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Our 45th Year

FARMSHINE

We rise every week to cover farmers and agribusinesses



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February 23, 2024

Fascination is in the eyes of Lynda Painter, grandmother of Hayley Painter, whose face and hands express excitement, enthusiasm, joy and gratitude. Hayley, co-founder of Painterland Sisters skyr yogurt along with her sister Stephanie, has profound reasons for the emotions. The company that the sisters founded three years ago is doing so well that *Forbes* included them in their "Top 30 under 30" entrepreneurs. The picture was taken on February 2 inside the Cumberland County plant where Painterland Sisters skyr yogurt is made. It was Lynda's first time to see just how amazingly true her granddaughters' dream has become. For the related story, please turn to pages 12-13. *Photo by Sherry Bunting*



PERIODICAL • DO NOT DELAY

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THE WEEKLY DAIRY FARM FAMILY MAGAZINE

I enjoy reading **real news.**
—D.S., Pennsylvania

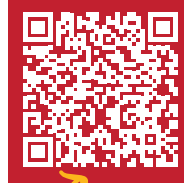


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Tickets for the banquet can be purchased online* or by mailing the RSVP form to Laurie Savage.

Please make checks out to Maryland Holstein Association
 23301 Mt. Ephraim Rd.
 Dickerson, MD 20842

SCAN ME TO PURCHASE TICKETS

*Please note service fees apply when purchasing tickets online

Maryland Holstein banquet scheduled in New Windsor

FREDERICK, Md. — The Maryland Holstein Association invites members to attend their banquet on March 22 at the New Windsor Fire Hall, 101 High Street. A social hour is scheduled for 6-7 p.m.; followed by dinner.

Tickets are required to attend and an RSVP is requested by March 12th.

Tickets for the banquet may be purchased online (service charge will be applied), by scanning the QR code, or by mail. Using the form below, please make checks out to Maryland Holstein Association, and mail to Laurie Savage, 23301 Mt. Ephraim Road, Dickerson, MD 20842.

David and Debbie Hardesty of Harvue Farms, Berryville, Va. will be the guest speakers, telling about their genetics and breeding at Harvue.

Scholarship winners, record book winners and the All-MD and Jr. All-MD awards will be presented. To help conclude the night, please consider donating an item for the fun auction to support the Juniors' expenses to attend the National Holstein Convention in Salt Lake City.

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Questions?
 Contact marylandholstein@gmail.com

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— Jeni Malott



Jennifer Malott, herd manager and partner
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‘What will processors do with all that skim?’ Oh my!

By SHERRY BUNTING
Special for Farmshine

EAST EARL, Pa. -- The status of the Whole Milk for Healthy Kids Act, S. 1957, remains unchanged from last week with 15 Senate sponsors from 12 states, including 11 Republicans, 3 Democrats, and 1 Independent.

Even though both NMPF and IDFA have shown support for the measure, a bit of resignation can be sensed to ride the overwhelming House vote as enough progress for one legislative session.

After taking bows for the performance of the bill in the House, representatives of both NMPF and IDFA – while speaking at winter meetings – have indicated this prevailing view that Senate opposition to S. 1957, is a big barrier.

They don't seem willing or able to push it. They say they are working to get the science in front of the Dietary Guidelines Committee, which has been tried before – over and over.

The DGA Committee operates under a USDA that does not want whole milk options in schools or SNAP or WIC.

This same USDA is proposing to remove chocolate milk options from schools, except for senior high students, and is proposing to reduce WIC milk by 3 gallons per recipient per month. This same USDA projects 20 billion more pounds of milk will be produced in the U.S. by 2030, according to IDFA CEO Michael Dykes, presenting future trends at the Georgia Dairy Conference in Savannah.

Seeds of doubt about the whole milk bill are being sown among farmers. Some asked

me recently if their co-ops will lose money on the deal.

Last week, we discussed ‘Confusion’ – the first of 5 C’s (maybe 6) that are facing the whole milk bill within the dairy industry.

This week we look at the second C: ‘Consternation’ – a fancy word for fear.

“What will they do with all of our skim?” farmers asked me at a recent event. Is this something they are hearing from a milk buyer or inspector?

Here are some facts: Whole milk sales move the skim with the fat – leaving some of the fat through standardization, but not leaving any skim. Therefore, an increase in whole milk sales does not burden the skim milk market.

Surely, the practice of holding schoolchildren hostage to drinking the byproduct skim of butter and cream product manufacturing is a poor business model if we care about childhood nutrition, health, and future milk sales.

Furthermore, the market for skim milk powder and nonfat dry milk is running strong as inventories are at multi-year lows in the U.S. and globally.

Cheese production, on the other hand, is what is cranking up, and it has been the market dog for 18 months. Like whole milk sales, cheesemaking uses both fat and skim. But cheesemaking leaves byproduct lactose and whey, and it can leave some residual fat depending on the ratios per cheese type.

Things are pretty bad for farmers right now in cheese-milk country. Some tough discussions are being had around kitchen tables. The 2022 Ag Census released last week showed the dire straits for farmers nationwide over the last five years as the number of U.S. dairy farms declined below 25,000, down a whopping 40% since 2017.

