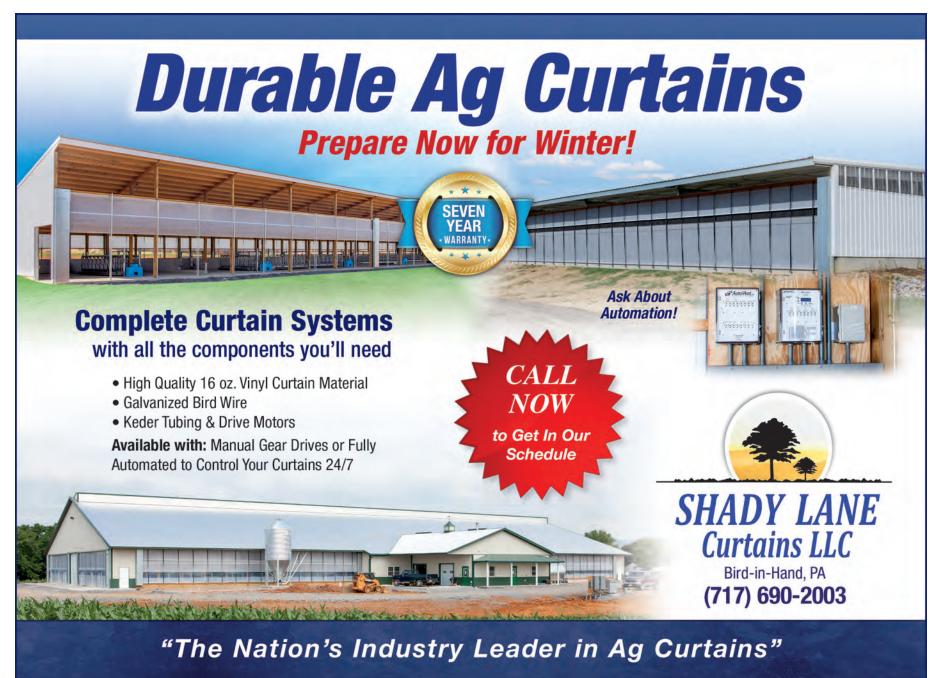
age of people returning for repeat visits.

The website also leads consumers to social media platforms where Jackie posts six times a week. On average these posts reach more than 350,000 people each month.

The 97 Milk website and social media pages have filled a huge void in the need for

solid milk education and enlightenment for the public.

An immeasurable amount of gratitude is owed to Jackie Behr for the work and creative energy she has put into making it all happen. Thank you, Jackie!



By Dieter Krieg

Farmshine Editorials



Whatsoever thu hand findeth to do, do it with all thy might.

-Ecclesiastes 9:10

Farmshine Editor The 97 Milk website is uniquely awesome and inspiring

It would do you good to visit the 97 Milk website, if you haven't done so lately. It's phenomenal, top to bottom.

A perfect fit for God's most perfect nutrition offering -Whole Milk — the website serves as a highly valued and widely-used dairy education resource for the public.

In part, 97 Milk was born out of frustration. Bluntly stated, every dollar of the \$300 million fleeced annually by the mandatory dairy check-off, was going to waste ... and it still is.

The definition of "fleece" according to the Cambridge Dictionary is: "To take someone's money dishonestly, by charging too much money or by cheating them."

That's precisely what has been happening since the Dairy and Tobacco Adjustment Act, which created the National Dairy Promotion and Research Board, went totally off course three decades after it became law in 1983. Check-off money was (and is) being spent foolishly, disloyally and lavishly without any benefit to milk producers whatsoever.

Nelson Troutman's frustration with the rip-off check-off turned to motivation one day. "I was so frustrated after milk marketing meetings, I felt like I had lost my best cow," he declared. "I looked around the farm and an idea came to mind to paint the bale."

And so he did. He painted a plastic-wrapped round bale



The history of 97 Milk traces back to a plastic-wrapped round bale like this one, with wording that whole milk is 97% fat-free. Creator Nelson Troutman of Berks County, Pennsylvania, remembers that the simple message was the result of frustration over useless milk marketing meetings. He placed the first painted bale by a roadside corner of one of his fields in January of 2019. Merely five years later, this humble beginning stands as a remarkably successful chap-ter of American dairy history.

with the words that whole milk is 97% fat-free and placed it by a roadside corner of his farm. A most humble grassroots effort for sure, that single bale inspired a movement

to bring meaningful and surprisingly effective dairy education messages to the public's attention.

There is something to be said about humble beginnings. Two thousand years ago, the King of kings was born in a primitive stable; not a royal palace. You know the story.

Nelson's bale became the spark which in a very short time ignited 97 Milk. You see, he wasn't alone with his frustration. A lot of people shared his feelings, including Bernie Morrissey, who was instrumental in forming the Pennsylvania Dairy Advisory Committee. They got behind 97 Milk and relentlessly pushed it forward.

Did they have distracters? You bet! Namely anyone who had close ties to Dairy Management, Inc. (DMI), the backstabbing outfit that routinely mishandles check-off funds. Farmshine has repeatedly used the headline: "Dairy Farmers Are Funding Their Own Demise" because that is undeniably what check-off funds are being used for. Farmshine contributor Sherry Bunting has connected the dots that lead all the way back to "the devils in Davos" as well as the United Nations and our own United States Department of Agriculture. DMI is seated very prominently at their respective tables.

In sharp contrast to DMI's treasonous collaboration with anti-animal agriculture movements, climate alarmists and global elitists, 97 Milk is realistic, honest, and totally grassroots.

Unlike DMI, and its massive waste of funds — including spending millions of dollars on salaries and lavish "meetings" — the 97 Milk group is an all-volunteer organization. The funding comes from individuals and businesses that genuinely care about the well-being and future of family dairy farms.

Jackie Behr, whom we proudly feature on this week's front page, is one of those volunteers, doing the work of an entire advertising agency. For free! Just one look at the website is all it takes to convince a person that she is a person with strong abilities, loyalty and integrity.

We thank you, Jackie! Please keep up your excellent work. God bless you!

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Dairyman's Datebook

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Care and quality go together like horse and buggy

By DANIELA ROLAND Penn State Extension Dairy Educator

CHAMBERSBURG, Pa. — Taking steps to improve milk quality and adhering to recommended best management practices for animal care can benefit not only your dairy animals but your farm's overall profitability.

Studies have shown a positive correlation between milk production and healthy, well-cared-for animals. For example, research has shown that herd-level management practices to promote feed access, such as increased bunk space can increase milk yield and lower somatic cell counts. A more recent study from 2021 found that when cows were able to ruminate while lying down, they tended to have greater dry matter intake and greater protein and milk fat content.

These results indicate that encouraging lying while ruminating has positive benefits for the dairy cow and her production.

According to the National Milk Producers Federation (NMPF), 99% of the U.S. fluid milk supply in 49 states participates in the Farmers Assuring Responsible Management (FARM) Animal Care program. The FARM Animal Care program has evolved to include a comprehensive set of animal care recommendations, and most U.S. dairy farms have been through one or more animal care evaluations. The program's goal is to encourage continuous improvement regarding animal care practices.



Developing, following, and regularly reviewing animal care protocols can help dairy producers identify room for improvement.

Photo by Daniela Roland

The FARM Animal Care Program covers a range of animal care topics, recommended standards, and observation-based outcomes that must be met.

Dairy producers participating in the FARM program more than likely have a written herd-health plan that includes protocols for the following:

- Pre-weaned calf care
- Stockmanship
- Non-ambulatory animals
- Fitness to transport
- Euthanasia

These five areas frequently come under consumers' scrutiny. Below is a condensed

checklist for each animal care area with some reminders to help producers evaluate their animal care program on their farm:

Pre-weaned calf care

- Provide the proper quantity and quality of colostrum, milk, or milk replacer. For example, with colostrum, feed 4 5 quarts of high-quality colostrum or colostrum replacer (for smaller dairy breeds, give 3-4 quarts) or an amount equivalent to 10% of the calf's body weight within the first six hours of life. This can be given in one or two feedings (FARM Animal Care V4).
 - Provide feed and water by three days of

age. Ensure water is offered even in cold weather.

• Disbud calves before eight weeks with pain mitigation as your veterinarian recommends. Research shows that any method of disbudding and dehorning causes pain (FARM Animal Care V4). Work with your veterinarian to develop a disbudding protocol that works for your animals and you and your employees.

• Move calves by walking, lifting, or using properly designed equipment like a clean wheelbarrow. Calves should never be pulled by the tail, ears, limbs, or dragged.

Stockmanship

• Family or employees who interact with the animals should undergo initial and routine training on proper stockmanship or animal handling procedures. While written protocols are

necessary, following up with family or employees for hands-on training is critical. For example, be sure to train your part-time employee how to move cows safely and calmly to the parlor or train the new hire who will be handling newborn calves.

 Any family or employees working with animals should use the least amount of force to move or control the animal. Loud noises to move animals should be avoided, and workers should not use their tails aggressively to move an animal.

• Continuing education is recommended annually for any family or employee with an-

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Dairyman's Datebook

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. King's Agriseeds informational meeting at The Rail Center, 224 Young Road, Lewisbura, Pa

JANUARY 30, 9:30 a.m. Rob-See-Co. Forage Summit about "real silage dairy" Hilton Garden Inn, 959 Dover Road, Wooster, Ohio.

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. Crop Production Seminar presented by Bottom Line Ag Supply, Yoder's Restaurant, 14 South Tower Road, New Holland, Pa.

JANUARY 31, 9 a.m. King's Agri

Seeds informational meeting at Garden Spot Fire Company Station 1, 339 East Main Street, New

JANUARY 31, 9:30 a.m. Rob-See-Co. Forage Summit about "real silage dairy" The Silk Mill, 328 East Main Street, New Holland, Pa.

FEBRUARY 1, 9:30 a.m. Cornell Cooperative Extension NWNY 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 Hwy., Dayton, Va.

FEBRUARY 1, 9:30 a.m. Rob-See-Co. Forage Summit about "real silage dairy" at Mrs. Gibble's, 7325 Molly Pitcher Hwy., Greencastle, Pa.

FEBRUARY 1, 6:30 p.m. Taste of Maryland Agriculture Celebration at Live! Casino & Hotel Marvland 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. Kings's Agriseeds informational meeting at Middletown Fire Department, 1 Fireman's Lane, Middletown, Md.

FEBRUARY 2, 9:30 a.m. Rob-See-Co. Forage Summit about "real silage dairy" at Benton Fire Hall, 932 State Route 14-A, Penn Yan, N.Y.

FEBRUARY 2-3, noon to noon, New York Farm Bureau Young Farmers & Ranchers Leadership Conference at Cornell University. See nyfb.org/events to register.

FEBRUARY 9-11, Pennsylvania Holstein Convention, Hilton Scranton & Conference Center, 100 Adams Avenue, Scranton.

FEBRUARY 19, noon, Farm succession webinar/analysis. Registration is free, but required. Learn more at www.pafarmlink.org/ register-succession-webinar.



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Auction Guide

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

JAN. 31, 10:30 a.m. Dairy Cow & Heifer Sale, New Holland Sales Stables, New Holland, Pa. Sale managed by New Holland Sales Stables.

FEB. 2, 8 a.m. Special Catalog Draft Horse Sale, New Holland Sales Sta-bles, New Holland, Pa. Sale managed by New Holland Sales Stables.

FEB. 3, 10 a.m. Estate of Allen Tignor (Deceased) and Benjamin B. Ellis, Inc. Absolute Auction, Bowling Green, Va. Sale managed by Roger Miller Auctions & Appraisals.

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

FEB. 9, 11 a.m. Special Organic Dairy Sale, Fisher's Quality Dairy Sales, Ronks, Pa. Sale managed by Fisher's Quality Dairy Sales.

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

FEB. 10, 11 a.m. Allegen Farms (Kevin and Judy Smoker) Complete Farm Machinery Dispersal, Genesse, Pa. Sale managed by Fraley Auction Company.

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



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Dairy Summit break-out sessions feature management to emulate

HARRISBURG, Pa. – The Pennsylvania Dairy Summit will take place on February 7-8 at the Lancaster Wyndham Resort and Convention Center in Lancaster, Pa.

"Whether you're trying to attract employees or retain those who are currently working at your dairy, or you want to learn ways you can achieve a more productive lifespan for your dairy herd and navigate the generational differences between family members, there are sessions for everyone at this year's Summit," said Andy Bollinger, a dairy producer from Lancaster County and the chair of the 2024 Pennsylvania Dairy Summit.

"This is one of those conferences that is well worth your time getting off the farm for a few days — not only for the in-depth sessions, but the time spent catching up with other producers."

Hosted by the Professional Dairy Managers of Pennsylvania and Center for Dairy Excellence, the 2024 Dairy Summit is a nationally recognized conference for dairy farmers in all types of production. The event will feature four keynote speakers who will lead dynamic sessions on real-time industry issues, including creating a multi-faceted family farm, building trust inside and outside the farm gate, innovating a producer-led market-place, and navigating shifting dairy market dynamics.

Along with these keynote sessions, there are four specific breakout tracks with sessions led by dairy producers and industry professionals on relevant topics that appeal to all members of dairy teams. Some of the sessions on the program are:

• For your employees – Building culture and connecting with your team with Jorge Delgado. To attract employees and retain those who are currently working at your

dairy, it all starts with your ability to connect with your team and empower your workforce. Learn tangible ways you can unlock a positive and team-oriented culture on your dairy operation.

- For your dairy: The Maturity Problem with Dr. Gavin Staley. The productive lifespan of commercial dairy cows is short compared to their natural life expectancy. In fact, the average is between 2.5 and 4 years in most developed dairy industries. However, cows in the third lactation pay for themselves. If they are culled too early, we are left with a herd full of expensive heifers. Whether you have 20 cows or 1000 cows, learn how you can grow a tall "lactree" and achieve a more productive life herd.
- For your future: A Practical Approach to Biosecurity Planning A Tale of Two Farms with Dr. Hayley Springer. Everyday biosecurity doesn't have to be overwhelming. During this session, take a practical, ready-to-apply approach to biosecurity planning by looking at real examples from two working dairy farms. You'll walk through each plan, with a range of factors and difficulty levels, and see how you can apply some of their approaches to biosecurity planning on your farm.
- For your perspective: Navigating Personality Styles and Generational Differences with Josh Keefer. When working with family and multiple generations on the farm, unresolved conflicts, resistance to change and other communication barriers can all contribute to poor business performance. This session will offer strategies for unlocking the potential of leaders of all ages on your team.

Visit www.padairysummit.org to register for the conference or contact the Pennsylvania Dairy Summit Business Office at 814-355-2467.



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SATURDAY, FEBRUARY 24, 2024 6:30PM HOWARD COUNTY FAIRGROUNDS - DINING HALL

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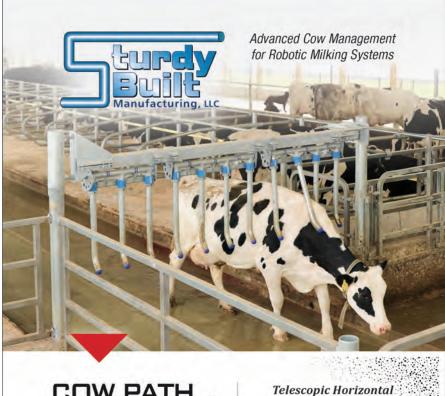
Don't forget to bring checks for our silent and fun auction to raise money for the Maryland Dairy Shrine and Maryland PDCA!

RSVP by Thursday, February 15

Electronically online at https://sites.google.com/site/mddairyshrine or by detaching the bottom of this letter and mailing to Nicole Hood, Secretary, at 10226 Downsville Pike, Hagerstown, MD 21740. Make checks payable to Maryland Dairy Shrine, Inc.