Wouldn't an increase in whole milk sales through the school milk channels help pull some milk away from rampant excess cheese production that is currently depressing the Class III milk price, leading to price divergence and market dysfunction?

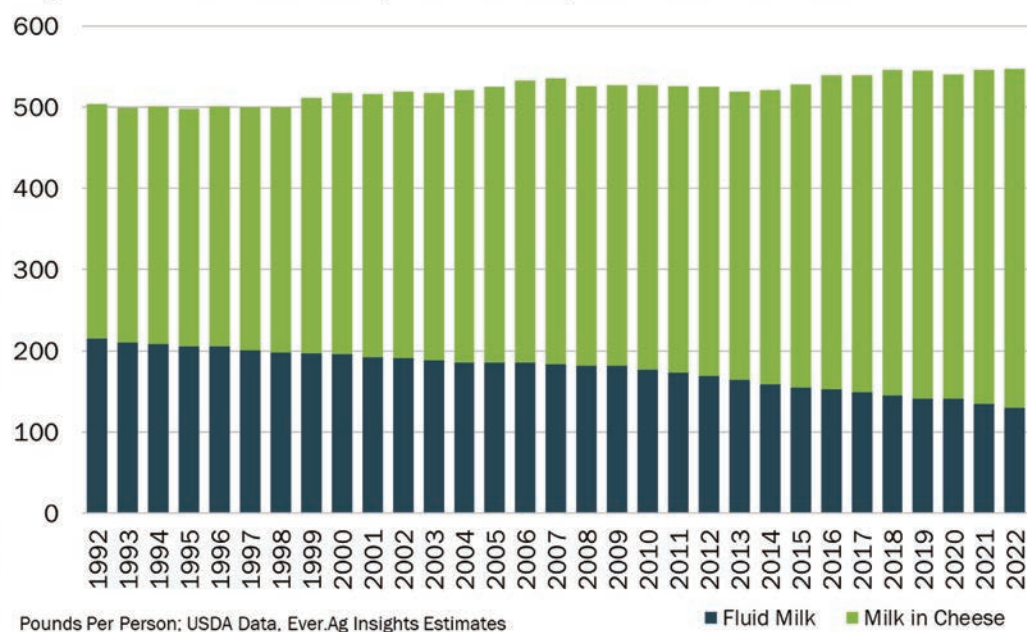
While there is no one data source to specifically document the percentage of the milk supply that is sold to schools, the estimates run from 6 to 7% of total fluid milk sales (Jim Mulhern, NMPF, 2019), to 8% of the U.S. milk supply (Michael Dykes, IDFA, 2023), to 9.75% of total fluid milk sales (Calvin Covington, independent analysis, 2024).

If even half of these sales became whole milk sales, it could modestly positively impact the amount of excess cheese being made even as processors say they plan to make more cheese because people eat more of their milk than are drinking it. (Fig. 1)

Meanwhile, the cheese price is under so much downward price pressure that there is a \$2 to \$4 divergence of Class IV over Class III causing farmers to lose money under the ‘averaging’ formula for Class I milk. In many

turn to page 11

Fig. 1 Milk Consumption Per Capita: Fluid + Cheese



Pounds Per Person; USDA Data, Ever.Ag Insights Estimates

Fluid Milk Milk in Cheese

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'And the Lord said to Peter..'

While my father milked cows and farmed for almost 50 years, I never heard him say he loved—or, for that matter, even liked—either cows or farming.

I did know he loved to fish and it may have been that great passion that gave him the quiet patience to endure the days and decades of machinery breakdowns, sick Holsteins, six children, and his not-always-helpful Uncle Honey.

I knew this because it didn't take much to get him to talk about his fish-centered youth: vacations with neighborhood friends to northern Minnesota in the 1930s; creekside camping and fishing under the stars with high school pals in the early 1940s; his 1950 honeymoon on Missouri's Lake of the Ozarks so he, well, could fish.

Later, fishing kept those carefree, cow-free days alive. Most times it was just a couple of hours on slow, lazy Sunday afternoons with me and a couple of my brothers when, after his post-dinner, noon nap, Dad would ask, "Who wants to go to the river"—meaning the just-over-the-levee Kaskaskia River—"to see what's bitin'?"

Usually it was the slow nibbles of toothy alligator gars or the slamming hits of a fish we called drum. Dad wanted neither so we usually went home empty handed. "Ah," he'd say, "it's more about gettin' the fever down anyway."

In the late 1960s Dad bought a V-hull, 16-foot aluminum boat with a 40 horsepower Scott-Atwater outboard motor. It "needed work" of course, so my brothers and I were recruited to replace dozens of leaky rivets, fiberglass its exterior ribs and bow, and sand it smooth and bare for a recoat of snappy azure blue and bright white.

A couple of years later, I was in that refurbished boat one summer morning with my father and a longtime camping friend, our congregation's pastor, crappie fishing on Kentucky Lake. When the morning heat built, however, the crappie bites cooled.

My patient father, who had never had a bad day fishing no matter the results, kept his feathery jig dancing and the conversion moving.

Pastor Holstein — *I kid you not* — wasn't entertained by either and soon he, who insisted Dad call him "Bob" when not in church, launched into a no-fish dirge that sounded like a reading from the bitter book of Lamentations.

When he finished, Dad looked at him and said in a firm voice, "Well, Bob, remember your Bible: 'And the Lord said to Peter, 'Peter, you dummy! Cast out on the other side!'"

I didn't know whether to laugh out loud or jump into the lake to keep from laughing out loud. Pastor, however, guffawed so hard it shook the boat but he quickly followed the Lord's advice.

As my brothers and I got older and more able to take over the milking and fieldwork, Dad traded his "alumatub" for a quieter, better equipped, fiberglass boat. Soon he and Mom, an avid fisher, too, would spend weekends fishing and camping at state parks and local lakes.

Then, after the cows went in the late 1980s, Dad acquired a new, 18-footer that had more conveniences and luxuries than any house he and Mom ever lived in. "There's no law that says you can't be comfortable having fun," he said by way of explanation.

The last time I fished with Dad was in that comfortable boat. Always wanting to get to any fish first, Dad claimed the bow seat, I was in the stern, and my two older brothers—in a 40-year-old replay of those sultry Sunday afternoons on the Kaskaskia—were parked in the swivel seats in between.

It was an achingly beautiful spring afternoon and we were fishing on a small, private, spring-fed lake hidden in the southern Illinois hills. The fish were hitting, the beer was cold, and the love was honest and unmentioned.

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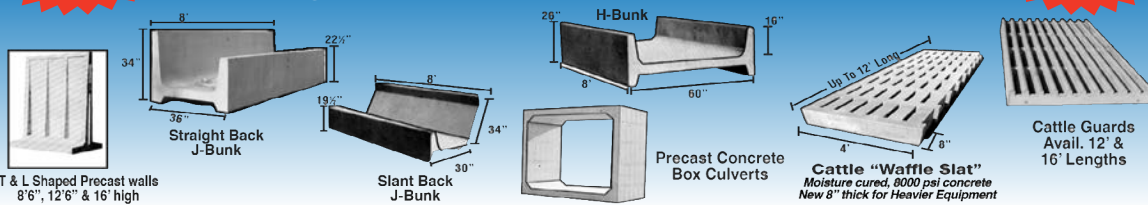
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Another chance to advocate, courtesy of IDFA



Giving credit where credit is due, IDFA has a write-in campaign going for the Whole Milk for Healthy Kids Act, S. 1957, in the Senate. NMPF through its member cooperatives has also done some lobbying and letter writing campaigns for the bill. IDFA CEO Michael Dykes told producers at the Georgia Dairy Conference recently that the two organizations go to Washington "united on everything but milk prices."

IDFA also has a write-in campaign to support the Dairy Nutrition Incentive Program (DNIP) with bipartisan bills in both the House (H.R. 5099) and Senate (S. 1474). The DNIP would increase SNAP participant access to a variety of dairy products, including whole milk, 2% milk, cheese, yogurt, and more.

Both of Minnesota's U.S. Senators -- Amy Klobuchar and Tina Smith -- are cosponsors of the DNIP, S. 1474, but neither have co-sponsored S. 1957, The Whole Milk for Healthy Kids Act. *Farmshine* readers in Minnesota may want to ask them why? Both are on the Senate Ag Committee. Their cosponsorship would be quite helpful.

Dykes shared QR codes during his talk, urging producers to pick up cell phones and scan the codes to instantly send pre-written letters to their U.S. Senators. Both QR codes are shown on this page for S. 1957 (above, left) and S. 1474 (above, right).

USDA slashes 2023 milk data in revised report

Throughout the months of dairy dumping and milk price plummeting and talk about the market being 'awash in milk', I hate to say I told you so, but *Farmshine* published my series 'What's really behind rocky road for milk prices?' which pointed out how the data from conflicting USDA reports just did not add up, and identified key points and trends, questioned cattle numbers in the milk reports, questioned the impact of non-traditional factors, including a stunning 51% increase in whole milk powder imports -- basically a farm milk equivalent, dried -- and the advent of interchangeable lab created dairy protein analogs (aka DNA-altered yeast excrement from fermentation biovats).

Now, here we are with USDA cutting 187 million pounds off of last month's 2023 yearend milk production report to now show milk production was indeed lower for the entire 2023 vs. 2022. And they've gone back and reduced the 2022 total by 46 million pounds.

If you want to refresh your memory on that series published last summer, go to <https://wp.me/p329u7-2MR>.

Here's how the Daily Dairy Report described the yearend milk production report released by USDA Feb. 21, 2024 as though it is all a big surprise: "The U.S. dairy industry shrunk in 2023 by more than previously thought. In the Feb. 21 Milk Production report, USDA trimmed its estimate of U.S. milk production in 11 out of 12 months in 2023 and cut its assessment of the milk cow herd for every month. The new figures pushed 2023 milk output into the red,



down 0.04% from 2022, marking the first year since 2009 that U.S. milk output has shrunk on an annual basis. The dairy herd contracted nearly 50,000 head in 2023 and declined another 23,000 head from Dec. to Jan. USDA pegged January's milk-cow herd at 9.325 million head, down 76,000 head from 2023 and the smallest tally since August 2019. Last year's persistent declines highlight the significant impact of the dairy heifer shortage. With replacements scarce, dairy producers have slowed cull rates dramatically, but head counts have continued to decline."