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GRAFTON COUNTY FARM	52 HO	30299	1233	955
PATCH FAMILY	86 HO	24856	1103	798
MINOT, WILLIAM & DIANNE	15 HO	23971	789	738
GRAFTON COUNTY FARM	10 JE	19591	1020	734
MINOT, WILLIAM & DIANNE	15 XX	17387	725	607
HERDS WITH A RHA	SCC LESS	THAN 2	00,000	
GRAFTON COUNTY FARM		HO	56	52
MINOT, WILLIAM & DIANNE		XX	141	15
GRAFTON COUNTY FARM		JE	142	10
PATCH FAMILY		HO	160	86

Merrimack, Belknap Counties

· · · · · · · · · · · · · · · · · · ·		_			
BOHANAN FARM	137 HO	26358	1076	849	
CATE, JONATHON	58 XX	17873	826	618	
HERDS WITH A RHA SCC LESS THAN 200,000					
BOHANAN FARM		HO	186	137	

Sumvan Coul	шу			
GARY LECLAIR	271 HO	29605	1212	95
PUTNAM FARMS, INC.	423 HO	26543	1139	84
MACGLAFLIN FARM LLC.	525 HO	24545	1191	78
PUTNAM FARMS, INC.	69 XX	22193	1106	77
LUTHER, JOHN W.	29 HO	23291	865	73
CLARK, GREGORY & MARCIA	26 HO	21211	832	66
LUTHER, JOHN W.	14 JE	16628	833	61
CLARK, GREGORY & MARCIA	35 MS	16735	613	52
HERDS WITH A RHA	SCC LESS	THAN 2	00,000	
CLARK, GREGORY & MARCIA		HO	64	2
PUTNAM FARMS, INC.		XX	91	6
LUTHER, JOHN W.		HO	104	2
PUTNAM FARMS, INC.		HO	146	42
MACGLAFLIN FARM LLC		HO	161	52

VERMONT

Aaaison Cou	inty			
VORSTEVELD FARM	1476 HO	28990	1269	98
HOWLETT, TIM & JULIE	690 HO	28071	1129	91
DEGRAAF, HAROLD & ANJE	11 HO	29098	1254	90
LIVINGSTON, PHIL & DIANE	856 HO	28587	1124	90
DEGRAAF, HAROLD & ANJE	170 HO	27544	1182	86
BRISSON, MARC & NORRIS	1106 XX	25784	1076	84
ANDY NOLAN	318 HO	25024	1101	83
FIFIELD, JEFF	124 HO	23902	963	77
TACONIC END FARM	30 JE	13996	670	50
HERDS WITH A RHA	A SCC LESS	S THAN 2	00,000	
DECRAAE HAROLD & ANIE		HO	118	17

HERDS WITH A RHA SCC LESS THAN 200,000				
DEGRAAF, HAROLD & ANJE	НО	118	170	
PHILLIPS, DANIEL T.	XX	133	45	
BRISSON, MARC & NORRIS	XX	152	1106	
LIVINGSTON, PHIL & DIANE	HO	158	856	
ANDY NOLAN	HO	159	318	
VORSTEVELD FARM	HO	163	1476	
DEGRAAF, HAROLD & ANJE	HO	186	11	
LIOWI ETT TIM 2- II II IE	HO	100	600	

Caleaonia Co	шшу			
WAYSIDE MEADOW FARM	345 HO	30014	1254	1014
DON-SIM FARM	126 HO	26116	1064	847
FREMONT & ETHAN NELSON	229 HO	24371	1026	780
LUCKY HILL FARM	176 JE	19387	1053	759
JAMES W. SEYMOUR	75 HO	23138	1045	758
ACKERMANN DAIRY	66 HO	21931	904	703
LAGGIS BROS.	509 JE	18184	953	651
FREMONT & ETHAN NELSON	27 XX	18447	829	639
BRIAN NICHOLS	105 XX	17646	838	639
WILLSON, DOROTHY & A.	83 XX	16489	797	605
SOMERS, BRIAN & KATHLEEN	44 JE	14656	724	530
HERDS WITH A RHA SCC LESS THAN 200,000				
FREMONT & ETHAN NELSON		XX	88	27
SOMERS, BRIAN & KATHLEEN		JE	96	44
JAMES W. SEYMOUR		HO	103	75

WAYSI	DE MEADOW FARM LLC.	НО	106	345
ACKER	MANN DAIRY	НО	122	66
FREMO	NT & ETHAN NELSON	НО	125	229
BRIAN	NICHOLS	XX	132	105
DON-SI	M FARM	НО	148	126
LUCKY	HILL FARM	JE	155	176
BEAN,	ERIC	JE	162	41
LAGGIS	BROS.	JE	182	509

Chittenden County

CREAM	63 HO	26865	1086	845
TAFT, BRUCE & MARY	313 JE	18200	1020	694
SHELBURNE FARMS	116 BS	17860	749	601
HERDS WITH A RHA	SCC LESS	S THAN 2	00,000	
CLIET DI IDNIE EADMC		DC	11/	116

Essex County

ROUTHIER & SONS, INC.	328 HO	25320	1070	815		
RUSSO, STEPHEN & CARLA	16 HO	22145	940	710		
HERDS WITH A RHA SCC LESS THAN 200,000						
ROUTHIER & SONS, INC.		HO	84	328		
RUSSO, STEPHEN & CARLA		HO	109	16		

Franklin County

HOWRIGAN HOME FARM	279 HO	31558	1119	1001		
HOWRIGAN, H.J. & A. & LAW	353 HO	29123	1103	930		
HOWRIGAN H-9 DAIRY	348 HO	28582	1099	908		
MIKE BENJAMIN	546 HO	26741	1081	853		
HOWRIGAN, HAROLD J. & SO	343 HO	24930	996	815		
MCGARRY DAIRY LLC.	122 HO	24993	1025	808		
DUHAMEL, JAMES & HOLL	363 HO	25424	896	800		
BALLARD ACRES	242 HO	24390	1069	793		
DALESTEAD FARM & MAPLE	100 HO	23172	981	737		
CARPSDALE FARMS LTD.	68 HO	23006	899	732		
WRIGHT FARM	186 HO	21687	960	718		
RANDY & AMY FERRIS	76 JE	16661	780	585		
PAUL-LIN DAIRY LLC.	26 JE	15500	731	582		
WILLIAMS, BEN	74 HO	17821	722	550		
HERDS WITH A RHA SCC LESS THAN 200,000						

WILLIAMS, BEN	HO	75	74
MIKE BENJAMIN	HO	89	546
CARPSDALE FARMS LTD.	HO	99	68
HOWRIGAN, HAROLD J. & SONS	HO	110	343
PAUL-LIN DAIRY LLC.	JE	117	26
HOWRIGAN HOME FARM	HO	130	279
WILLIAMS, BEN	JΕ	130	36
RANDY & AMY FERRIS	JE	130	76
BALLARD ACRES	HO	137	242
MCGARRY DAIRY LLC.	HO	139	122
HOWRIGAN, H.J. & A. & LAWRENCE	HO	145	353
JOHN & CASSIE TIFFANY	XX	158	88
BLODGETT, JAMES & DAWN	JΕ	160	54
DALESTEAD FARM & MAPLE LLC.	HO	180	100
GREG BOUCHARD	XX	196	126

Grand Isle County

J. & M. LADD FAMILIES FARM	72 XX	19436	697	595
HERDS WITH A RHA	SCC LESS	THAN 20	00,000	
J. & M. LADD FAMILIES FARM		XX	100	72

Lamoille County

MORRILL, ARTHUR & LARRY	29 HO	21612	948	704
KEEWAYDIN FARM	94 JE	17971	917	678
HERDS WITH A RHA	SCC LESS	THAN 20	00,000	
MORRILL, ARTHUR & LARRY		HO	45	29
KFFWAYDIN FARM		IF	87	94

Orange County

GLADSTONE, WALTER & MA	1951 HO	32534	1277	1084
GLADSTONE, WALTER & MA	43 JE	22964	1256	898
HARKDALE FARM, INC.	60 HO	26117	1164	855
WHITE, ELIJAH & MARY	126 HO	22230	989	752
HARKDALE FARM, INC.	115 JE	18017	1027	693
SILLOWAY FARMS	67 HO	21284	830	669
WHITE ROCK FARM	147 JE	17785	933	651
ALLENVILLE FARM	90 HO	20888	811	643
GRAY, KIM	23 JE	16906	833	636

turn to page 24

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PHA members called to 2024 annual meeting

STATE COLLEGE, Pa. — The Pennsylvania Holstein Association invites all paid members and supporters of the Association to the 111th annual meeting on Friday, February 9, at the Hilton Scranton & Convention Center at 100 Adams Avenue in Scranton, starting at 1 p.m. There is lunch available prior to the meeting from 11:30 to 12:30.

Attendees must buy a ticket through Convention Registration for lunch. This notice of the annual meeting is given so that PHA members can be advised to plan on attending.

The annual meeting will be combined with the board of directors meeting and will include the election of a president and vice-president. Also, reports from the Resolutions Committee, President, and Executive Director.

The Association encourages your attendance. Direct questions to contact@pahol steins.com or 814-234-0364.

Crops day coming up

CHAMBERSBURG, Pa. -Franklin County Crops Day will be held on Tuesday, January 30, at the Kauffman Ruritan Community Center, 7289 Ruritan Drive Chambershurg

Starting at 9 a.m., the program will provide an informative recap of the 2023 crop production season and unveil new innovations for the upcoming season. It's an opportunity to stay informed and prepared for the changing landscape of crop management. Crops Day events, conducted across the state, feature specialists and Penn State Extension educators with region-specific information.

Got Brown Swiss?

They're welcome at the April 20th sale

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

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 invigted 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; bscow@comcast.net Mailing address: 7417 Round Hill Rd., Frederick, Md. 21702
- Jeff Hubbard 301-401-5000; hubbard100865@gmail.com
- Jenna Lenhart 814-931-3726; smithjenna12@gmail.com
- Emmy Heffner 240-344-6399; eheffner@lswg.cpa

Enter your herd by Feb. 12

Herd challenge invites Holstein breeders

ATGLEN, Pa. — Holstein breeders in Chester and Lancaster counties are invited to enter the LanChester On-Farm Herd Challenge, to be held February 27-29.

The deadline to enter this competition is February 12 and is on a first-come first-served basis until the schedule is full. To make reservations, call or text Ken Umble at 484-678-5707. The entry fee is \$15 per cow and you may enter up to 10 cows.

The On-Farm Herd Challenge has the judge come to your farm to see the cows that you have selected for the "challenge". They'll be judged as they are, as opposed to fitted for the show ring. There's no cost for transportation or preparation and it saves a lot of money as well as time. Justin Burdette of Windy-Knoll-View Farm in Franklin County will be

An awards dinner will be held on March 1 at noon, to which all participants are invited.

Questions? Please contact Glenn Ranck at glranck@zoominternet.net or call him at 484-645-7373.

Have difficulty sleeping? Try drinking chocolate milk



County Dairy Princess Courtney Marvin shares an evening treat idea that makes a good night's rest easier to come by.

By COURTNEY MARVIN Susquehanna Dairy Princess

SUSQUEHANNA, Pa. — The invention of chocolate milk goes back to the 1680's when a physician named Sir Hans Sloane mixed milk with cocoa. He introduced his mixture of cocoa and milk as a medicine.

Today, chocolate milk is loved by people of all ages. We drink milk because we love the flavor or recognize chocolate milk's link to athletes as a post recovery drink. Chocolate milk is filled with health benefits but did you know that chocolate milk can help you sleep?

Well, it's true and I would like to challenge you to try a glass of chocolate milk in the evening to

help you sleep. Chocolate milk contains tryptophan, which is a protein-rich amino acid that creates melatonin and serotonin which are known as the sleepy hormones. When drinking chocolate milk to help you sleep you should drink it about two hours before you go to bed. So, next time you are having a difficult time falling to sleep try adding a glass of chocolate milk to your evening routine. You can drink it cold or heat it up and add some marshmallows for a delicious evening treat.

NYFB president (a dairy farmer) says:

ALBANY, N.Y. — The following statement can be attributed to dairy farmer and New York Farm Bureau President David Fisher.

"New York Farm Bureau remains committed to working with Gov. Hochul and the state legislature to invest in agriculture and support common sense laws and regulations that will provide opportunities for the state's family farms. In her State of the State, the governor promises to fight for farmers, especially as they face climate and labor challenges. We appreciate the recognition as these issues weigh heavily on New York agriculture.

Her full agenda highlights mental health services, investment in dairy processing and milk storage, support for agricultural workforce development and our youth, and increased funding for the New York Center for Agricultural Medicine and Health as well as recognition for the state's growing aquaculture industry. These are all laudable goals that will support the diversity of the state's family farms.

The upcoming executive budget proposal will provide a better view of her funding priorities for these initiatives and all of agriculture. We are hopeful that she will continue to fully fund much needed programs that support environmental conservation, research, and agricultural promotion as well as the expansion of food access programs like Nourish NY and Healthy School Meals for All. Investing in agriculture is an investment for all of New York State."



"Agri-Trac works so good after they milled our floors our milk count went up 2lbs per day without changing anything else! You can see the confidence our cows have now when walking and running. No more down cows with grooving! Thank you AGRI-TRAC!" Ron Deboover, Vince Deboover Farms

"We had slippery floors and lost cows. Now my cows have real traction! This is a game changer for us. Thanks to Agri-Trac now our cows are happy. This is a

game changer. Matthew Rohror, Rockingham, VA

"Right after my barn floors were milled we had real Traction for the first time since we started milking cows. I realized a 5lb per cow increase right off. My cows are completely different. I will never groove again! Thank you AGRI-TRAC!" Derrick Nop, Montgomery, NY

"I still lost cows when I grooved. Agri-Trac came in and changed that! This is real Traction for my cows! I noticed the difference right away! I liked it so much I had them come back and do the rest of my barns! No more grooving for us! Thanks Agri-Trac!"

Unc Brock, Schaghticoke, NY

'AGRI-TRAC Traction Milling works 100%! I have grooving and it does not work! AGRI-TRAC milled right over my grooving and fixed it! I will stick to AGRI-TRAC

Robert Musser, Shippensburg, PA

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Jim Akam, Concord Valley Farms Spartansburg, PA

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Laziness defines many in today's population

Ohio Farm Wife

When Daxton and Emily came to spend the day with me I was very glad to see them and knew that we would have a good day. They had been busy with numerous summer ac-

Emily played softball and she had a lot of practices and games. Her team was called the Carrollton Lady Warriors and they won the championship. She was a catcher and also played in the outfield. She explained playing the outfield to

"Outfield is really important, as you have to get the ball in or they can score runs." She had fun going to the Harrison County Fair where she enjoyed seeing the animals, the piggies, and said Emily: "I saw the fuzziest bunny on earth! It looked like a poodle!" She also enjoyed the cotton candy.

PolyDome Bulk Bins

Daxton played T-Ball and had lots of fun. He wants to play baseball next year but not softball; softball is just for girls! He has been going fishing with his Grandpa, Nano, but he didn't catch any fish last time. He told me: "Nano fishes for bass in tournaments for prizes and the fish need to be big. Last time he just kept pulling them in over the bow of the boat and saying, not a "keeper" and throwing them back!

A friend of Nano's went along, but he only caught rock bass, one little one and one big one. They are called "rock bass" because they run through the rocks"! Their summer was filled with many activities, swimming in their pool, sleepovers with friends, and more. They also both enjoyed attending Bible School.

As our day went along, they watched cartoons, played with some of their toys, and colored and drew pictures. And then Daxton asked me a question:

"Great-Grandma, can I do some work for you?" Daxton is

help. He is very good about helping to clear the table after lunch, carefully placing the dishes in the sink. He gets the broom and dust pan and sweeps up the crumbs on the kitchen floor. He likes to run the sweeper in the other rooms. He gets my mail, and helps in many other small ways.

Emily, who is 8, helps me prepare their meals, takes my many letters to the mailbox, likes to "Swiffer" the kitchen floor and also helps in numerous ways. They both ask me, 'What can we do?", when they spend the day.

As we look around our community and our country, we see sign after sign with the words "Help Wanted", "Hiring Now", "Help Needed", "Position Available" as well as ads for help in all the newspapers. Workers of all types are needed everywhere! When my son and I made plans to stop at our local Airport Restaurant for an evening meal, we were very disappointed to find it closed at 5:45 on a Saturday evening. It is a popular restaurant where many local people like to go to have a meal. It is also a fuel stop for small airplanes and many pilots stop there not only to get fuel, but also to enjoy the delicious homemade pies served there.

The problem was having employees that will work on the weekends! This has a terrible effect on the owners, the employees who are willing to work and the customers! Workers are hired at jobs all over the country and many will work a day or two and say the work is too hard and quit! Many show up late and think nothing of it! Many come in two or three days and don't show up for the rest of the week!

So many people who must hire employees would love to hear the people who apply for a job ask: "Can I do some work for you?" and really want to do the work, to be willing to work hard and to do a good job!!

We used to be taught that no matter what our job was, if we completed it and did it well, we were deserving of respect. People took pride in the job they did, regardless of what that job was and they worked hard to show their abilities, to earn people's respect and to make a good living for their family. It was very important to them!

So sad that so many of the people in today's world do not have Emily's and Daxton's desire to work and to do their best at the job. Things would be so much better for everyone, not only in our lives but also in our country.



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Whole milk bill mooving in Senate, but S. 1957 needs more cosponsors!

The Whole Milk for Healthy Kids Act is mooving in the Senate, but more cosponsors are definitely needed to push it past some barriers and get it to the Senate floor for a successful vote.

In December, Senator Debbie Stabenow (D-Mich.) blocked the unanimous consent motion by Senator Roger Marshall (R-Kan.). Marshall was seeking an immediate Senate vote on H.R. 1147 – Congressman G.T. Thompson's bill – on Dec. 14, 2023, just one day it was overwhelmingly passed in the House of Representatives by a bipartisan 330-99 vote.

Marshall chugged a glass of whole milk and gave an inspiring speech about getting the bill to the President's desk for Christmas. Sen. Marshall is a medical doctor, an obstetrician, and a member of the Senate Ag Committee.

"This is a slam-dunk for American families," he said.

Sen. Stabenow objected to the unanimous consent request. That's not the end of this story, but just the beginning. The U.S. Senate has an identical companion bill, S. 1957, The Whole Milk for Healthy Kids Act. It was introduced in June 2023, and it was read twice on the Senate floor and referred to the Senate Agriculture Committee, chaired by Sen. Stabenow of Michigan.

She stated on the Senate floor that these decisions about milk in school should be made by the scientific committees. She wants to "keep having these conversations."

Let's take her up on that by having conversations with our Senators to cosponsor S. 1957. The Dietary Guidelines Advisory Committee has for three cycles and over 15 years refused to consider the preponderance of sound evidence about the benefits of milkfat that the USDA keeps screening out of their deliberations process.

The DGA Committee is meeting right now for 2025-30 DGAs that seek to refine the current dietary patterns, not re-evaluate them. Even the DGA Committee in 2020 admitted their recommended dietary patterns are deficient in key nutrients that milk delivers.