The Feb. 21 report pegs U.S. output in Jan. 2024 at 1.1% below the now-revised-and-reduced Jan. 2023 output. That's significant.

The number of licensed dairies is reported as an average number for 2023 at 26,290, down 1642 (6%) from the average in 2022.

This compares with the 2022 Census of Agriculture Report released Feb. 13 that pegged the number of dairy farms with milk sales on Dec. 31, 2022 at 24,470. That's a 40% decline and a loss of 15,866 dairy farms in 5 years. More analysis on both of these reports next week.

USDA sees 2024 Class IV / III spread averaging \$3

Last week's USDA Annual Outlook Forum forecast Class IV milk prices to remain much higher than Class III through 2024. The average cheese price is projected to be \$1.69/lb in 2024, which is 15 cents higher than where it sits this week, and 7 cents lower than the average for 2023. Some Class III support is anticipated on the whey side pushing the WASDE estimate for 2024 Class III milk prices to average \$17.10, just 8 cents per cwt above 2023. Class IV is projected to average \$20.20 this year, up \$1.08/cwt from 2023, on the strength of higher prices for butter and nonfat dry milk. That would be an average spread of \$3.10 for the coming year. Using the 'averaging' method for Class I prices, if this spread holds true, dairy farmers stand to lose more than \$600 million in 2024, alone, which would put accumulated net loss at an estimated \$1.7 billion after 5 years of the 'averaging' formula vs. the 'higher of.'

Vilsack: 'Net. Cash. Farm. Income. Highest. Ever.'

On Feb. 7, USDA released the first insights into net farm income expectations for 2024. According to American Farm Bureau economist Danny Munch, the report anticipates a decrease from 2023's forecast of \$155 billion to \$116 billion -- a drop of nearly \$40 billion, or 25.5%, and the largest recorded year-to-year dollar decrease in net farm income. The decline marks the second consecutive drop since record-high farm income levels in 2022.

A week later, during the Feb. 14 House Ag Committee hearing with Tom Vilsack, the Secretary in the hot-seat grew a bit testy in

exchanges with Rep. Austin Scott of Georgia who is concerned that just 10% of the USDA budget goes to production agriculture.

"I don't know if it's 10%, what's your point?" Vilsack quipped. "What percentage of what you receive should actually go to production agriculture? You talk about the family farm, but starving farmers don't get to plant to feed hungry people," Scott replied.

"It's not about planting food. American farmers are the best in the world at that," Vilsack said. To which Rep. Scott proceeded to read a letter from a constituent writing that this year reminded him of the early 1980s. He was more optimistic in his 20s than today in his 60s, making plans for which piece of land to sell off to get stable for the bumpy ride for agriculture.

"We had record income for agriculture the past 3 years, Congressman. We had record income!" Vilsack snapped with a smirk.

"No sir, you did not; 2021 and 2022 were good, but 2023 was bad. You've glossed over the 2023 number," said Scott.

"No, it was not bad. It was actually above the historical average. The 3-year total was the best 3 years in 50 years, for sure, and I think the best 3 years from a net cash income -- ever," Vilsack continued talking over Scott who asked: "Mr. Secretary, have you talked to any farmers about how much fertilizer costs, how much diesel costs, about cost of land rent because of what you've done with solar subsidies and everything else?"

Like a child trying to drown out words he didn't want to hear, Vilsack drew out each word over top of Rep. Scott's points on costs: "Net. Cash. Farm. Income. Highest. Ever. (pause) Highest ever! The problem is it's concentrated in the hands of the large operators."

Going back and forth on 85% or 90% of the food supply coming from 10% of the farms, Scott took Vilsack's number and said: "That's 85% of the food supply for the American citizens. Your President and Vice President don't seem to mind being dependent on foreign sources of energy, but I can assure you that American citizens don't want to be dependent on foreign sources of food. We're importing more food than ever."

Milk futures and spot cash products steady, some higher on Class IV

Milk futures were mixed, mostly on the steady side, with Class IV up 5 to 20 cents across the board. The spread between Class III and IV widened this week. On the close Wed., Feb. 21, Class III milk futures for the next 12 months averaged \$17.93, up 2 cents from week ago. Class IV milk contracts average was \$20.69 -- up 12 cents. The daily CME spot market for dairy products was mostly higher, except dry whey and block Cheddar were lower. Spot butter was pegged at \$2.7750/lb, up 6 cents from week ago, zero loads traded. Grade A NFDm was \$1.1950/lb, up a penny and a half with 4 loads trading. On the Class III side, 40-lb block Cheddar was steady at \$1.5150/lb, one load traded. Barrels were up 3 cents at \$1.6025/lb with zero loads, Dry whey down a cent at 51 cents/lb, no trades.



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Auction Guide

FEB. 28, 10:30 a.m. Dairy Cow & Heifer Sale, New Holland Sales Stables, New Holland, Pa. Sale managed by New Holland Sales Stables.

MARCH 1, 10 a.m. Walker Complete Dispersal, Acme, Pa. Sale managed by Fraley Auction Company.

MARCH 1, 12 p.m. Special Draft & Driving Horse Sale, New Holland Sales Stables, New Holland, Pa. Sale managed by New Holland Sales Stables.

MARCH 1, 1 p.m. Public Real Estate Auction, Millmont, Pa. Sale managed by Central Auctioneering.

MARCH 9, 11 a.m. Hard Core Selection Sale VII, Fraley Complex, Muncy, Pa. Sale managed by Fraley Auction Company.

MARCH 12, 9:30 a.m. Stoltzfoos Farm Dispersal, Lykens, Pa. Managed by Tim Weaver Auction Svc.

MARCH 15, 10:30 a.m. Craig Rhein/Meadow View Farm Public Auction, Pine Grove, Pa. Sale managed by Tim Weaver Auction Service.

MARCH 16, 11 a.m. Spring Premier All Breed Sale, Hosking Sales, New Berlin, N.Y. Sale managed by Hosking Sales.

MARCH 22, 7:30 a.m. Horse Consignment Sale and Special Work Horse Sale, Penns Valley Livestock, Centre Hall, Pa. Sale managed by Penns Valley Livestock.

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

MARCH 23, 8 a.m. Fraley's Spring Consignment Auction, Fraley Complex, Muncy, Pa. Sale managed by Fraley Auction Company.

APRIL 2, 9:30 a.m. Zuck Registered Holsteins Complete Dispersal, Lebanon, Pa. Sale managed by Daniel Brandt.

APRIL 12, 9 a.m. Hall Family Dynasty Trust Real Estate Auction, Hughesville, Pa. Sale managed by Fraley Auction Company.

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Dairyman's Datebook

FEBRUARY 24, 10 a.m. Pennsylvania State Grange Regional Leadership Conference, Scrubgrass Grange Hall, 5104 Emlenton-Clintonville Road, Emlenton.

FEBRUARY 24, noon, New York State Dairy Ambassador Competition at Embassy Suites by Hilton Syracuse Destiny USA, 311 Hiawatha Blvd. in West Syracuse.

FEBRUARY 24, 6:30 p.m. Maryland Dairy Shrine banquet, Howard County Fairgrounds, 2210 Fairgrounds Road, West Friendship.

FEBRUARY 28, 9 a.m. Pa. Forage & Grassland (PFGC) annual conference, Centre Hall Fire Station, 134 Witmer Avenue, Centre Hall.

FEB. 28 - MARCH 2, Commodity Classic, George R. Brown Convention Center, 1001 Avenida De Las Americas, Houston, Texas.

MARCH 7, 8:30 a.m. Dairy producer meeting hosted by Agriculture Veterinary Associates at Shady Maple Smorgasbord, 199

Toddy Drive, East Earl, Pa.

MARCH 7, 9 a.m. Southwest Pennsylvania Dairy Day at the West Overton Village, 109 West Overton Road, Scottdale. Note: this is a new venue.

MARCH 9, 10 a.m. Pennsylvania State Grange Regional Leadership Conference, Eagle Grange Hall, 32 East Blind Road, Montgomery, Lycoming County.

MARCH 14, Chester County Holstein Association tour to Lancaster County. RSVP by March 9 to 717-672-1839. See details on page 10.

MARCH 19, Lancaster County Holstein Association tour to Centre and Mifflin counties. Reservations required. RSVP ASAP to Delton Good at 223-264-6246. See page 7, Feb. 16 edition.

MARCH 22, 7 p.m. Maryland Holstein banquet at the fire hall, 101 High Street, New Windsor, with social hour preceding dinner.

Dairy conference looks at political and financial events

WISCONSIN DELLS, Wis. — Political and financial events around the globe have significant impact on U.S. agriculture and dairy operations. The 2024 Business Conference

presented by the Professional Dairy Producers® (PDP) will feature keynote speakers focusing on how the dairy industry and individual producers can prepare for continued changes in global trade, conflict, and energy production and use.

Jacob Shapiro, partner and director of geopolitical analysis at Cognitive Investments will deliver the keynote for the Day Two general session titled "What in the wide world?!" He'll identify today's key geopolitical forces expected to shape food production and agricultural markets over the next five years, including trade protectionism, conflicts between major powers, changing energy sources and

more. Shapiro will also address some of the most pressing events currently happening around the globe and outline the implications to agriculture policy and production.

"There are a lot of geopolitical signals coming our way, and dairy producers need to know not just how to interpret them, but to be prepared for the potential results," said John Haag, Dane, Wis., dairy producer and president of the PDP board of directors.

The 2024 PDP Business Conference will be held March 13-14 at the Kalahari Resorts in Wisconsin Dells, Wis. The two-day event will feature 54 learning sessions in a variety of formats, as well as the Hall of Ideas Equipment and Trade Show, Preview Stage, Nexus® stage and two sessions for 15-18 year-olds to build their leadership and communications skills. Business conference sessions will be translated simultaneously for attendees who prefer to learn in Spanish.