S. 1957 was introduced in June 2023 by Sen. Marshall (R-Kan.), along with Senators Peter Welch (D-Vt.), Kirsten Gillibrand (D-N.Y.), Ron Johnson (R-Wis.), John Fetterman (D-Pa.), Chuck Grassley (R-Iowa), Cindy Hyde-Smith (R-Miss.), James Risch and Mike Crapo (both R-Idaho), Susan Collins (R-Maine), and Angus King (I-Maine).

In the past two weeks, three more cosponsors have been gained, they are Senators J.D. Vance (R-Ohio), Jerry Moran (R-Kan.), and Marsha Blackburn (R-Tenn.).

As of Jan. 24, S. 1957 has 14 sponsors from 11 states. Of these, 6 are on the Senate Ag Committee (Marshall, Hyde-Smith, Gillibrand, Fetterman, Welch, Grassley).

We need the rest of the Ag Committee, including Ranking Member John Boozman (R-Ark.). If you live in Minnesota, contact Ag Committee Senators Amy Klobuchar and Tina Smith; in Illinois, Sen. Richard Durbin; in Ohio, Sen. Sherrod Brown; in Kentucky, Sen. Mitch McConnell; in Iowa, Chuck Grassley has already signed on, but Joni Ernst has not; in North Dakota, talk with Sen. John Hoeven; in South Dakota, Sen. John Thune; in Indiana Sen. Mike Braun; in Nebraska, Sen. Deb Fischer; in Georgia, Sen. Raphael Warnack; in New Mexico, Sen. Ben Ray Lujan; in Alabama, Sen. Tommy Tuberville; in Colorado, Sen. Michael Bennet; and in New Jersey, Sen. Cory Booker.

This is about options, choice, and a future for kids and dairy farms. Will YOU call or write your TWO?

Let's keep this bill moooving. Every state has two U.S. Senators. Please see page 23 in this edition of Farmshine for a state-by-state directory and a sample letter template for mailing or for use in a phone call.

Farmshine readers from Michigan, please help Sen. Debbie Stabenow understand this issue is about lifting the federal school lunch and breakfast ban that was placed on delicious nutritious whole milk in 2012 so that school districts, parents and students can make healthy milk choices that are enjoyed and not discarded. This bill is not a mandate for whole milk. This bill ends a mandate against whole milk.

If we want children to benefit from the nutrition milk delivers, then we need to deliver the permission for our children to be able to choose milk they will love at school where they have two meals a day, five days a week, three-quarters of the year. That's how they actually benefit from the complete protein and 13 essential nutrients milk delivers.

The Grassroots Pennsylvania Dairy Advisory Committee, under chairman Bernie Morrissey's leadership, has launched a letter-writing campaign seeking cosponsors for S. 1957. They have put together the tools, but grassroots farmers and citizens must be the ones to carry it out and send the letters and make the calls.

Whole milk sales gains are also raising the entire fluid milk category which marked year-over-year gains for two back-to-back months — October and November 2023 — according to USDA's most recent data Friday. This is the first time in over a decade that we saw back-to-back months with year-over-year total fluid milk sales gains.

The Whole Milk for Healthy Kids Act is an opportunity for dairy farmers to revitalize and renew fluid milk demand, but more importantly, it's an opportunity for schoolchildren to choose milk they will love for life and health.

Class III milk futures lose again

Class III milk futures declined again this week, while Class IV futures were unevenly steady to lower in the front half and unevenly steady to higher on the back half of the year. The result widened the spread between the two. On the close Wed., Jan. 24, Class III futures for the next 12 months (Jan-Dec 2024) averaged \$17.17, down 26 cents from the previous Wednesday. Class IV contracts averaged \$19.66/cwt Wednesday, up 2 cents from the previous Wednesday.

Dry whey surges higher

Dry whey prices surged higher this week in an otherwise generally steady spot dairy products market. Spot butter on the CME daily cash market started the week down 3 cents, but gained it back Wednesday on bids with no offers and no sales. The spot butter price Wed., Jan. 24 was pegged at \$2.5775/lb, a fraction of a penny lower than the previous Wednesday. Grade A nonfat dry milk was also just a fraction of a penny lower on the week, pegged at \$1.1925/lb with a

Farmshine, Friday, January 26, 2024 — 11

single load changing hands. On the Class III side, 40-lb block Cheddar was firm at \$1.50/lb with zero loads trading; 500-lb barrel cheese, at \$1.4575/lb, was a fraction of a penny lower than a week ago with zero loads trading. Dry whey surged daily, landing at 44 1/4 cents/lb, up over 4 pennies, with a single load trading Wednesday.

Feb. Class I mover \$17.99

The February Class I advance base price 'mover' was announced Thurs., Jan. 18 at \$17.99, down 49 cents from January and \$2.79 below year ago. If the skim portion had been calculated using the previous 'higher of' method, the February Class I mover would be \$19.48 instead. That's a formula-based loss to dairy farmers of \$1.49 per cwt. on all Class I milk next month, following a 98 cents/cwt loss this month (Jan.), a \$1.09/cwt loss last month (Dec.), and a 75-cent/cwt loss in November.

The cumulative net loss for 58 months since implementation in May 2019 is now estimated at \$1.13 billion. Net loss for all of 2023 is estimated at \$114 million. The estimated loss for just the first two months of 2024 is \$84 million. Formula losses could be with us all year, given where Class III and IV futures markets are positioned.

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Center for Dairy Excellence introduces person to know

HARRISBURG, Pa. – The Center for Dairy Excellence has named LeeAnn McLaughlin manager of Dairy Policy and Industry Relations to help provide opportunities and resources to dairy farmers who work with the Center. She will also support the growth of the Dairy Excellence Foundation, a private 501C3 charitable organization supported by the Center team. She joins a team of employees who provide resources and support to Pennsylvania dairy farmers and develop dairy education programming for students of all ages.

"LeeAnn's passion for the dairy industry combined with her strong background in building relationships and understanding public policy will be incredibly beneficial to the Center and the Foundation as we work to grow our programming and our reach,"

said Jayne Sebright, executive director for the Center and Foundation. "We are excited to have her join our team as an advocate for dairy and our next generation."

McLaughlin is a seasoned professional with a background in policy and grassroots organizing. A Penn State graduate with a degree in animal science, she is dedicated to agriculture and fostering connections within the community, both personally and professionally. Asidefrom the proposter of deirest and professionally.

ties, she operates a dairy farm in Perry County, Pa., alongside her husband, Cole and



LeeAnn McLaughlin

son Kase

"I am thrilled to join a team known for setting the gold standard in supporting Pennsylvania dairy. My passion aligns perfectly with the hard-working culture here at the Center," McLaughlin shared.

"I am motivated by my son's endearing ambition to be a "farmer like Daddy" when he grows up. His dreams fuel my commitment to the Center for Dairy Excellence and Dairy Excellence Foundation, where I aspire to

create an environment that supports his dreams and fosters a broader culture of re-

spect and care for land, cattle and farmers alike," she added.

In addition to McLaughlin, seven other individuals serve the Center and the Foundation. Staff members include Sebright; Melissa Anderson, dairy programs and operations manager; Emily Barge, communications and marketing manager; Allen Hess, customer relations specialist; Karen Purnell, accounting manager; Michelle Shearer, workforce development manager; and Brittany Snyder, dairy education program manager. Dr. Charlie Gardner and Dr. Brian Reed also serve as contractors for the Center, supporting dairy transition and transformation teams coordinated through the Center.

For more information about the Center, the Foundation and its staff, visit www.centerfordairyexcellence.org.

Care and quality

from page 5

imal care responsibilities.

• Animal abuse should never be tolerated.

Non-ambulatory animals

- Ensure you have the proper equipment and trained family/ employees to move the animal. Moving a 1200-pound down cow can be a difficult task and can take some innovation. Ensure you have the proper equipment, like a sled or large skid loader bucket.
- Don't use the animal's tail, limbs, or head as handles. Unless absolutely necessary for a short distance, do not drag cattle across the ground.
- Once moved, provide the animal with timely medical care, shelter, and access to feed and water. Also, provide isolation from ambulatory animals and protection from predators.

Fitness to transport

- Promptly decide to cull an animal while considering its well-being and ability to make the journey.
- Milk lactating cows right before transport, if possible.
- Ensure the proper milk and meat withdrawal times are followed before culling an animal.
- Avoid transporting animals that have a body condition score lower than 2.
- Refer to the FARM Animal Care Fitness to Transport chart for a complete list of considerations.

Euthanasia

- Make sure you have established criteria for identifying animals that need to be euthanized.
- Have a properly trained and designated family member or employee perform the euthanasia. If you are away from the farm for an extended period, your written protocol

should have a plan for whom to call in the event of an emergency case (such as a veterinarian or an experienced neighbor farmer).

- The euthanasia method must follow the approved methods of the American Association of Bovine Practitioners (AABP) and/or the American Veterinary Medical Association (AVMA).
- Be sure to properly dispose of the carcass using the appropriate method according to your local ordinances.

Additional tips

Here are some additional tips for staying in compliance with the FARM program:

- Have an up-to-date signed Veterinarian Client Patient Relationship Form. This should be signed annually by you and your veterinarian
- Develop and update a written herd health plan. This should be done in consultation with your veterinarian and reviewed an-

nually. Be sure to review these with family members and/or employees who work with your herd. There are fillable templates available on the FARM Program website, or you can ask your veterinarian for herd health plan template recommendations.

• Keep up-to-date treatment records. These records can be digital if you use online dairy record-keeping applications or as simple as a notebook with hand-written treatment records.

Having thorough written protocols and implementing best animal care practices can help you improve your overall farm management. At the end of the day, this will not only help you achieve positive improvements in your operation, but it will also help reassure the dairy consumer when they reach for that dairy item at the grocery store.

For more information or answers to questions, contact Daniela Roland at 717-809-2194 or djr6158@psu.edu.



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See you at the PA Dairy Summit Feb. 7-8 at Lancaster Wyndham Resort

Holstein enthusiasts in the Garden State met for an informative and warm luncheon

By DIETER KRIEG **Farmshine Editor**

RINGOES, N.J. — The most pressing concern for New Jersey's Holstein breeders at this time is that Futurity entries are due by March 1. Instead of a multi-stage fee that is common in some states, the Futurity entry fee in the Garden State is a one-time payment

Junior members of the N.J. Holstein Association had a good year in 2023 and are reminded to apply for scholarships by June 1. The original deadline has thereby been ex-

Also noted at the Association's annual meeting, held here at the Amwell Valley Fire Company on January 13, is that the Eachus Family of Myerwood Farm in Salem County will host the summer picnic. The date is July 20.

Per a report given by the Association's secretary, Melanie Richman, the Association has 121 senior members, not all of whom have functioning dairy farms. Only 28 members showed up for the luncheon.

Prayerfully remembered were two deceased members: Martha Hubschmidt and Genie Roberts, who served over 50 years as the Association's secretary.

Two of the next generation of Holstein breeders in the Garden State were at the table along with their parents and a special guest. Pictured left to right are Sarah Lyness; New Jersey State Dairy Princess Kimberly Kolibas holding Brynnlee Baldwin; the baby girl's parents Julia and Brett Baldwin, and baby Nathan Lyness held by his father, Dan Lyness.

Photo by Dieter Krieg



Judges for WDE announced

MADISON, Wis. - The eight individuals who will serve as official judges during World Dairy Expo 2024 have been confirmed. Nominated and selected by Expo's 2023 Dairy Cattle Show exhibitors, these individuals will evaluate North America's finest dairy cattle on the colored shavings, Sunday, September 29 through Friday, October 4.

The group of official judges for the 57th World Dairy Expo is as follows:

International Ayrshire Show

Official: Brandon Ferry, Hilbert, Wis. Associate: Michelle Upchurch, Hebron, Ill.

International Brown Swiss Show

Official: Phillip Topp, Botkins, Ohio Associate: Kaleb Kruse, Dyewrsville, Iowa

International Guernsey Show

Official: Lynn Harbaugh, Marion, Wis.

Associate: Herby Lutz, Chester, S.C.

International Holstein Show

Official: Jamie Black, Batavia, N.Y. Associate: Aaron Eaton, Marietta, N.Y.

International Junior Holstein Show

Official: Mandi Bue, Freedom, Wis. Associate: John Erbsen, Lanark, Ill.

<u>International Jersey Show</u>

Official: Ryan Krohlow, Poynette, Wis. Associate: J.P. Charest, St. Alexandre, Quebec

International Milking Shorthorn Show

Official: Chris Lahmers. Marysville, Ohio Associate: Mike Maier, Stitzer, Wis.

International Red & White Show

Official: Kevin Doeberiener, West Salem, Ohio Associate: Adam Hodgins of Ontario

A reader is thankful for Farmshine

A special thank you to Dieter Krieg and Farmshine. At the Keystone Farm Show, a three-day event held in York, Pa. earlier this month. The Dairy Princess Association and 97 Milk have had a booth at this event for the last few years giving away free chocolate

milk. So how many chocolate milks did this three-day event need?

Yes, that is correct, 4300 8-ounce (containers), all sponsored by Dieter Krieg and Farmshine. Thanks again,

Mark Leid Ephrata, Pa.





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- 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.

CITY	STATE	DATE	MEETING LOCATION
Wooster	ОН	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

Take a glance at this picture and you see modern dairy farming. Take a closer look and you can identify the various segments or parts of the operation that make the dairy modern. And the people getting ready to enter the new facility indicate that this picture was taken at an evening picnic meeting or open house. Either way, excellent opportunities to get inspired and up to date. Be sure to include one or two this year.

Thanks for reading FARMSHINE



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Karen Bohnert honored as an outstanding leader

BRATTLEBORO, Vt. — Karen Bohnert of East Moline, Illinois has been selected as the Holstein Foundation's 2024 Young Dairy Leaders Institute Distinguished Alumni Leader.

"YDLI was a game changer for me in terms of professional



Karen Bohnert

development and learning to become comfortable in getting dairy messages out to others," Karen says.

Karen grew up on her family's 100-cow dairy farm in central Oregon and graduated from Oregon State University in 1998 with a B.S. ddegree in agricultural economics and a minor in writing. Her agricultural communications career spans 25 years, including roles with the American Jersey Cattle Association, Cooperative Resources International, and

Swiss Valley Farms. She is the current editor of Dairy Herd Management and MILK Business Quarterly.

Karen and her husband Scott, along with his brother and parents, own and operate Bohnert Jerseys, a 650-cow dairy. They are raising their three children on the farm. A talented communicator, Karen was a trendsetter in advocating for dairy on social media.

"Karen has a genuine interest in telling the stories that are important to our industry because of her strong connection with and passion for dairy farmers," says Holstein Foundation Chair Michele Ruby. "Karen is a gem of a human, an ace of a colleague and has a sense of humor that can get her and anyone around her through any situation."

Karen participated in YDLI from 2002-2003 and is a Class 4 graduate. She credits YDLI for helping her find her life calling and purpose telling the stories of fellow dairy producers.

"YDLI exposed me to people working in different parts of the industry and I really valued the different perspectives other YDLI class members offered," Karen says. "From the hands on YDLI learning, I've made several friendships and invaluable network connections that have helped shape my career in the dairy industry."

Karen will be recognized during Phase I of YDLI Class 13, to be held January 29 through February 1, in Tampa, Florida.

Each year, the Holstein Foundation recognizes a Young Dairy Leaders Institute (YDLI) graduate or couple who have made noteworthy contributions to the dairy industry, applying skills gained during their YDLI experience.

Thank you for reading FARMSHINE







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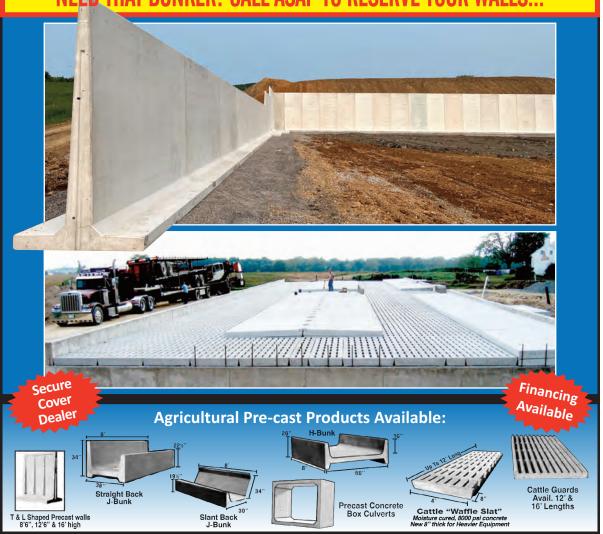
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Rewards found with Registered H

By DIETER KRIEG Farmshine Editor

THOMPSON, Pa. — "It surely isn't for the money," said Dave Banicky with a laugh, when asked to explain his reasons for being a dairy farmer.

His ability to laugh in the face of seemingly endless adversities — ranging from personal to professional — defines the man. Also evident are a strong work ethic, commitment to succeed and to never give up.

"My main reason for operating this dairy farm is because I don't want to see what my grandparents started in 1928 go down the tubes," he declared. "I only have four more years to go to see it designated as a Centennial Farm," he added with a chuckle.

"And I also like breeding Registered Holsteins," he affirmed. "It's the only fun part!"

The original roughly 100-acre farm has been added onto several times

over the years to now total over 400 acres, of which 140 are tillable. It's the home to Ban-Queen Holsteins. Of the 55 cows in the tie-stall barn, 18 are Excellent, 30 are Very Good and five are Good Plus. The BAA is 109.8. Dave has bred one 94-point cow and eight 93-pointers. All but one cow in the herd carries the Ban-Queen prefix and she is an unusual exception because

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The trophy case at Banicky Farm provides ample proof that the Registered Holsteins have been bred for eye appeal and production. Next month, Holstein

breeders from across the state will have the opportunity to see the cows for themselves ... and bid one they like to possibly take home. Photo by Dieter Krieg

her owner prefers that she stay under Dave's care. To date, Dave has bred more than 70 Excellents and he hopes to be able to say one day that he has bred 100 or more. "That's another reason for me to continue," he laughed. "I do what I love to do." A pair of full sisters (pictured) are among the more than 70 Excellent cows he has bred.

"The only problem with farming is that we don't get paid enough," he went on. "I knew what I wanted to do since I was 8. I've always been interested in cows and I'm proud to have a real family farm.

"When I was growing up, my mother was very involved in everything and it carried over to my brother and me. For example, when it was time to weed the garden, we all did it."

"Mom was an amazing woman. She prepared a four-course dinner plus dessert every day. It was rough when she passed on two years ago," Dave affirmed as tears were welling up in his eyes.

"My father was a workaholic too. He can hardly walk, but he was coming to the barn every day." The elder Banicky (George), who will be 85 in June and suffered a severe heart attack on Saturday, January 13th is facing open heart surgery on February 2nd.

While the farm is closing in on 100 years, Registered Holsteins didn't arrive until the late 1970s. "We'd go to a sale and buy the last cow (or cows) in the sale because those were the only ones we could afford," Dave chuckled.

Telling the story of Ban-Queen Registered Holsteins, Dave says he was always the guy who was fo-



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olsteins as part of the family farm



side Lori (EX-93)

outside Sass (EX-92)

cused on the breeding program.

For years, he's been focusing on type, beginning in the 1990s with bulls from Semex. "They gave us a lot of frame and also older cows," he shared. Anything over 2 points on type, I'll use," he quipped. Feet, legs and udders are most important. "I'm waiting for that 'freak' to come along," he said, laughing. Indeed, a rare, once-in-a-lifetime cow has changed the fortunes of many families.

Asked about bulls he likes, Dave's reply was quicker than instant: "Atwood is my all-time favorite. His daughters were all good." Lately he has been using bulls from Blondin Sires.

The herd boasted an above-25,000-pound herd average for a number of years, but that ended when Dave switched to a grazing operation to cut down on expenses. The average today is around 19,000 pounds of milk per cow. "And we try to make good hay," Dave added with yet another burst of chuckles.

This story would be far from complete if we didn't mention Dave's



An icy January afternoon wasn't the best day for an outdoor picture, but an image of the freshly painted doors of the Banicky barn merited being in-

cluded in the story. An extension of the barn, built in 1973, is also shown.

Photo by Dieter Krieg

wife, Sheila, and their daughters, Dalen and Darcy. Sheila is an important part of the operation in numerous ways, including being the herd veterinarian. Originally from Massachusetts and not from a farm, she chose to study veterinary medicine because of her love for animals. And apparently that has rubbed off. Daughter Dalen has been accepted into Cornell's vet school for this coming fall.

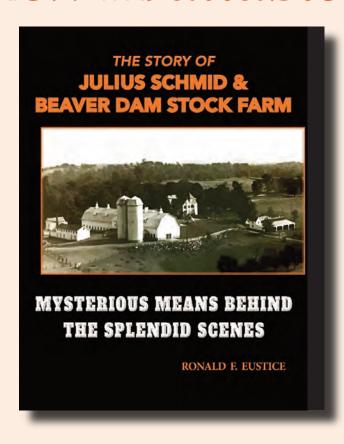
Darcy, who was valedictorian of her senior class of 200 students is majoring in business at Cornell with a 4.0 grade point average. Both girls also play soccer and basketball which creates countless opportunities to travel and see them play.

Dave attributes the excellent performance of Darcy and Dalen to the simple fact that they were raised on a dairy farm. They know responsibility and they know how to work. Reflecting on that, he's very thankful. It's something money really can't buy.

It's a blessing that can come quite naturally on a family dairy farm.



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George Miller Memorial Scholarship invites applications; due by April 1

BRATTLEBORO, Vt. — Applications for the George Miller Memorial Scholarship are due April 1st. The scholarship fund was created in honor of the late George Miller, who was an icon within the Holstein community and dedicated to preparing youth for futures within the dairy industry.

Launched in 2023, the scholarship supports a student who serves as a leader within the dairy industry and their communities. Qualify-

ing college students are invited to apply for the \$1000 award.

The scholarship fund is hosted by the Holstein Foundation, awarded by Holstein Association USA, and supported by Select Sires, who have been allocating funds for this scholarship from semen sales of 7HO15807 George Miller, a previous NxGEN $^{\odot}$ sire.

"We're thrilled to be offering this scholarship for the second year in a row," says



George Miller

Diedra Harkenrider, director of development for the Holstein Foundation. "Along with preserving George Miller's legacy, the \$1000 scholarship supports a deserving student we expect to go on and make a difference within the dairy community."

The George Miller Memorial scholarship will be awarded at the 2024 National Holstein Convention in Salt Lake City, Utah. Application information can be found on the Holstein Foundation's

Website, www.holsteinfoundation.org, under "Scholarships."

Applicants must be a junior or adult member of Holstein Association USA and currently enrolled in an associate's or bachelor's degree program. They must also be a U.S. citizen attending college full-time in the U.S. and pursuing an agricultural degree with dairy-related experiences and career interests.

NYFB to award multiple scholarships

ALBANY, N.Y. — New York high school seniors who are graduating and interested in pursuing a career in agriculture can apply for New York Farm Bureau's Agricultural Youth Scholarships. Eligible students can use the financial award for college or advanced training in the skilled trades. Statewide winners can earn up to \$3000 towards their future education.

The applicant or their family must be a New York Farm Bureau member, and the student must live and/or work on a farm or be involved with agriculture in the state. Applications need to be submitted online and will include a written essay.

Scoring will determine the district winners. Each district winner will receive \$250 and then compete for one of two state scholarships worth \$3000 and \$2000, based on their submitted applications. Applications must be submitted by March 11, 2024. State winners will be announced by the end of May.

More information, including the online application, can be found on New York Farm Bureau's website.



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Reggie won big in 2023: Res. JC at
the PA Spring & Fall shows and JC @ Central PA and Reserve JC of the Eastern National, then nominated All-American Winter Yrlg.! She sells due in April! She'll make waves as a Kitch-Vue



Blexys KngDoc Brilliant-ET VG-87
Two from beautiful WDE Supreme 3E-97 Blexy: Brilliant sells! Makes valuable daughters: her Chief sold for \$6000 @ Music City. BUDJON & Co 5 #1 IVF embryos pick the sire from Alligator, Delta Lambda & Eye Candy x Blexy's A2A2 VG-88 King Doc Klinedell & D-N-R



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PP VG-88 2yr
Joyous is the breed's highest ranking Type cow for REDs and Homozygous Polled by a huge spread at PTAT +3.89. 5 #1 Maximum-Red embryos sell from Joyous! From same family a RED Jr 2 Altitude due 3-14 to sexed Alpha x 86 Unstopabull x 2E-94 Awesome! Josan



Duckett-SA Gold Fame-ET 2E-94

 $Fame is the Goldwyn\,dau.\,of\,2x\,Supreme$ Champ Roy Frosty 3E-97. She has five EX-92 or higher dau's. A silky Delta Lambda winter calf sells from VG-89 max Tatoo from Fame's 2E-92 Atwood! Lots of All-PA honors! Sweet-Peas



S-S-I Doc Have Not 8784-ET **EX-96 DOM**

"The DOC" the \$2 million cow! Pick a granddaughter from two A2A2 12-23 sleek black Delta Lambdas. One is from VG Parfect Heidi and other from VG Conway Hope, both have sons in Duckett, Abbott, AOT & King



Ms Beautys Black Velvet-ET 2E-96

Black Velvet is twice AA plus Res and HM, all as a cow! Her Terrific Tatoo spring yrlg gr'daughter sells from her EX-90 Doorman! TTT & Duckett



Jericho-Dairy Baracuda-ET 2E-96 RC

Bred in NE PA & She added another All-Am nomination in '23! Her RC Analyst Spring Yrlg sells to impress!

Curr-Vale Red Aflame fall calf sells from VG Denver sis to Baracuda! Kozy-Kountry



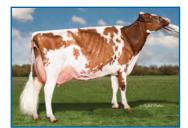
Blondin Goldwyn Subliminal-ETS 4É-97

The Star of the Breed! She has out 310,000m LTD. 5 #1 Dropbox female embryos sell from VG-88 @ 2-3 Delta Lambda by Subliminal's 2E-92 Atwood! Hollow-Ridge



Erbacres Snapples Shakira 3E-97

Sr 2 RC PO Mirand x 93 Redburst full sis to Shakira's 96 dam Snapple sells! Kennedy & Andrews 5 #1 Maximum-Red embryos x 93 Unstopabull x EX x 4E-96 Apple! Glad-Ray 5 #1 Heatwave embryos x EX-91 Done Right x Apple! Alisha Synd



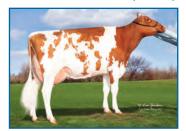
Colganados D Avianca-Red-ET 3E-96

Avianca continues to be a winner by being nominated All-Am for the 4th year as a mature cow. She's made over 41000 twice! Pick from her 3 dynamite Devour fall calves for '24 (two are RED)!



Glad-Ray-K Mor Shots-RED-ET 2E-94

She and her sister More Fun have garnered numerous wins & AA honors. Mor Shots' Latenite daughter that sells will tear up the Summer Yearling class in '24! Castlemont



Kulp-Dale Jordy Lucky-RED 2E-92

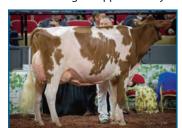
Pick from 3 VG daughters of Lucky: VG-88 Rager Jr 3, VG-87 Altitude Jr 3 & VG-86 Sr 3 Altitude! They are future EX cows with Show Appeal! Lucky's backed by Talent Licorice!

S-Hilltop Holsteins



Unique Dempsey Cheers

Cheers is twice Res AA, 2nd choice from six Cheers babies can be yours. 4 Jaggers and 1 Dropbox are born 9-23 and one June '23 Chief are available to choose! Budjon & Vail



Willye Srndptous Legacy-RED EX-92 max

Legacy made her mark in the show ring by winning Res. Int Champ @ WDE & HM Grand NY State R&W Show! Hulu or Master embryos sell from her granddam EX-90 RC DVC Sprinkles x 2E-93 Gold Chip x 2E-90 Kite back to Threat Lulu. Willye Holsteins



Chinks-Ptnrs Moovin Cella-ET EX-90 92-MS @ 3-5

Cella is Res All-PA JR 3 and has been Top 4 @ ENS back-to-back years. Her Doorman dam is EX-94 x 7 EX dams! 4#1 Pazzle female embryos sell right Way-Har



Luck-E Moovin A-Star-Red-ET VG-87 EX-MS @ 2-03

Sweet Young Thing here! She was 2nd & Best UD Milking Yrlg @ AADS R&W Show in '23! Take home 5 #1 Altitude-Red or Alpha RC embryos from A-Star. McGucci Afro 2E-94 is her gr'dam!



Rocklan Jordy Glitter-Red EX-92

20th generation EX & star of the PA National Sale! 5 #1 Mirand PP sexed embryos sell from Glitter! She made 37160 4.1f too! Endless possibilities!



MS Midway Duplo Sleep Tight EX-90 @ 3-5 Introducing the breed's 2rd cow to com-plete 21 gen's of EX! Her dam is 2E-93 Moreno w/ 34870m. Behind that are 2E-92 Tango x EX-91 Epic x Atwood Ritzi! 5 #1 Major embryos sell from Sleep Tight & an IVF session sells from her Moreno dam! Make your own 22nd and 23rd EX's! Hale & Rasberry

More Highlights

time Opportunity! The pick of any cow in the Herd will be yours from this Fantastic Breeding establishment! The current BAA is 109.7, there's 18 EX, 30 VG, & 5 GP, nothing lower!! Deep pedigrees, high test 3.9f, and low SCC 138,000. Top Sires & Lots of REDS! They are hosting a Convention Tour for a great preview! Ban-Queen Holsteins!

Pick of 3 VG-87 Delta Lambdas milking well, future EX cows! Two from Reflect Lexus family & one from the C-Cove Holsteins Pick of 2 Crushabulls x 2E-94 Gold Chip Sneezy x 3E-91 Terrason x 3E-94

RED HOT Family! Pick from 2 RED Cheerful fall calves direct from Ripple 2E-95 PO, 7x R&W All-American or Jr Hembury & Boop AA honoree!

Sr 2 Summerfest right from EX-92 Hezbollah! She'll turn heads all day! Genetics Link

Smoking RED Warrior Spring Yrlg x 93 full sis to MS Atwood Lacy 3E-96! Welk-Shade

RED 9-23 Latenite x EX Hot Pocket, Res AA Winter Yrlg x 2E-94 Hotstuff!

1st CH 4 RED Altitudes & 1 RC Devour winter calves x EX-91 Unstopabull

Huge RED Sr 2 Moovin & her 12-23 RED Tango baby sell from Kevetta RDburst Lucious EX-94! Eden-View

Two Tequila shots: 4 #1 Rompen-RED embryos x 2E-96 Tequila Siemers and 6-23 RED Analyst x 87 Diamondback x Tequila's 91 Defiant.

Kennedy & Andrews

Two chances to own a sis to Windbrook Lynzi 2E-95: Pick one from 3-23 full sis or 12-22 Doorman. Also 6 #1 sexed Doc embryos sell from Goldwyn Lucia! Diamond-Valley/Wenger 3 #1 Alpha & 2 #2 Dice-Red Embryos x 2E-93 Infra-RED, so many ALL-AM Tatoo Spring Yrlg x 2E-93 Dundee Rhyme x 94 Alegiance Ribbon from Heart&Soul! Warner

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Got your T-shirts yet?

Two styles of Farmshine T-shirts are available in various colors and sizes.

Dairy Farmers Squeeze to Please -- a Farmshine original since 1981, has been a big seller for well over 30 years. It is available in either golden yellow or medium gray.

Cows Got Milk ... Providing Goodness Worldwide is a Farmshine original, introduced in 2013. It is available in lime green, medium gray, light yellow and pink. The shirt's message is meant to help convey a positive message about milk to the public.

Both T-shirt designs have the familiar Farmshine logo on the back.

We invite you to wear any of these T-shirts. Mix or match in any quantity. Postage is included in the price and discounts are available for orders of 10 or more to the same address.



Modeling the T-shirt is 20-month old Emily Krieg.

providing goodnes worldwid

Modeling the T-shirt is 4-year old Geneva Styer, daughter of Heidi and Andy Styer and granddaughter of Farmshine

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Calf lung ultrasounds are webinar subject

FORT ATKINSON, Wis. — The upcoming Hoard's Dairyman webinar will feature lung ultrasound technology to help keep calves healthy. It can be used to answer a multitude of questions regarding respiratory health in calves. The presentation will show how implementing lung ultrasound can get answers regarding timeliness of diagnosis, efficacy of treatment protocols, and monitoring prevalence. Economics associated with routine lung scanning will also be reviewed.

Sponsored by Agri-Plastics, the webinar will take place on Monday, February 12 at 1 p.m. (Eastern time). Terri Ollivett, a veterinarian and associate professor at the University of Wisconsin-Madison's School of Veterinary Medicine, will lead the discussion. To register for the free webinar: www.hoards.com/webinars.

Animal care protocols featured in a free book

HARRISBURG, Pa. – The Center for Dairy Excellence is once again offering free copies of Animal Care Protocol Record-Keeping Books to Pennsylvania dairy producers and veterinarians. With more than 3900 books distributed to date, they have been created to help Pennsylvania dairy farm families comply with National FARM requirements associated with record keeping. One book should cover one program year for a smaller-sized herd. To request a free copy of the book, visit www.centerfordairyexcellence.org/request-book or call 717-788-0304.

With the start of 2024, it's the perfect time to request a copy of these record-keeping books to establish a good system for managing animal care efforts and protocols on your dairy operation. We continue to keep these record-keeping books updated over time as the National FARM program revises their requirements," said Jayne Sebright, executive director at the Center for Dairy Excellence. "The books include a family cow care agreement, pages to help producers document standard operating procedures and treatments of their dairy animals, and more.

Brad Kiefer of eastern Pa. grew 300 bu./acre in contest

UNIVERSITY PARK, Pa. — Pennsylvania Corn Growers have announced that Brad Kiefer of Northampton County is the state winner of their 5-acre corn contest with a yield of 300.66 bushels

Linda Krall of Lebanon County placed first in the SouthCentral Region contest with a yield of 296.84 bushels per acre. Autumn Martin, also from Lebanon County, was close behind with a yield

Randy Rhoads of Columbia County placed first in the Central Region contest with a yield of 273.33 bushels per acre. Dan Rice of Perry County placed second in the region with 268.04 bushels.

Steve Chapin from Luzerne County topped the field in the Northern Region contest with a yield of 261.58 bushels per acre. Scott Snyder from Lycoming County placed second with 222.96 bushels.

Tom Rohanna of Greene County came out on top in the Western Region contest with 244.26 bushels per acre. Placing second was Richard Burd of Fayette County with a yield of 231.96 bushels.

Doug Bowersox of Snyder County placed first in the Irrigated Class with a yield of 270,98 bushel per acre.