Additional keynote sessions and speakers include:

- "Navigate change with resilience and passion," presented by Brent Gleeson, Navy SEAL combat veteran and founder and CEO of TakingPoint Leadership
- "Driving innovation in the environmental sustainability discussion," a panel discussion featuring Mitch Breunig, dairy producer at Mystic Valley Dairy in Sauk City, Wis.; JJ Pagel, dairy producer at Pagel's Ponderosa Dairy, Kewaunee, Wis.; facilitated by Sustainable Environmental Consultants (SEC)
- "Where there is vision, there is hope," presented by Bruce Vincent, third generation logger from Libby, Montana

Register by visiting the 2024 Business Conference website. Also available are the English-language flier, the Spanish-language flier, information on exhibiting, and details on lodging.

Dairy Day in southwestern Pennsylvania to be held on March 7 at a new venue

SCOTSDALE, Pa. — The Southwest Pennsylvania Regional Dairy Day will be held on Thursday, March 7, at the West Overton Village, 109 West Overton Road, Scottdale. Note: this is a new venue. The event will include lunch and a trade show.

The main speaker for the morning session will be Dr. Bob Van Saun, Penn State Extension veterinarian and professor of veterinary science, who will talk about the animal

health impacts of baleage and silage. A producer panel will follow his presentation.

The afternoon session will feature two tracks for attendees; one session focusing on silage production and another on calf housing and health. Attendees can choose which to attend.

Interested? RSVP on the Penn State Extension website: extension.psu.edu/dairy-day

Sponsors are welcome and can learn of available opportunities at the same website.



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N.Y. Holstein names Active Master Breeders: The Lambs

EAST SYRACUSE, N.Y. — Jonathan and Alicia Lamb were recognized as New York Holstein Active Master Breeders last month. They have set a level of accomplishment that is admired, appreciated and envied worldwide. The honor was bestowed during the New York Holstein Convention, held here at the Double-Tree hotel, January 12-15.

When the New York Holstein Association needed some young, progressive blood and added diversity to the Executive Committee, Alicia agreed to be a candidate for the Association's 2nd vice president and later became president.

Jonathan ran for the National Holstein Board of Directors in 2009. He was elected and served with conviction and dedication. He kept NYHA informed of all that was happening on the national level.

Jonathan and Alicia were among the first to develop a high volume embryo transfer program. Most people develop a program focusing on one compartment within their industry: milk, show type, genomics, etc. They focus on it all.

The list of their accomplishments include:

Seven committee cows carry the Oakfield prefix to date: Solomon Sunset, Gold Luck, Salsa Dancer, Reality Harmony, GC Darby all at 95 points, Footloose at 97 and the well

known Jersey, Tbone Vivienne, at 96.

In the showing, they had three different World Dairy Expo champions in five consecutive years; all bred by the Lambs: Champagne-Red, Darby and Footloose.

Add to the above accolades multiple champions and winning best three females at the All-American, Eastern States, N.Y. Spring Dairy Carousel, and N.Y. State show.

In 2018 they had the winning Red & White best three females at Madison. In 2023, they were breeders of the first-place black-and-white best three at the World Dairy Expo.

On the numbers side, the Lambs bred and own the current No. 1 heifer, OCD Thorson Legit, who boasts a 3403 GTPI and the No. 1 cow, OCD Captain Liana with a 3265 CTPI. Plus, they're breeders of the No. 1 GTPI bull, OCD Thorson Ripcord, at 3375.

Popular bulls in stud service include Donatello, Sheepster, Thunderstruck, Coffee, Alphabet, Soysauce, Figaro, and Dragonheart, who is the latest bull to sell over a million units of semen.

As supporters of NYHA they have been consistent consignors and buyers for many years. Buying and selling on the top end of various sales helped New York sales gain the profile, recognition and profit.

In 2016, Jonathan chaired the National Sale



Jonathan and Alicia Lamb are pictured at the award presentation with Patsy Gifford, center, co-executive manager of the New York Holstein Association.

in Saratoga that set an all-time record high average of over \$25,000.

As industry leaders, Jonathan is the current president of Holstein USA. Along with Alicia's past presidency of the New York Hol-

stein Association, she is a past president of Dairy Shrine. Both also serve on various other boards. For these reasons and more they have earned the honor of New York Holstein Active Master Breeders.



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NEW HAMPSHIRE

Cheshire County

MALNATI VINCENT & CA	86 HO	20276	821	623
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Grafton County

GRAFTON COUNTY FARM	51 HO	30294	1232	957
PATCH FAMILY	86 HO	24659	1092	790
GRAFTON COUNTY FARM	10 JE	19861	1027	741
MINOT, WILLIAM & DIANNE	14 HO	23803	805	736
MINOT, WILLIAM & DIANNE	15 XX	17212	714	596

HERDS WITH A RHA SCC LESS THAN 200,000

GRAFTON COUNTY FARM	HO	55	51
MINOT, WILLIAM & DIANNE	XX	142	15
PATCH FAMILY	HO	157	86
GRAFTON COUNTY FARM	JE	158	10

Merrimack, Belknap Counties

BOHANAN FARM	115 HO	26679	1097	865
PINELANE FARM	233 HO	25083	1340	821
CATE JONATHON	57 XX	18053	836	629

HERDS WITH A RHA SCC LESS THAN 200,000

BOHANAN FARM	HO	178	115
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Sullivan County

GARY LECLAIR	276 HO	29222	1207	943
PUTNAM FARMS, INC.	426 HO	26522	1138	846
MACGLAFLIN FARM LLC.	395 HO	25874	1226	814
PUTNAM FARMS, INC.	64 XX	22132	1104	775
MACGLAFLIN FARM LLC.	61 XX	22549	1222	771
LUTHER, JOHN W.	30 HO	23630	877	746
MACGLAFLIN FARM LLC.	68 JE	19854	1092	707
CLARK, GREGORY & MARCIA	26 HO	21133	829	666
LUTHER, JOHN W.	14 JE	16562	828	612
CLARK, GREGORY & MARCIA	34 MS	17291	631	535

HERDS WITH A RHA SCC LESS THAN 200,000

CLARK, GREGORY & MARCIA	HO	66	26
PUTNAM FARMS, INC.	XX	93	64
LUTHER, JOHN W.	HO	106	30
MACGLAFLIN FARM LLC.	XX	142	61
PUTNAM FARMS, INC.	HO	145	426
MACGLAFLIN FARM LLC.	JE	163	68
MACGLAFLIN FARM LLC.	HO	164	395

VERMONT

Addison County

B. DANYOW FARM LLC.	1056 HO	31411	1328	1009
VORSTVELD FARM	1468 HO	28853	1266	979
KAYHART BROTHERS LLC.	1230 HO	29746	1284	968
DEGRAAF, HAROLD & ANJE	11 HO	29692	1274	933
HOWLETT, TIM & JULIE	684 HO	28434	1140	927
LUCAS, JONATHAN	356 HO	28108	1180	897
DEGRAAF, HAROLD & ANJE	169 HO	27612	1187	875
TUDHOPE, MILES & CHERYL	61 HO	26091	1132	863
CORREIA, ANTHONY & BARB	418 HO	25541	1099	860
B. DANYOW FARM LLC.	53 XX	23851	1103	829
TUDHOPE, MILES & CHERYL	59 BS	22003	979	778
PIFIELD, JEFF	125 HO	23799	969	768
TREADWAY, BRIAN	203 HO	24655	1014	768

HERDS WITH A RHA SCC LESS THAN 200,000

TUDHOPE, MILES & CHERYL	BS	71	59
LUCAS, JONATHAN	HO	81	356
TUDHOPE, MILES & CHERYL	HO	95	61
CORREIA, ANTHONY & BARBARA	HO	96	418
B. DANYOW FARM LLC.	HO	98	1056
B. DANYOW FARM LLC.	XX	100	53
DEGRAAF, HAROLD & ANJE	HO	116	169
KAYHART BROTHERS LLC.	HO	123	1230
TREADWAY, BRIAN	HO	134	203
PHILLIPS, DANIEL T.	XX	137	46
VORSTVELD FARM	HO	166	1468
DEGRAAF, HAROLD & ANJE	HO	189	11
HOWLETT, TIM & JULIE	HO	197	684

Caledonia County

WAYSIDE MEADOW FARM	350 HO	30060	1258	1019
DON-SIM FARM	129 HO	26475	1083	861
FREMONT & ETHAN NELSON	228 HO	24507	1034	783
JAMES W. SEYMOUR	75 HO	22951	1046	755
LUCKY HILL FARM	173 JE	19130	1038	749
ACKERMANN DAIRY	66 HO	21819	895	695
LAGGIS BROS.	507 JE	18108	949	650
FREMONT & ETHAN NELSON	28 XX	18713	840	647
BRIAN NICHOLS	106 XX	17636	837	638
WILLSON, DOROTHY & A.	81 XX	16670	813	613
MARCEAU, DWAYNE & DEBOR	51 XX	14132	670	500

HERDS WITH A RHA SCC LESS THAN 200,000

FREMONT & ETHAN NELSON	XX	85	28
WAYSIDE MEADOW FARM LLC.	HO	108	350
JAMES W. SEYMOUR	HO	113	75
FREMONT & ETHAN NELSON	HO	126	228
ACKERMANN DAIRY	HO	126	66
BRIAN NICHOLS	XX	128	106
MARCEAU, DWAYNE & DEBORAH	XX	147	51
LUCKY HILL FARM	JE	147	173
DON-SIM FARM	HO	157	129
BEAN, ERIC	JE	160	40
LAGGIS BROS.	JE	184	507

Chittenden County

CREAM	65 HO	26884	1093	851
TAFT, BRUCE & MARY	314 JE	18427	1037	706
SHELburne FARMS	115 BS	17866	750	601

HERDS WITH A RHA SCC LESS THAN 200,000

SHELburne FARMS	BS	119	115
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Essex County