The Pennsylvania 5-Acre Corn Yield Contest is a friendly way to challenge each corn grower to grow their best yield. The contest has five categories - four regions across the state; and an irrigated class which covers the whole state.

Jeff Corle would like to perform in your barn

WINDBER, Pa. — Country music song writer and singer Jeff Corle, who lives on a farm near here, is willing to come to your barn and perform. Yes, your barn. He'll sing his signature song, "Empty Barn," the viral hit song on YouTube. The song was born, he says, "of the heartache and pain I experienced after economic circumstances forced me to shut down my dairy and sell my beloved Guernsey cows last spring."

Jeff knows that his pain is common among dairy farmers. Whether you have an empty (cow) barn or not, he would welcome the opportunity to perform at your place. For free.

Yes, there is a catch. He'd like to have the host farmer invite friends and neighbors. "I'd like to see at least 20 people," he says. And if you happen to know about a fair or other event where he might be welcomed as a performer, he would appreciate knowing about it.

"The initial success of *Empty Barn* and all that encouragement for my music prompted me to keep writing and to go to Nashville to record my debut album, Farm Animal. I call it an album written by a farmer for farmers!" Jeff noted.

"I now play live and also do speaking engagements on the topic of farmer mental health and overcoming adversity; two things that became central to my own life in the run up to and in the aftermath of selling my cows.

"I incorporate Empty Barn and other original songs into my speaking appearances providing a unique, emotionally stirring, and engaging audience experience - especially when that audience is farmers or farm related folks."

Jeff welcomes your call: 814-467-4771. For more information, please visit his website: jeffcorlemusic.com



Lebanon County dairy producer takes proactive approach to transitioning farm to son

At Homestead Acres in Lebanon County, Pennsylvania, Curtis Zimmerman and his wife manage the dairy operation and milk 120 cows alongside their son. While Curtis is only 49, he decided to take a proactive approach with succession planning and giving his son the opportunity to take over the dairy business. The Zimmermans worked with Dr. Brian Reed, a dairy farm consultant, to start building a clear transition plan between generations. The Center for Dairy Excellence offers business consultants like Dr. Reed at no charge to dairy farm families to assist with transition/succession planning, business planning, financial analysis and more

"We talked with other people who utilized consultants, and it seemed to work out pretty good for them. We decided to give it a try. We needed some guidance on how to go about it," Curtis shared.

The family met at least twice with Dr. Reed who listened to their goals and ideas for the transition and then facilitated the steps that



Curtis Zimmerman, a dairy farmer from Lebanon County, has taken a proactive approach to transition and succession planning.

needed to happen to start building a concrete

plan. While the Zimmermans are just starting out in the succession planning process, having an outside consultant involved allowed all parties and generations to feel heard and understood.

FEBRUARY 7-8, 2024 JOIN US IN FEBRUARY! Unlockyour Lancaster Wyndham Resort and Convention Potential Center PA DAIRY SUMMIT LANCASTER, PA

Dairy producers will hear from several other farmers who will talk about the transition planning process at the PA Dairy Summit in February.

Family business dynamics on program for 2024 PA Dairy Summit

Dairy producers are invited to attend the PA Dairy Summit in early 2024! Happening on February 7-8 in Lancaster, the Pennsylvania Dairy Summit is ideal for dairy farmers in all types of production. To ensure you have opportunities to unlock your potential and network with as many of your peers as possible, each year, steep discounts are available to dairy producers. Producers can attend the full, two-day Dairy Summit for \$100, with one-day rates available for \$50.

"I liked how at the main sessions, we were able to sit beside other farmers. I missed the breeding breakout session, but I ended up sitting right next to that speaker later during a main session. We talked for a little bit, and it helped me realize we're all in this together. Nobody has it all figured out. It was encouraging. As farmers, we shouldn't always just be trying to put the next fire out. We should be trying to plan further ahead. That's something I continue to think about [after the Dairy Summit]," said Kerry Zeiset, a Lancaster County dairy farmer who attended the Dairy Summit last year.

Here are a few sessions focused on family dynamics and transition planning at the 2024 PA Dairy Summit:

· Keynote Session: Cultivating a Multi-Faceted Family Farm, a Producer Showcase with Sarah Moag and Rob Noble of Noble**hurst Farms.** As farmers, good stewardship ranges from our animals and natural resources to the employees and family members we work with every day. During this Keynote Session and Producer Showcase, you will hear how Noblehurst Farms takes a team approach and cultivates a multi-faceted family farm.

 Breakout Session: Who Should Be Part of Your Transition Team? with Tyler Rohrer, Lori Butler and Justin Risser. As you navigate the farm transition and succession planning process, having the right family members, partners and consultants involved in the process can help you move forward and overcome hurdles. Hear from three dairy producers who will share how a team approach to transition planning benefitted their business.

 Breakout Session: Navigating Personality Styles and Generational Differences with Josh Keefer. When working with family and multiple generations on the farm, unresolved conflicts, resistance to change and other communication barriers can all contribute to poor business performance. This session will offer strategies for unlocking the potential of leaders of all ages on your team.

Visit www.padairysummit.org to register today and view the full program. Call the Summit Business Office at 814-355-2467.

"It gave us all a voice in the decisions. I was a little concerned about how to make everything fair and make it work financially for both parties. Dr. Reed helped us through all that," Curtis said. "The way he helped us set it up, we can tweak the plan as we go. If something isn't working out on either end, we can switch it around. It helped us understand where everyone is at."

As one of the initial steps in the transition plan, Curtis's son is buying the cows this coming January 2024. Dr. Reed helped them determine the best way to split the income and decide who pays which bills going forward. Eventually, the long-term plan is to rent their son the farm if that matches his goals.

"We're going to take small steps in the whole transition, so nobody is stuck or gets hurt in the process. I wanted him to be able to slowly work into this. I don't ever want him to feel trapped or like he doesn't have an exit," Curtis added.

By being proactive about the transition planning process, Curtis feels it could help both parties navigate the financial elements and give his son the opportunity to make his own mark on the dairy operation.

"I'm only 49. But when we took it over from my dad who was the fourth generation, all of a sudden one day [it was ours] and there was really no plan. I saw the damage that did over the years - all the wasted time and money. We had some pretty rough years, and I think a lot of that could have been avoided if there was a plan," Curtis shared. "I hoped there was a better way for us to do things now, so that's what we're trying to do [with this transition plan]."

Instead of waiting to make these types of transition decisions, working with an outside consultant helped guide the Zimmerman family through the starting points they can take to maintain a true generational family

"I see so often that we wait and wait. Then, the next generation can't even afford it or doesn't have enough time in life to purchase a place or take over a dairy operation. It's just too expensive or time consuming for them. So, the earlier you can start for a young couple, the better," he added. "I don't know if Dr. Reed told us anything we didn't know, but it's always good to hear it from an outside third party - especially when you're working with family."

To learn more about working with a dairy farm consultant on your operation, contact Melissa Anderson, Programs and Operations Manager, at manderson@centerfordairyexcellence.org or call 717-346-0849.

Holidays, family, farm, and conflict: a not-so-joyous combination

By the time you are reading this, you will have made it through both Thanksgiving and Christmas. We're hoping your holiday season was a great one full of peace, family, and reflection! Each month, Monica McConkey, a Rural Mental Health Specialist at Eyes on the Horizon Consulting, shares short articles with the Center for Dairy Excellence filled with tips specifically for dairy farmers. This month, she shared four tips for navigating holiday gatherings if there is apprehension and worry about spending time with extended family.

Much of the time, Monica says dissention over the farm is at the center of this anxiety. This might include how transition/succession planning is being handled, conflict amongst family you work with, differing views by non-farm siblings, and/or discomfort with inlaws. It's easy to say "leave it all behind during the holidays for the kids," but that is not always an easy thing to do.

Here are a few tips Monica shared that will help manage family gatherings filled with angst:

1. Focus on what you control. You control YOU: your thoughts, your responses, your behaviors, and what you choose to focus on. Even if others are "pushing your buttons," it is within our control to oversee our own buttons! You don't control anyone else.

2. Avoid conversations about the business when at a family function. If others want to engage in a business meeting at Christmas dinner, encourage a different time and a set agenda to cover those items.

3. Remember that when emotions become BIG, we lose our ability to think, problemsolve, and be rational. Before engaging in a conversation, especially one that is potentially contentious, work to stay calm. Get your heart rate and breathing to a good place. Get focused on objectives. Then, enter the conversation.

4. Walking away, limiting time, leaving early, or not attending a family event is okay if the environment is toxic.

"I hope these four strategies can assist you in having a truly joyful and blessed holiday season with the focus being on what you are thankful for and blessed with. This takes a lot of work and intentionality, but it is well worth it," Monica shared.

Read more articles like this at: www.centerfordairyexcellence.org/articles-to-help.

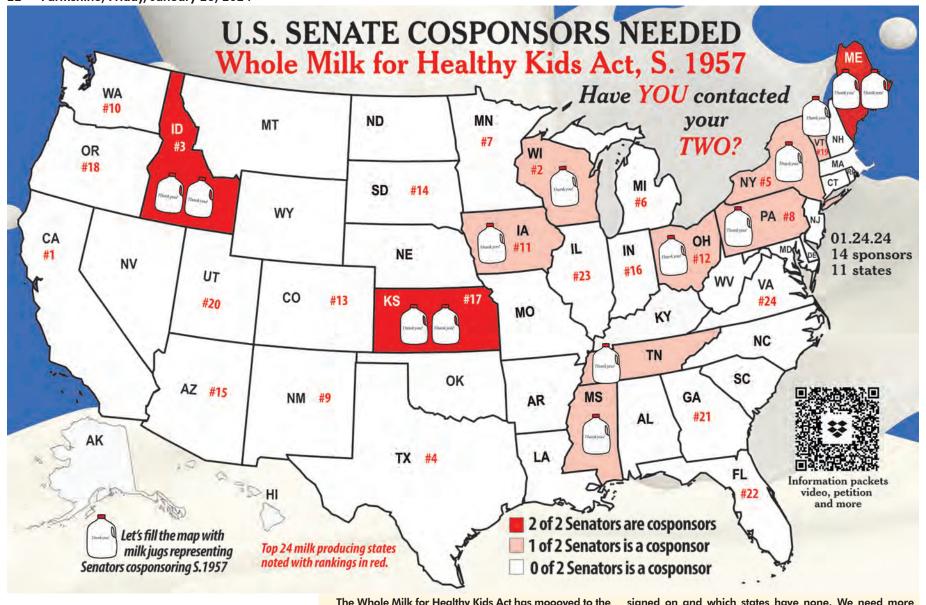
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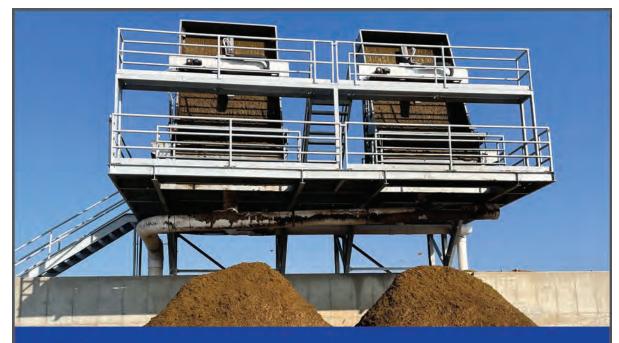
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Toasted is Tastier! (717) 355-BEAN (2326) 220 White Oak Road New Holland, PA 17557 The Whole Milk for Healthy Kids Act has moooved to the Senate. S. 1957 is identical to H.R. 1147. As of January 24, 2024, the Senate bill has 14 sponsors from 11 states. This map shows what states have both Senators or one Senator

signed on and which states have none. We need more cosponsors to get this bill out of the Ag Committee and onto the Senate floor for a successful vote. Will YOU call or write your TWO?

Map by Sherry Bunting



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Whole Milk for Healthy Kids Act, S. 1957, needs more Senate cosponsors. Let's get more milk jugs on this list! Will YOU contact your TWO?

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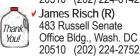
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MICHIGAN (0 of 2)

Sen. Debbie Stabenow (D) 731 Hart Senate Office Bldg. Washington DC 20510 **(** (202) 224-4822

Sen. Gary C. Peters (D) B40A Dirksen Senate Office Bldg. Washington DC 20510 **(** (202) 224-6221

MINNESOTA (0 of 2)

Sen. Amy Klobuchar (D) / 425 Dirksen Senate Office Bldg. Washington DC 20510 **(** (202) 224-3244

Sen. Tina Smith (D) / 720 Hart Senate Office Bldg. Washington DC 20510 **(** (202) 224-5641

MISSISSIPPI (1 of 2)



✓ Sen. Cindy Hyde-Smith (R) 702 Hart Senate Office Bldg., Wash. DC 20510 (202) 224-5054

Sen. Roger F. Wicker (R) / 425 Russell Senate Office Bldg. Washington DC 20510 **(** (202) 224-6253

MISSOURI (0 of 2)

Sen. Josh Hawley (R) / 115 Russell Senate Office Bldg. Washington DC 20510 **(** (202) 224-6154

Sen. Eric Schmitt (R) / 387 Russell Senate Office Bldg. Washington DC 20510 **(** (202) 224-5721

MONTANA (0 of 2)

Sen. John Tester (D) / 311 Hart Senate Office Bldg. Washington DC 20510 **(** (202) 224-2644

Sen. Steve Daines (R) / 320 Hart Senate Office Bldg. Washington DC 20510 (202) 224-2651

NEBRASKA (0 of 2)

Sen. Pete Ricketts (R) / 139 Russell Senate Office Blda. Washington DC 20510 **(** (202) 224-4224

Sen. Deb Fischer (R) / 448 Russell Senate Office Bldg. Washington DC 20510 **(** (202) 224-6551

NEVADA (0 of 2)

Sen. Catherine Cortez Masto (D) / 520 Hart Senate Office Bldg. Washington DC 20510 **(** (202) 224-3542

Sen. Jackie Rosen (D) , 713 Hart Senate Office Bldg. Washington DC 20510 **(** (202) 224-6244

NEW HAMPSHIRE (0 of 2)

Sen. Jeanne Shaheen (D) 506 Hart Senate Office Bldg. Washington DC 20510 **(** (202) 224-2841

Sen. Margaret Wood Hassan (D) 324 Hart Senate Office Bldg. Washington DC 20510 **(** (202) 224-3324

NEW JERSEY (0 of 2)

Sen. Cory A. Booker (D) / 717 Hart Senate Office Bldg. Washington DC 20510 **(** (202) 224-3224

Sen. Robert Menendez (D) 528 Hart Senate Office Bldg. Washington DC 20510 **(** (202) 224-4744

NEW MEXICO (0 of 2)

Sen. Martin Heinrich (D) / 709 Hart Senate Office Bldg. Washington DC 20510 **(** (202) 224-5521

Sen. Ben Ray Luján (D) / 498 Russell Senate Office Bldg. Washington DC 20510 (202) 224-6621

NEW YORK (1 of 2)



✓ Sen. Kirsten Gillibrand(D) 478 Russell Senate Office Blda 20510 (202) 224-4451

Sen. Chuck Schumer / 322 Hart Senate Office Bldg. Washington DC 20510 **(** (202) 224-6542

NORTH CAROLINA (0 of 2)

Sen. Thom Tillis (R) / 113 Dirksen Senate Office Bldg. Washington DC 20510 **(** (202) 224-6342

Sen. Ted Budd (R) / 304 Russell Senate Office Bldg. Washington DC 20510 **(** (202) 224-3154

NORTH DAKOTA (0 of 2) Sen. John Hoeven (R)

/ 338 Russell Senate Office Bldg. Washington DC 20510

((202) 224-2551 Sen. Kevin Cramer (R) / 313 Hart Senate Office Bldg. Washington DC 20510 **(** (202) 224-2043

OHIO (1 of 2)



✓ Sen. J.D. Vance (R) 288 Russell Senate Office Bldg., Wash. DC 20510 (202) 224-3353

Sen. Sherrod Brown (D) 503 Hart Senate Office Bldg. Washington DC 20510 **(** (202) 224-2315

OKLAHOMA (0 of 2)

Sen. James Lankford (R) / 316 Hart Senate Office Bldg. Washington DC 20510 **(** (202) 224-5754

Sen. Markwayne Mullin (R) 330 Hart Senate Office Bldg. Washington DC 20510 **(** (202) 224-4721

OREGON (0 of 2)

Sen. Ron Wyden (D) / 221 Dirksen Senate Office Bldg. Washington DC 20510 (202) 224-5244

Sen. Jeff Merkley (D) / 531 Hart Senate Office Bldg. Washington DC 20510 **(** (202) 224-3753

PENNSYLVANIA (1 of 2)



Sen. Robert P. Casey, Jr. (D) / 393 Russell Senate Office Bldg. Washington DC 20510 **(** (202) 224-6324 RHODE ISLAND (0 of 2)

Sen. Jack Reed (D) 728 Hart Senate Office Bldg. Washington DC 20510 (202) 224-4642

Sen. Sheldon Whiteouse (D) 1 530 Hart Senate Office Bldg. Washington DC 20510 (202) 224-2921

SOUTH CAROLINA (0 of 2)

Sen. Lindsey Graham (R) 1 211 Russell Senate Office Bldg. Washington DC 20510 **(** (202) 224-5972 Sen. Tim Scott (R) 1 104 Hart Senate Office Bldg.

Washington DC 20510 (202) 224-6121 SOUTH DAKOTA (0 of 2)

Sen. John Thune (R) 1 511 Dirksen Senate Office Bldg. Washington DC 20510

((202) 224-2321 Sen. Mike Rounds (R) / 716 Hart Senate Office Bldg. Washington DC 20510 **(** (202) 224-5842

TENNESSEE (1 of 2)



Sen. Bill Hagerty (R) 1 251 Russell Senate Office Bldg. Washington DC 20510 **(** (202) 224-4944

TEXAS (0 of 2)

Sen. Ted Cruz (R) 1 167 Russell Senate Office Bldg. Washington DC 20510 (202) 224-5922

Sen. John Cornyn (R) 1 517 Hart Senate Office Bldg. Washington DC 20510 (202) 224-2934

UTAH (0 of 2)

Sen. Mike Lee (R) / 363 Russell Senate Office Bldg. Washington DC 20510 **(** (202) 224-5444 Sen. Mitt Romney (R) / 354 Russell Senate Office Bldg. Washington DC 20510

((202) 224-5251 VERMONT (1 of 2) Sen. Peter Welch (D) 124 Russell Senate

Sen. Bernie Sanders (I) 332 Dirksen Senate Office Bldg. Washington DC 20510 **(** (202) 224-5141

VIRGINIA (0 of 2)

Sen. Tim Kaine (D) 231 Russell Senate Office Bldg. Washington DC 20510
(202) 224-4024 Sen. Mark R. Warner (D) 1 703 Hart Senate Office Bldg.

Washington DC 20510 **(** (202) 224-2023 WASHINGTON (0 of 2)

Sen. Patty Murry (D) / 154 Russell Senate Office Bldg. Washington DC 20510 (202) 224-2621

Sen. Maria Cantwell (D) 511 Hart Senate Office Bldg. Washington DC 20510 (202) 224-3441

WEST VIRGINIA (0 of 2)

Sen. Joe Manchin (D) 1 306 Hart Senate Office Bldg. Washington DC 20510 **(** (202) 224-3954

Sen. Shelley Moore Capito (R) 170 Russell Senate Office Bldg. Washington DC 20510 **(** (202) 224-6472

WISCONSIN (1 of 2)

✓ Sen. Ron Johnson (R) 328 Hart Senate Office Bldg., Wash. DC 20510 (202) 224-5323 You!

Sen. Tammy Baldwin (D) 1 141 Hart Senate Office Bldg. Washington DC 20510 **(** (202) 224-5653

WYOMING (0 of 2)

Sen. John Barrasso / 307 Dirksen Senate Office Bldg. Washington DC 20510 **(** (202) 224-6441

Sen. Cynthia M. Lummis 1 127A Russell Senate Office Bldg. Washington DC 20510

((202) 224-3424 Brought to you by Grassroots PA Dairy Advisory Committee

(202) 221 1012	<i>rou!</i> (20)	2) 224-4242	emaii ayritezo i regmaii.co.
Date		Your Name	
		Your Address	
RE: Whole Mi	ilk for Healthy Kids, S.19	957 by Senators R	oger Marshall, Peter Welch
Dear Senator			
I/We are your	constituents, living in		
I/We work/fa	rm in		
and have	children/grandchildre	en.	

I/We write to ask you to stand up for our children, parents, schools and dairy farmers by cosponsoring S. 1957, the Whole Milk for Healthy Kids Act, to bring back the <u>choice</u> of Whole Milk in schools. This bill is not a mandate, it is about choice, so students can have the delicious Whole Milk option to benefit nutritionally from milk they will love. The House passed H.R. 1147 in a bipartisan 330 to 99 vote in December. We hope you will soon add your name to the list of Senate cosponsors for S. 1957. It is vital to have this choice. Whole milk is standardized at 3.25% fat (3.5% in Calif.). Systematic reviews of the scientific literature show milkfat should no longer be demonized by federal policies, especially for children.

Currently, 95% of U.S. schools are in the National School Lunch Program, which in 2012 made rules via the Healthy Hunger-Free Kids Act requiring only fat-free and low-fat (1%) milk be available to students during school hours. Since then, student milk consumption has declined drastically, and milk has become a most frequently discarded item. A 2021 survey showed 78% of parents choose whole or 2% milk for their families, but these options are restricted from their children at school, where they receive two meals a day, five days a week, three-quarters of the year. A 2019 trial at a PA school showed milk consumption increased by 52% and waste volume decreased by 95% when offerings were expanded to include Whole and 2% milk. More students chose milk, and fewer students threw away milk. That's a win for kids, dairy farmers and the environment

This is a critical time to provide what milk delivers -- complete protein and 13 essential nutrients. When students aren't drinking milk offered at school, they don't receive its nutrition. In fact, the DGA Committee in 2020 admitted their recommended dietary patterns lack enough key nutrients, including three of the four nutrients of public health concern that milk provides: potassium, calcium, and Vitamin D, which is fat soluble.

Thank you in advance for helping bring the delicious option of Whole Milk back to school lunch and breakfast by cosponsoring S. 1957.

Sincerely Signature



and petitions

ancaster

New England, New Jersey, New York

1117 898

920

796

43

113

130

136 137

138

fron	n page	8		
ROBERT J. HOWE	27 HO	19813	773	601
WRIGHT, ANDREW	50 XX	15283	694	539
CHARLES P. CARRIER	123 HO	16947	734	537
LEIBOLD, KYLE	30 JE	15466	680	529
HERDS WITH A RHA	A SCC LESS	S THAN 2	00,000	
GLADSTONE, WALTER & MAI	RGARE	JE	86	43
GRAY, KIM		JE	94	23
GLADSTONE, WALTER & MAI	RGARE	HO	98	1951
HARKDALE FARM, INC.		JE	104	115
ALLENVILLE FARM		HO	113	90
SILLOWAY FARMS		HO	120	67
LEIBOLD, KYLE		JE	122	30
OUGHTA-BE-FARM LLP.		XX	124	60
ROBERT J. HOWE		JE	137	14
CONANT, DEAN & TERRI		AY	141	46
HOYT, AMBER & SCOTT		AY	143	45
WHITE ROCK FARM		JE	165	147
WRIGHT, ANDREW		XX	166	50
HARKDALE FARM, INC.		HO	174	60
WHITE, ELIJAH & MARY		HO	180	126

WHITE, ELIJAH & MARY		НО	180	126
Orleans Cour	ıty			
ANDY & SARAH BIRCH	33 HO	26578	1176	878
NADEAU, AARON & CHANTA	152 HO	24615	1012	772
ADAM & JOANNA LIDBACK	50 HO	22777	970	731
BROE, JOHN & DEANNA	15 HO	23060	1005	725
ANDERSONVILLE FARM LLC.	235 HO	21645	881	709
EDWARDS, LYLE & KITTY	50 HO	21077	846	661
BROE, JOHN & DEANNA	63 XX	19351	913	654
PADDLEBRIDGE HOLSTEINS	60 HO	20218	772	606
LISAI, PAUL	60 XX	19579	950	605
ADAM & JOANNA LIDBACK	29 XX	16567	796	584
GUILLETTE, MARCY	23 HO	16771	683	517
HERDS WITH A RHA	SCC LESS	S THAN 2	00,000	
ADAM & JOANNA LIDBACK		XX	69	29
LISAI, PAUL		XX	82	60
BROE, JOHN & DEANNA		HO	106	15
ANDREWS, ANDY		XX	106	228
PADDLEBRIDGE HOLSTEINS		HO	126	60

HO	148	235
XX	154	63
НО	155	50
17510	895	671
S THAN 2	00,000	
JE	119	99
ty		
ty 29418	1241	974
	1241 665	
29418		575
29418 18420	665 692	974 575 544
29418 18420 14503	665 692	575 544
29418 18420 14503 S THAN 2	665 692 00,000	575 544 79
29418 18420 14503 S THAN 2	665 692 00,000 110	575
	17510 S THAN 2	HO 155 17510 895 S THAN 200,000

NADEAU, AARON & CHANTALE

FAIRMONT FARM		НО	163	1648
Windham Co	unty			
WESTMINSTER FARM	828 HO	29194	1218	949
MARK, SUE, SAM, KELTSEY	33 HO	25490	1065	824
MILLER, PETER	262 HO	25747	1014	784
HAMILTON, JAKE	48 HO	21996	924	690
MARK, SUE, SAM, KELTSEY	28 JE	17165	907	633
THE CORSE FARM	54 XX	15936	656	509
MALCOLM SUMNER	43 JE	13948	718	500
HERDS WITH A RHA	A SCC LESS	THAN 2	00,000	
WESTMINSTER FARM		HO	117	828
THE CORSE FARM		XX	127	54
MILLER, PETER		HO	138	262
THE PUTNEY SCHOOL		XX	156	30
HAMILTON, JAKE		HO	161	48
MARK, SUE, SAM, KELTSEY R	USHTO	HO	174	33
LILAC RIDGE FARM		HO	186	39
MARK, SUE, SAM, KELTSEY R	USHTO	JE	193	28

Windsor County RHOMAN WAI DOLLOFF, MICHAEL & HEIDI ROBETH HOLSTEINS LLC. RICHARDSON FAMILY FARM MILLER, GEORGE SPRING BROOK FARM HERDS WITH A RHA SCC LESS THAN 200,000 RICHARDSON FAMILY FARM BILLINGS FARM MUSEUM RHOMAN WAI MILLER, GEORGE ROBETH HOLSTEINS LLC. DOLLOFF, MICHAEL & HEIDI

MASSACHUSETTS

CLESSONS DAIRY	53 HO	26984	1126	850
DAR-RIDGE FARM	30 HO	25497	1100	815
PURINGTON, ROBERT	31 XX	23401	958	788
HUNT FARM	159 HO	22419	808	697
GUNN, STEVE	60 HO	21341	911	687
HERDS WITH A F	RHA SCC LESS	THAN 2	00,000	
PURINGTON, ROBERT		XX	96	31
HUNT FARM		HO	150	159
DAR-RIDGE FARM		HO	174	30
GUNN, STEVE		HO	178	60

642 HO

132 HO

31 JE

28331

23061

17104

НО 118

НО

НО

Hampsi	hire (Count	y

PARSONS, HENRY & EDWARD	80 HO	22481	1066	793
HERDS WITH A RHA	SCC LESS	THAN 2	00,000	
PARSONS, HENRY & EDWARD		НО	84	80

Worcester County

CATLIN FARMSTEAD	188 HO	25476	1052	819	
KARL HEINS	32 HO	18803	721	598	
KOEBKE, JIM & KRISANN	20 HO	16932	627	516	
HERDS WITH A RHA SCC LESS THAN 200,000					
KARL HEINS		XX	177	59	

Providence County

WRIGHT'S DAIRY FARM 114 HO 27323 1194 887 HERDS WITH A RHA SCC LESS THAN 200,000

CONNECTICUT

New London County VALLEY VIEW DAIRY 127 HO 23055 SNURKOWSKI, STEVE 105 HO 24434 CLARK WOODMANSEE III. 130 HO 23466 HERDS WITH A RHA SCC LESS THAN 200,000 SNURKOWSKI, STEVE HO 154

Windham County

WOODHILL FARM

NEW YORK

CLARK WOODMANSEE III.

VALLEY VIEW DAIRY

Allegany County

65 HO 27248 1101

Broome County

WINSOR ACRES	2129 HO	29051	1162	901
HERDS WITH A	A RHA SCC LESS	THAN 2	00,000	
WINSOR ACRES		HO	81	2129

Cayuga County

81 HO	29570	1177	946
124 HO	26873	1049	822
93 HO	27159	1115	816
92 JE	15533	748	546
A SCC LESS	THAN 2	00,000	
	HO	44	124
	HO	157	81
	JE	164	92
	124 HO 93 HO 92 JE	124 HO 26873 93 HO 27159 92 JE 15533 A SCC LESS THAN 2 HO HO	124 HO 26873 1049 93 HO 27159 1115 92 JE 15533 748 A SCC LESS THAN 200,000 HO 44 HO 157

Chautauqua County

PHILIP BECKERINK	76 HO	22026	877	700		
JASON RHODES	49 HO	18097	696	562		
HERDS WITH A RHA SCC LESS THAN 200,000						
PHILIP BECKERINK		HO	128	76		

Chemung County

LE-DENN FARM	95 HO	24279	905	758
HERDS WITH A RHA	SCC LESS	THAN 20	00,000	
LE-DENN FARM		НО	111	95

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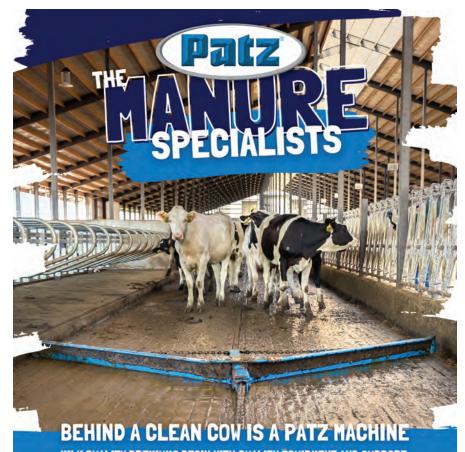
Hannah Balthaser Mark Balthaser Kyle Bonavita Douglas Boop Matthew Boop **Brooke Bortner** Jacalyn Bortner Beth Ann Clark Chris & Jen Hill Chad & Sara Horst

Daniel Kitchen Chris Reichard Hayden Reichard Skyler Reichard Kalina Rhoads Terri Sigler Katelyn Taylor Cadin Valentine **Gavin Valentine** Hayden Weaver

Congratulations to all exhibitors and winners of the 2023 World Dairy Expo!



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Lancaster

New England, New Jersey, New York

Chenango County

HOLCOMBS GUERNSEY FARM	41 XX	15286	730	510
HERDS WITH A RHA	SCC LESS	THAN 20	00,000	
ROBIN & JASON CANNISTRA		XX	139	35

Herkimer County SAMUEL S. KING 75 HO 26683 1022

JONATHON SHIRK	42 HO	23688	1005	734		
IRVIN LEID	49 HO	22242	918	670		
JOHN E. STOLTZFUS	37 HO	19146	800	575		
HERDS WITH A RHA SCC LESS THAN 200,000						
JONATHON SHIRK		HO	145	42		
SAMUEL S. KING		НО	173	75		

Montgomery County

79 HO	24819	1005	777			
80 HO	22044	838	721			
70 HO	22540	898	709			
55 HO	19991	911	647			
57 XX	20081	871	641			
46 HO	21303	808	640			
60 JE	16792	805	611			
90 JE	14239	731	514			
HERDS WITH A RHA SCC LESS THAN 200,000						
	HO	177	70			
	JE	190	90			
	80 HO 70 HO 55 HO 57 XX 46 HO 60 JE 90 JE	80 HO 22044 70 HO 22540 55 HO 19991 57 XX 20081 46 HO 21303 60 JE 16792 90 JE 14239 SCC LESS THAN 20	80 HO 22044 838 70 HO 22540 898 55 HO 19991 911 57 XX 20081 871 46 HO 21303 808 60 JE 16792 805 90 JE 14239 731 SCC LESS THAN 200,000 HO 177			

Ontario County

VERNON OBERHOLTZER

HARVEY SENSENIG

Cittario Coal	щ			
LAKE COUNTRY HOLSTEINS	79 HO	31921	1217	1008
NEVIN SENSENIG	55 HO	29466	1214	946
RUEBEN WEAVER	47 HO	28366	1258	937
HARVEY SENSENIG	61 HO	28691	1140	935
LEON NEWSWANGER	59 HO	29860	1047	918
NELSON SENSENIG	47 HO	28248	1135	910
DAVID BURKHOLDER	46 HO	28239	1186	905
LEWIS R. SAUDER	53 HO	26031	1078	829
VERNON OBERHOLTZER	91 HO	24719	1090	819
CLEARVIEW FARM	65 HO	24952	989	749
ARTHUR ZIMMERMAN	168 HO	24080	921	748
HERDS WITH A RHA	A SCC LESS	THAN 2	00,000	
NEVIN SENSENIG		HO	69	55

DAVID BURKHOLDER	HO	122	46
LAKE COUNTRY HOLSTEINS	HO	122	79
LEWIS R. SAUDER	HO	140	53
NORMAN BURKHOLDER	HO	147	63
CLEARVIEW FARM	НО	159	65
LEON NEWSWANGER	HO	166	59
NELSON SENSENIG	HO	179	47
ARTHUR ZIMMERMAN	HO	195	168

Otsego County

010050 0000						
EVAN M. CHARLES	65 HO	26743	1035	867		
MARVIN FISHER	55 HO	25588	885	775		
MATHEW FISHER	62 HO	22194	1007	691		
HERDS WITH A RHA SCC LESS THAN 200,000						
EVAN M CHARLES		HO	167	65		

Rensselaer County

ERIC ZIEHM	57 XX	18328	745	550

Schoharie County

ERIC & TAYLOR BOGARDUS	26 HO	25293	861	796
ERIC & TAYLOR BOGARDUS	31 AY	17685	667	561
HERDS WITH A RHA	SCC LES	S THAN 2	00,000	
ERIC & TAYLOR BOGARDUS		AY	147	31

Schuyler County

MARLIN HOOVER	45 HO	22228	918	740
BROOK'S EDGE DAIRY	78 HO	22082	861	696
ALLEN, THOMAS R.	48 HO	16524	658	540

Seneca County

KEITH MARTIN	77 HO	24159	896	775
WINDY HOLLOW FARM	164 HO	25052	977	775
CLAIR ZIMMERMAN	83 HO	24979	923	762
DELMAR & DAWN MARTIN	104 HO	21528	835	680
HERDS WITH A RHA	A SCC LESS	THAN 20	00,000	
CLAIR ZIMMERMAN		HO	137	83
DELMAR & DAWN MARTIN		HO	140	104
WINDY HOLLOW FARM		HO	190	164

Steuben County

PAUL & KATHIE WHITE	113 HO	28432	1227	900

Tioga County LAWTON JERSEY FARM 100 JE 22954 1126 HERDS WITH A RHA SCC LESS THAN 200,000 ROGER FORD XX 160 LAWTON IERSEY FARM 196 JΕ

HERDS WITH A RHA SCC LESS THAN 200,000

Tompkins County

HOUSTON, MARLIN JR.	149 HO	20402	815	640
HERDS WITH A RHA	SCC LESS	THAN 20	0,000	
LIBERTY VIEW FARMS LLC.		XX	168	48
HOUSTON, MARLIN JR.		НО	198	149

Washington County

	-5			
WINDY LEA DAIRY LLC.	154 HO	18658	785	58
HERDS WITH A RH	A SCC LESS	THAN 20	00,000	
YOUNG, JENNY		AY	107	4

Wayne County

CEVIN HUBER	64 HO	28397	1248	911
RICHARD HORNING	147 HO	26773	1055	861
OWIGHT SENSENIG	75 HO	24370	934	774
ARRY MARTIN	85 HO	24395	963	753
HERDS WITH A RI	HA SCC LESS	THAN 2	00,000	
CEVIN HUBER		НО	44	64
OWIGHT SENSENIG		НО	133	75
ARRY MARTIN		НО	144	85
RICHARD HORNING		HO	159	147

Tates County				
DAVID MARTIN	52 HO	27938	1153	891
MATTHEW ZEISET	59 HO	28999	1118	887
DANIEL K. MARTIN	66 HO	27923	1029	870
AMMON REIFF	63 HO	25317	1053	866
CLARENCE GARMAN	53 HO	26499	1074	858
MERVIN LEE ZEISET	50 HO	26272	1071	835
DAVID HORST	49 HO	25646	1087	805
DUANE MARTIN	44 HO	25981	985	778

SCENIC RISE DAIRY 54 HO 24294 924 DELMAR BURKHOLDER TOWNRIDGE FARMS LLC. 142 HO 23586 979 743 JOHN BURKHOLDER 44 HO 23028 902 729 NEII. WEAVER 41 HO 22800 708 853 BRANDON HOOVER 48 HO VINE VALLEY FARM 232 BS 20451 837 MARK HOOVER 54 HO 20701 637 806 WILMER HORNING ANDREW Z. LEID 53 HO 749 19831 ROLLEN N'S DAIRY 71 HO 19553 766 601 MARTIN FOX 51 XX 16397 RICHARD NOLT 14258 HERDS WITH A RHA SCC LESS THAN 200,000

52

44

DAVID MARTIN HO MERVIN LEE ZEISET RICHARD NOLT 89 AMMON REIFF НО 90 63 JOHN BURKHOLDER 90 НО DANIEL K. MARTIN MATTHEW ZEISET HO 101 CLARENCE GARMAN HO 106 53 SCENIC RISE DAIRY ROLLEN N'S DAIRY 111 LEON WEAVER НО 111 60 DELMAR BURKHOLDER НО 121 AARON H. KILMER ANDREW Z. LEID 171 ZACH PIZZENTI HO 177 DAVID HORST 193 НО BRANDON HOOVER

NEW JERSEY

Middlesex County

SPRING RUN DAIRY LLC.	64 XX	16355	721	563
HERDS WITH A RHA	A SCC LESS	THAN 20	00,000	
SPRING RUN DAIRY LLC.		XX	135	64
CHERRY GROVE FARM		XX	185	32

unungton	Country			
LAND VALLEY FARM	38 HO	19580	773	61

It's back... actually never really left

69 91

Staphylococcus aureus has been a notorious contagious mastitis pathogen that has plagued the dairy industry for more than 50 years. Overall prevalence has been reduced significantly, but it continues to be a threat to nearly every dairy herd. - Dr Allen Britten, Udder Health Systems. Presentation at the 2004 NMC Annual Meeting

Journal of Dairy Science - Cornell University herd study

	New Staph aureus infection/100days/100 cows
GEA pulsation	31
CoPulsation	2

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Purchasing on Dressed Weight and Grade Basis

Nicholas Meat LLC is an approved Certified Organic Meat Processor. We are looking to purchase all your Certified Organic Cattle. Customers can deliver cattle to the plant Monday through Friday 7 A.M. to 1:30 P.M. Nicholas Meat LLC has also established several collection points.

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



New tedders have a:

- One year warranty Hyd. fold and
- Lifetime warranty on tine arms
- New tine design with 4x less breakage
- Four sizes to fit your needs
- 2-star 9 ft. wide
- 4-star 18 ft. and 22 ft. wide
- 6-star 32 ft. wide

Call us for a dealer near you or stop by our location at:



Esch Hay Equipment LLC 3230 E. Gordon Rd., Gordonville, PA 17529 717-768-0600

CDE DAIRY MARKETS & MANAGEMENT UPDATE

All prices — JAN. 24, 2024 — except where noted

On learning something new: Last week Rob Goodling from Hori- professional development opzon Farm Credit joined me for our "Protecting Your Profits" Webinar to share highlights from the 2023 Annual Performance Indicator Review compiled from Pennsylvania dairy herds participating in Horizon and Penn State's benchmark programs last year. The review looked at 17 dairy performance indicators that could help your dairy farm compare your individual performance to a state average. It included both herd performance metrics and financial performance metrics. While the numbers are from 2022, the webinar provided a good review of how Pennsylvania metrics compared to farms in another key dairy state: Minnesota. You can access it at centerfordairyexcellence.org/ protecting-your-profits/. You can also listen to it as a podcast on Spotify, Apple, or Amazon Music. Just search for "Protecting Your Profits."

Famous chef Julia Child once said, "You'll never know everything about anything, especially something you love." If you love what you do, whether it's being a chef or being a dairy farmer, continual learning is an investment in getting better at something you love.

In many professions, continuing education is just part of the job. Teachers, lawyers, accountants, physicians, and pilots are all examples of careers that require certification of continuous professional development. Even in agriculture, continuing education is a requirement in some professions. Veterinarians and nutritionists are two of those professions. As farmers, anyone who has a pesticide license knows all too well the chore of making sure you attend enough meetings that offer credits each year to maintain your pesticide certification.

The National FARM Program is the closest that dairy comes to requiring continuing education, with family members and employees now required to get credits in core areas of FARM. Regardless of whether you want to meet a professional development requirement or you're looking to just learn something new, be sure to take advantage of one or more opportunities this winter season to get some new information or a new idea to benefit your dairy.

The "Protecting Your Profits" Webinar is one example of the many

1975 1900 1750 LTD

Breakers Boners Lean

106.1011 100.2511 92.5011

95.10

73.60

2075 1600 2125

TWO WEEKS AGO

YEAR AGO ----

101.10

79.35

COWS: Fresh

Premium White

N/A

N/A

Average

to high dressing

PA Auction Markets Jan. 18-23, 2024 rice averages do not include business and the properties of the pr

22% bred cows and heifers, 9% open heifers. Prices \$100-200 lower, except bred cows higher.

89.75

66.50

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

*AVG =

portunities where dairy farmers and their employees can learn something new. Another opportunity is our Pennsylva-



nia Dairy Summit, scheduled for February 7 - 8 at the Lancaster Wyndham in Lancaster, Pennsylvania. The Center co-hosts this event annually with the Professional Dairy Managers of Pennsylvania (PDMP) to provide a mix of management training, industry insight, networking and inspiration appealing to anyone working in the dairy industry.

With volatility in dairy markets being front and center in 2023, Phil Plourd, Head of Market Intelligence with Ever.Ag, will share his perspective on the never-ending shifts in dairy markets and how to navigate an increasingly more volatile marketplace. Roxi Beck with the Center for Food Integrity will talk about building trust in and outside the farm gate - with your employees, your family members and business partners, and with the vendors and customers supporting your farm. She will help us think differently about what it means to earn trust and how different pressure points are shaping today's food systems with a need for deeper transparency.

This year, we have four breakout tracks - For Your Dairy, For Your Future, For Your Employees, and For Your Perspective. Three dairy farmer panels are planned during the breakout sessions, focused on working through transition, achieving low employee turnover, and balancing growth with profitability. A few of the other breakout sessions will focus on building team culture, transitioning from a doer to a manager, feeding fatty acids during the transition stage, understanding carbon credits, and navigating personality styles. A total of twelve breakouts, three mini breakouts, and two discussion group opportunities will be part of the program.

Visit padairysummit.org or call the Summit Business Office at 814. 355.2467 to register or learn more. The first person from a dairy farm can register for \$100; additional farm members \$75. One-day producer rates are even lower. Hotel rates are deeply discounted through a group rate

Markets

Dewart Auction

January 22, 2024 Alfalfa 140 110-230 Grass Mixed hay 110-200 Timothy 125 27-48 Round bales 150-160

Livestock Auction

January 23, 2024 Orchard 5.25-9.50 5.50 Timothy 2.00-7.25 Grass 5.00-5.25

Middleburg Auction

January 23, 2024 Timothy 170 70-210 Grass Mixed hav 150-335

Morrison's Cove Auction

January 22, 2024 Mixed hay Round bales 335-345 90-140 Large square bales 120-135

Wolgemuth Auction

January 22, 2024 Alfalfa 270-285 67.5-470 Mixed hay Timothy 190-250 30-290 Grass 150-185 Straw Corn fodder 40-160

Dewart, Pa.

Dewart Auction

January 22, 2024 Cattle: 159 Slauahter cattle Steers HiCho & Prm 174-176 Choice 172-173 Slaughter cows PrmWht 65-75% lean 108-117 Breakers 75-80% lean 96-109 Boners 80-85% lean 84-102 Lean 85-90% lean 73-94 Slauahter bulls 123-133 Feeder cattle: Holstein steers 105-135 L-3 Bulls: M/L-1-2130 Calves: 270 Feeder calves: #1 Hol bulls 380-560 #2 Hol bulls 310-430 #3 Hol bulls 100-275 60-170 Hol heifers

Greencastle Livestock

Greencastle, Pa.

January 22, 2024 Cattle: 535 Slaughter cattle Steers HiCho & Prm 183-191 Choice 169-181 Select 156-169 Holstein steers: HiCho & Prm 152-156 147-154

Choice	167-179	
Select	155-167	
Slaughter cows:		
Breakers 75-80% lea	n	
	103-119	
Boners 80-85% lean	84-105	
Lean 85-90% lean	71-93	
Feeder cattle:		
Steers:		
M/L-1	175	
M/L-2	157.50	
Uaifana		

180-184

147.50-150

122.50-160

174-210

117-141

Hosking Sales

M/L-2

Bulls:

M/L-2

New Berlin, N.Y. January 22, 2024

Cattle: Dairy cows Bone utility .90-1.24 .85-.95 Canners & cutters .70 & down Easy cows Steers over 1200 lbs Bulls over 1100 lbs. 1.25-1.32 Feeders: Dairy Bulls 1.04-1.35 1.38-1.68 Heifers 1.04 1.26 **Bull calves** top 4.60 Heifer calves top 1.00

Livestock Auction

Hackettstown, N.J. January 23, 2024 Calves 1.35-4.45 .20-1.19 Cows Feeders 1.00-1.57 Bulls .85 1.15-1.50

Middleburg Auction

Middleburg, Pa. January 23, 2024 Cattle: 299 Feeder cattle: M/I-1100-185 M/L-2 62-124 M/L-2 Bulls: M/L-1 156-187 M/L-2 122-138 100-110 L-3 Holstein heifers 77-128 L-3 Slaughter cattle: HiCho & Prm 175-182 Choice 163-178 Select 131-164 Holstein steers: HiCho & Prm 152-167 136-152 Choice Select 128-134 Heifers: HiCho & Prm 169-174 Choice 166-175 Select Slaughter cows: PrmWht 65-75% lean 101-109 Breakers 75-80% lean 92-106 Boners 80-85% lean Lean 85-90% lean 44-95 Bulls: 2-3 112-155 Holstein heifers: Choice 128-133 Calves: 133 Feeder calves

100-480

Lely A4 Robots
For Sale

Available in Groups of 2 or The Whole Package

www.kreegerdairy.com

989-287-2660 | 517-294-3484

Average basis for	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
North-							-Dec \$0.15-0.		40.04	40.44		12-Month Av	
East and Mid-East	15.18	15.58	15.86	16.43	17.09	17.59	17.85	18.03	18.24		18.13	18.00	<u> </u>
*MARGIN		•				• • •	In \$0.05-0.15,					12-Month A	ŭ
= Milk	19.25	19.08		19.26	19.36	19.62	19.85	20.10	20.15	20.30	20.12	19.86	Mixed
Price							r ice / Premiur						
over Feed	15.25 0.0	8 15.50 0.	16 15.75 0.4	10 16.50 0.	.60 17.00 0.	.65 17.50 0.	77 17.75 0.8	4 18.00 ().96 18.25 °	1.05 18.25	1.13 18.25	1.20 18.00	1.19
Cost							VT/0H -						SS 3)
per cwt.	PA 1.1		1.53	2.29	1.82	1.58	0.99	1.03	0.95	0.79	0.60	0.79	
YELLOW =		5 1.67	2.55	2.15	1.66	1.45	1.25 bean, feed for Al	1.31	1.15	0.69	0.74	1.38	a food cost
payment		22 OCT-2					23 APR-23						
triggered	8.6					6.19 6.0		4.83		3.52 6.4			9.58 11
具							ISDA Monthly N						
							R-23 MAY-23 0.00 292.86						100
3							0.00				.50 217.82	240.41	*231.7 ↓↓
			290 1300		1352	1342 133	•	1559		1540 150	00 1741	2108	*N/A
							Comprehensive		4045	4004 404	10 1000	4000	₩
墨	1384 CORN FUT		526 1531	1436	1487	1493 154	44 1469	1792	1615	1634 164	13 1830	1988	*N/A
	MAR-2		-	SEP-2	4 DEC-24	4 MAR-25	MAY-25	JUL-25	SFP-25	DEC-25	MΔR-26 N	1AY-26	TREND
	4.522							5.004		4.876		.994	11
W							AGO						
A-XXX	4.420			4.676			4.916	4.930			4.920 4	.962	
	SOYMEAL	FUTURES	(\$/TON)										
080	MAR-24		4 JUL-24	AUG-24		OCT-24	DEC-24	JAN-25		MAY-25		UG-25	TREND
80	363.3	363.0	365.8	365.7				363.7	362.2	361.8	363.0 3	60.9	† †
_	358.7	356.1	358.1	358.0			AGO 356.0	356.1	354.9	354.7	356.0 3	54 1	
*=NEW			IOFC-LATES				CME DAIRY						ASH TREND
FEED =		FEED C	OST 101	FC (\$/COW	PA MILK	MARGIN					4 JÚN24 JI		01/24/24
\$/CWT.	*OCT (oct	(\$/CWT imated) *7.0		75 lbs milk) *11.3811		,	NFDM 1.20 WHEY 0.43		7 0.440 0.			.254 ↓↓ .462 ↑↑	1.1925 NC 0.4425 11
IOFC =	PREV M		02	10.11			BUTTER 2.61		2.585 2.			.657 11	2.5775 NC
\$/COW	YR AGO	9.1	21	13.26	20		CHEESE 1.52		1.593 1.			.800 H	See Below
**USDA SEF	22 NEW *		eed, based on								/ 40 LB BLC		
ALL-MILK E *FL \$24.70 3 *SE \$24.20 3	3F *MAILBOX *	CL I ADV	NNOUNC	CL III↓↓			U.S ALL-MILK		J krent fed Eighted avg.		ER VALUES (1-30, 2023		. 2023
*APP \$24.20 3 *N.ENG \$22.20 4	92 \$21 55						0.3 ALL-WILD 11 23.10(NO		RODUCT VAI		,		ONENTS
*NY \$21.90 4 *OH \$21.70 3	.05 \$21.16						4.24F	-,	EESE 1.62			↓ PROT	1.4499
*MO N/A N *PAeast\$21.50 4	I/A \$20.87 . 0.01 \$20.85		21.21	17.15	20.87		F 22.80 4.0		TTER 2.63			↓ B.FAT	2.9778↓↓
*CA \$21.30 4	.12 \$20.65			YEAR AGO)			NF	DM 1.19	924 0.1678	3 1.0246	11 N.FAT	1.0144 11

CME DAILY FUTURES & OPTIONS TRADING - JAN. 24, 2024 AT THE CLOSE

FED HOLSTEIN STEERS (\$/CWT LIVEWEIGHT) CURRENT Beef X 2 WEEKS AGO YR AGO Choice & Prime 1250-1550 lbs light test 145.00(ltd) 145.00 122.10 375.00 625.00 155.00 $\downarrow\downarrow$ **BULL CALVES:** No. 1 & 2, 90-130 lbs 350.00 625.00 70-85 lbs 400.00 710.00 410.00 675.00 140.00 $\downarrow\downarrow$ brought to you by:

DRYWHEY 0.4168 0.1991

Bred Springing HEIFERS: Bred Springing Beefx Open: 300-600 lbs BeefX 600-900 lbs BeefX 900-1100 lbs BULLS(800-1300 lbs

N/A

DairyEXCELLENCE

38 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,

- MONTH PRIOR -

25.40 4.23F

1700 1800

1650 2100



975

0.2177 **11 OTHER**

1350



1150

Classifieds

Services

FARM INSURANCE: barns, equipment, hay and grain storage, Workers' Compensation, farm stands and stores, vehicles and farm homes. N.Y., Pa. and Va. Call Alec Pandaleon at 845-242-0113.

AG PHOTOGRAPHER -

senior, family, natural cattle portraits. Sales, herd dis-persals and ag event photography coverage and albums. Based in Lancaster, Pa. A Farmgirl's Dream Photography. 717-824-1320.

BALING SERVICES - CUS-TOM 3x3 and round baling, along with individual wrapping. Out of southern Lancaster, Pa. 717-826-3775.

REPAIRING ALL KINDS, makes and models farm machinery, specializing in discbines, pull type harvestors and corn planters. Also general welding. We also repair older tractors. Harsue Repair, New Holland, Pa. 717-355-0715.

COUNT signs. The cheapest guys in town. Free delivery on all sign orders. bobthesignman@yahoo.com. Real Estate-Construction-Banners-Yard Signs-Decals-Magnetic Signs-End of Lane Farm Signs. appletreesigns .com. 410-708-1341.

COMPOSTECH LLC. IS A

local Honey Brook business, making and selling organic compost at \$30 per cubic yard. Call Dave at 610-441-5154 to schedule a pick up. Also taking horse manure for free, must be dropped off.

LOWER SCC & IMPROVE

conception. Highly effective, 35 years of time tested results and satisfied dairymen nationwide. No withholding ever feed additive, low cost. Call AG, Inc. today. 920-650-1631. www.alphagen

DAIRY PRODUCER - would you like to lower SCC and mastitis rates, provide milking training, breach the language barrier and improve

115-118

parlor performance? Call Adolph Dossman at 240-286-8996.

INNOVATIVE DAIRY Nutrition - specializing in forage planning to maximize production and optimize herd health through advanced nutrition. To improve your profits, contact Matt at 717-729-4530

REDUCED PRODUCTION?

Heat stress? High SCC? Scours? Proven effective solutions to your herd's health needs, no withholding. Call the Dairyman's Helper. 800-

CUSTOM COLLECTING -Call for prices. 301-491-3154. Triple-Hil Sires.

KANN'S MILKING SERV-ICE Franklin & Cumberland

Co. 30 years experience, references available. Ryan L. Kann, 717-816-1920.

BARNS FULL? WITH 8+

years experience raising heifers. I am the solution to your problem. Space available now. Call today to discuss this opportunity. 717-860-8867

CUSTOM HEIFER RAIS-ING. Weaned calves to calving. 19 years experience. Modern housing, free stalls, Al breeding, TMR, monthly vet visits. Lebanon Co., Pa. 610-451-3006.

GARDNER **CUSTOM HEIFER** raising. 40 years

experience. TMR in fenceline feeders with lockups, dairy veterinarian manages, adolescent to springers, competitive prices. 540-871-0246, dlggar@aol. com, gardnerheifers.com. ence. 717-813-1358.

CUSTOM HEIFER RAIS-ING. 300-400 head capacity. Al breeding, hauling available. We do not have state of the art facilities but

are committed to an accelerated feeding program. Call for pricing. Reach us at 240-291-0286.

HEIFER RAISING SERVIC-

ES offering full health care program, excellent AI breeding program, activity monitor collars, balance ration, pasture for older heifers. Lancaster Co. 717-940-9435.

CUSTOM HEIFER RAIS-ING. Good quality forages. Minerals and hay in TMR. Room for 150-200 head.

HEIFER BOARDING - Sand bedded freestalls. Corn

Troy area. 570-220-4542.

silage haylage and hay included. \$2/hd/day. 607-382-3633.

HORSE BOARDING available, Willow Street, Pa. area, Lanc. Co. 717-380-7612.

ADAM'S HOOF TRIM-MING. 22 years of experi-

MID-ATLANTIC HOOF Trimming - providing farmers professional hoof care in Maryland, Virginia, Pennsylvania and surrounding states. Call Mikey Barton at 518-567-8046 today for inquiries/scheduling

HASTINGS HOOF TRIM-MING is looking for clients in Pa., N.Y. and Ohio. Call or text 315-283-2717 for a

CATTLE HOOF TRIMMING, Western, Pa. Stand up chute, over 10 years in business. Looking for new clients. 814-279-7932, ask for Russell.

TSHUDY'S HOOF TRIM-

MING. Quarryville, Pa. Serving Southern Lancaster, Chester and York counties since 2003. \$11/cow, free wraps. Hydraulic tilt table. 717-917-8715

STAND UP HOOF TRIM-MING. Two man trimming crew, excellent cattle flow. Serving South Central Pa. and surrounding counties. Will travel for large numbers. Call Matt Weaver at 814-793-9966.

HOOF TRIMMING Service. 717-755-0770.

PHILBRICK'S HOOF TRIM-MING serving western and central Pennsylvania, western New York and eastern Ohio. 814-720-0010.

HOOF TRIMMING - Garrett Co., Md. Tilt table. Willing to travel distances for large groups/herds. \$10/cow. Trained at Dairyland Hoof Care, Wis. Call 301-616-2195.

HOOF TRIMMING SERV-

ICE - providing quality service for large and small dairy and beef herds. \$10 per cow. Graduate of Hoof Care Institute. Stand up chute. 315-573-6742.

MACIK HOOF TRIMMING Beef and dairy cattle. Hydraulic tilt table. Serving Western PA, Eastern OH, Northern WV. Phone 724-345-8501.

#2 Hol bulls 335-460 #3 Hol bulls 165-450 **Utility bulls** 20-150 #1 Hol heifers #2 Hol heifers

Morrison's Cove Martinsburg, Pa.

January 22, 2024 Cattle: 63 Choice Good Heifers: 140-155

Util/Commercial

Can/LoCut

95-105

90 & down

Bulls Y/G #1

reeder came:						
Steers	125-140					
Heifers	130-140					
Calves: 86						
Good	120-150					
Standard	10-30					
Hol bulls	200-400					
Hol heifers	40-100					
New Holland Auction						
New Holland, Pa.						

Auction	
New Holla January 22	
Cattle: 810	
Slaughter cattle:	
Steers:	
HiCho & Prm	184-19
Choice	173-19
C I .	1/41

Holstein steers:	
Choice	152-153
Select	143-148
Heifers:	
HiCho & Prm	192
Choice	164-168
Select	153
Slaughter cows:	
Breakers 75-80% lea	ın 91-112
Boners 80-85% lean	81-99
Lean 85-90% lean	72-99
Bulls:	
1	162-166

Breakers 75-80% lea	ın 91-112
Boners 80-85% lean	81-99
Lean 85-90% lean	72-99
Bulls:	
1	162-166
1-2	132
Calves: 581	
Feeder calves:	
#1 Hol bulls	360-480
#2 Hol bulls	260-380
#3 Hol bulls	140-290
Utility bulls	100-170
#1 Hol heifers	100-230

Wyalusing Livestock

Wyalusing, Pa. January 22, 2024

Carrie:	
Canners	.6872
Boners	.7279
White cows	.87-1.06
Heifers:	
700-800 lbs.	.8795
Feeders:	
300-500 lbs.	.70-1.50
600-800 lbs.	.75-1.40
Calves:	
86 lbs.	2.25-3.10
94 lbs.	2.90-3.60

Special Organic Dairy Sale

FRIDAY, FEBRUARY 9 • 11 A.M.

Including a Complete Herd Dispersal

Group 1 - consists of 15 Holsteins from one herd averaging 75 lbs., including 7 fresh 2 yrs. milking up to 90 lbs., several dry cows and 4 heifers 6-12 months old.

Group 2 – herd dispersal consisting of 45 cows and 15 heifers, 6 months old to springing. Mostly Holsteins and 1 bull ready for cows. Cows fed 20 lbs. silage per day, a little grain, mostly haylage. Average 4.6 BF 3.2 Pro, SCC 200,000.

Group 3 – fresh, young cows from overstocked herds.

Free chocolate milk • Not responsible for accidents

Sale managed by: FISHER'S QUALITY DAIRY SALES Jonas Fisher • 717-768-3297

Auctioneer - Dave Stoltzfus - AU005655 • Pedigrees - Dan Albright



Absolute Auction Saturday, February 3, 2024 at 10:00 a.m.

Estate of Allen Tignor (Deceased) & Benjamin B. Ellis Inc.

27205 Sparta Rd., Bowling Green, Va.

Trucks: 2003 Freightliner Columbia, 2001 Volvo VE Road Tractor, 1988 KW TA100 Road Tractor, 1976 Mack R-600 Road Tractor, 2000 Int. 4900 Spreader Truck, 1990 Ford F-600 10ft. Gravel Truck, 1986 GMC 7500 10 ft. Gravel Truck, 1985 Ford L8000 16ft. Gravel, 1984 Ford L8000 Ten Wheeler, 1972 Chevy C-60 Ten Wheeler, 1985 Int. 1954 w/ SS 1400 Nurse Tank, 1978 Ford F-700 16ft. Grain Truck.

Trailers: Timpte 48ft. Hooper-bottom, Utility 48 ft. Refer, Dorsey 36 ft. Dump, Fruehauf 32ft. Flatbed, Fruehauf 4500gal. Tanker, 2001 Sumpreme 6X16 Gooseneck Livestock.

Tractors: JD 7810 4X4, JD 7420 4X4, JD 4040 2wd, Case-IH 140 4X4, JD 4850 4X4, JD 730 Gas (Parade Ready), Int. 574 diesel (doesn't run), Farmall Super A w/ Cultivators, JD 655B Tack-Loader, 2 – JD 9770 STS Bullet



Rotor Combines, Case IH 1460 Axial-flow Combine. Tillage: Case IH 330 35ft. Vertical-till, Case IH 2500 Ecolo-till 6 Shank, DMI 2500 6 Shank Ripper, Kuhn 25ft. Excelerator, Sunflower 9421 25ft. No-till Drill, Kinze 3600 12/23 No-till Planter, JD 1560 No-till Drill 15ft., JD 1780 12/23 No-till Planter, Case IH 5400 15ft. No-till Drill.

Directions: From Bowling Green, Va., take Rt. 301 South approx. 3 miles, turn East onto Rt. 721 Sparta

Road, go 10 miles farm on left.

Announcements: All announcements made Sale Day will take all precedence over all advertisements, verbal, or any other statements. Everything is sold AS-IS, WHERE-IS with no warranty expressed or implied. Buyers will do their own due diligence, make their own assessments. Neither Benjamin B. Ellis nor Roger Miller/Roger Miller Auctions LLC will be liable for any accidents.

Viewing only: Thursday, Feb.1st and Friday, Feb. 2nd from 9 a.m. til 4 p.m. Removal: All items must be removed by Wednesday, Feb. 7th. Loader available sale day. **Questions:** Call Roger at 757-784-2326 or Benjamin Ellis 804-370-4968. For more info go to our website www.rogermillerauctions.com. Terms: Cash, Good Check, Credit Card (a 3% convenience fee for credit cards).

NO BUYERS PREMIUM



For complete listing and more photos, go to: rogermillerauctions.com, Auction Zip and Auction Look.



NEW HOLLAND SALES STABLES, INC.



Free ice cream

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

DAIRY COW & HEIFER SALE

WEDNESDAY, JANUARY 31ST • 10:30 A.M.

25-cow tie-stall Holstein herd dispersal

from Justis Martin, Bedford Co. All bred to Holstein bull.

All sizes of bred and open, well-grown Holstein heifers are in demand! Mature fresh cows, recently fresh w/low SCC are wanted.

Consignors: Please send all info with truckers for the catalog. 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.

Special catalog draft horse sale. Friday, Feb. 2nd starting 8 a.m. sharp. Horses will be sold in numerical order.

Sale Managed By

New Holland Sales Stables, Inc.

Barn 717-354-4341 Fax 717-355-0706 • David Kolb, Mgr. 61L

PROF. HOOF TRIMMING

- RSW Farms LLC. Hydraulic table, competitive rates, serving MD/PA/NY. Contact Ryan 518-935-7704 or RSWFarms@yahoo .com.

MIKE'S HOOF TRIMMING -Since 1988. Hydraulic table. 814-997-9021.

PROF. HOOF TRIMMINGcall for more info/available dates. 570-690-1017.

SHUMAN'S HOOF CARE-Serving dairies in Northeastern & Northcentral Penna. and the Finger Lakes region of N.Y. Call Tom, 570-418-1684.

CORRECTIVE HOOF TRIM-

MING - New Tuffy -tilt table. Cow comfort, professional work. Call Sam Beiler 717-222-6180

YOUR COWS clipped? Call 717-768-8345 ext 1.

STRUGGLING WITH MICE and rats? Try First Strike. Oregon Ag LLC. Call 717-656-0067

DEAD ANIMAL REMOVAL. Call Mike at 717-855-5503.

DEAD ANIMAL REMOVAL. Removal of dead farm animals. 717-228-9500. M-F 8-4, Sat. 8-11 or text.

LIVESTOCK HAULING Local/long distance. Pa., N.Y., Ohio, Va. 814-592-2543.

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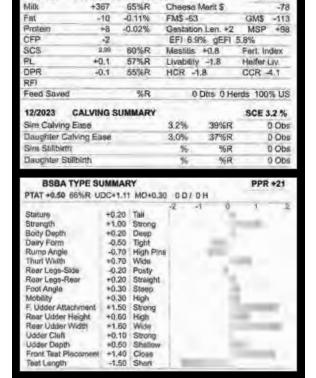
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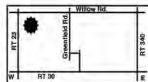
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Approximately 500 Reg. Holsteins sell!

(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 recips 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 Al sons and she sold for \$270,000. Multiple high genomic descendants sell including +3247G, +3148G, +3120G & +3116G!

Genomic highlights include:

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- +3120G +1118NM\$ Sheepster X Gameday
- +3116G +1068NM\$ Letchworth X Gameday
- +3100G +1120NM\$ Kahn X Parfect • +3087G +1079NM\$ Deluxe X Diesel
- +3077G +1065NM\$ Sheepster X Gameday
- +3073G +1068NM\$ Kahn X Parfect
- +3048G +1016NM\$ Gamedav X Heroic

Dairy and select equipment:

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View/Bid live on cowbuyer.com

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RECAL is also a probiotic that produces more **B-vitamins** in the rumen of that cow, mainly vitamin B12. B-vitamins are well known to aide in stimulating appetite, stress, immune system, reproduction and also very important in rumen digestion. **Not all probiotics are the same.**There are hundreds of various strains and combinations.

VANDERFELTZ DAIRY LAWTON, PA

We all read magazine ads about how great products are and think yeah, right. Well, I have tried a lot of these products over the years and like many of you, never really saw any difference in the cows. I had been watching the RECAL Microbials advertising for some time and one day I was talking with my friend Jeff Core, who I knew had been feeding the RECAL for some years. He simply told me to try it and that I would like it. I was at the Keystone Farm Show in York, PA in January of 2023, and Jamie of RECAL had a booth there. Jamie and I talked about the RECAL and what he does to prove the product. I could tell he knew cows and wasn't just a product pusher looking for a quick sale. So, with the offer he makes, I thought what do I have to lose and told him I wanted to try the RECAL Plus.

The next week Jamie came to the farm and wanted to look at the diet, stating that he didn't want to change the diet, that he just wanted to see the makeup of the diet as every farm is different. We walked the cows looking at manure and the forages all the while he was asking questions. Jamie told me more about the RECAL and what he thought I should see if I decided to try RECAL. He stated that every farm is different and that no product works the exact same way on every farm. There are so many differences from farm to farm. But, since our herd is a split herd of about 50% Jerseys and 50% Holsteins which are grouped and fed

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that way, he advised to put only one group on the RECAL and wait on the other so we could see the changes. After we saw changes, then add the other group to see if we saw the same changes. I liked that idea and so that's what we did.

The forages we were feeding at the time weren't the best and we knew that. But the manure consistency was all over the board and we were giving a lot of pink pills for upset stomachs. We started the Holsteins on the RECAL. Jamie told us what to watch for in the cows. Like he says, it is not all about getting more milk, it's about getting the little things. If you get the little things, the bigger things will come. In three days time, we could see a big difference in the manure which was more consistent with creamier texture while looking more digested. We were starting to see stronger heats. So, after we saw that we started feeding the RECAL to the Jerseys and saw the same results. We didn't see much change in milk production but our components did climb some. As time went on our fresh cows were calving in better and performing and breeding back better. The overall cow health improved.

At the time we were feeding XP yeast and a clay binder. Jamie told me that we could pull the XP yeast out but he recommended keeping the clay binder in. He explained that clay binders do not work very well on vomitoxin but do work well on other toxins and that the RECAL Plus would take care of the vomitoxin as he had put it into a lot of herds that were having issues with vomitoxin and the RECAL Plus took care of it. So that's what we did. He pulled a TMR sample and sent it to CVAS to get a toxin test as he was suspicious of having high levels. The test did come back at 1.8 ppm of vomitoxin. Not a real high level but high enough to cause issues.

We milk about 400 cows near Lawton, PA. We have been using the RECAL Plus now for about a year and we highly recommend it. Like I mentioned before, I have tried a lot of products over the years, but RECAL Plus is the first product that I can honestly say has made a difference and gave me a bang for my buck. Like Jamie says, go by what the cows say, THEY DON'T LIE!!!!

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