ROUTHIER & SONS, INC.	319 HO	25273	1072	814
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HERDS WITH A RHA SCC LESS THAN 200,000

ROUTHIER & SONS, INC.	HO	85	319
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Franklin County

HOWRIGAN HOME FARM	278 HO	31400	1128	996
HOWRIGAN, H.J. & A. & LAW	359 HO	28940	1103	927
HOWRIGAN H-9 DAIRY	349 HO	28501	1098	906
MIKE BENJAMIN	543 HO	26642	1086	851
HOWRIGAN, HAROLD J. & SO	345 HO	24965	1007	820
BALLARD ACRES	244 HO	24137	1065	785
DALESTEAD FARM & MAPLE	98 HO	23230	981	739
CARPSDALE FARMS LTD.	68 HO	22823	898	729
RANDY & AMY FERRIS	74 JE	16789	792	590
PAUL-LIN DAIRY LLC.	25 JE	15471	731	582
WILLIAMS, BEN	75 HO	17670	716	544

HERDS WITH A RHA SCC LESS THAN 200,000

WILLIAMS, BEN	HO	76	75
MIKE BENJAMIN	HO	89	543
CARPSDALE FARMS LTD.	HO	97	68
HOWRIGAN, HAROLD J. & SONS	HO	111	345
PAUL-LIN DAIRY LLC.	JE	124	25
RANDY & AMY FERRIS	JE	125	74
HOWRIGAN HOME FARM	HO	131	278
WILLIAMS, BEN	JE	133	36

BALLARD ACRES	HO	136	244
HOWRIGAN, H.J. & A. & LAWRENCE	HO	142	359
BLODGETT, JAMES & DAWN	JE	168	53
DALESTEAD FARM & MAPLE LLC.	HO	183	98
GREG BOUCHARD	XX	197	129

Grand Isle County

J. & M. LADD FAMILIES FARM	73 XX	19354	693	591
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HERDS WITH A RHA SCC LESS THAN 200,000

J. & M. LADD FAMILIES FARM	XX	106	73
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Lamoille County

MORRILL, ARTHUR & LARRY	31 HO	21714	957	710
KEEWAYDIN FARM	96 JE	17943	923	680

HERDS WITH A RHA SCC LESS THAN 200,000

MORRILL, ARTHUR & LARRY	HO	46	31
KEEWAYDIN FARM	JE	86	96

Orange County

GLADSTONE, WALTER & MA	1966 HO	32657	1283	1088
GLADSTONE, WALTER & MA	44 JE	23231	1273	910
HARKDALE FARM, INC.	59 HO	26076	1158	854
WHITE, ELIJAH & MARY	123 HO	22227	992	748
ADAM BEAULIEU	64 HO	22266	922	721
HARKDALE FARM, INC.	114 JE	17876	1017	688
SILLOWAY FARMS	65 HO	21256	829	668
ALLENVILLE FARM	83 HO	20871	810	642
GRAY, KIM	25 JE	16517	818	627
ROBERT J. HOWE	28 HO	19945	774	603
WRIGHT, ANDREW	52 XX	15475	698	543
LEIBOLD, KYLE	30 JE	15663	691	537
CHARLES P. CARRIER	121 HO	16873	731	534

HERDS WITH A RHA SCC LESS THAN 200,000

GLADSTONE, WALTER & MARGARE	JE	88	44
GRAY, KIM	JE	90	25
GLADSTONE, WALTER & MARGARE	HO	100	1966
HARKDALE FARM, INC.	JE	109	114
SILLOWAY FARMS	HO	113	65
ALLENVILLE FARM	HO	113	83
OUGHTA-BE-FARM LLP.	XX	121	60
LEIBOLD, KYLE	JE	128	30
ROBERT J. HOWE	JE	135	15
CONANT, DEAN & TERRI	AY	135	46
SMALL, STEVEN & ETHAN	JE	140	46
HOYT, AMBER & SCOTT	AY	144	41
WRIGHT, ANDREW	XX	170	52
WHITE, ELIJAH & MARY	HO	178	123
HARKDALE FARM, INC.	HO	181	59
ROBERT J. HOWE	HO	191	28
DOYLE, JAMES T.	HO	199	39

Orleans County

ANDY & SARAH BIRCH	35 HO	27168	1207	900
NADEAU, AARON & CHANT	151 HO	24586	1016	773
SHEENA BROWN	39 HO	23998	934	746
ADAM & JOANNA LIDBACK	53 HO	22874	973	732
WEBSTER, DANIEL	72 HO	21495	893	722
JOSH POULIN	413 JE	18844	981	704
MICHAUD, J. DENIS & CLAIRE	343 HO	22186	863	693
EDWARDS, LYLE & KITTY	50 HO	21012	848	661
PADDLEBRIDGE HOLSTEINS	61 HO	20663	789	620
LISAL, PAUL	59 XX	19681	960	612
RANDALL FAMILY FARM	113 HO	18878	735	593
PATENAUDE, RON	178 XX	18755	703	583
ADAM & JOANNA LIDBACK	30 XX	16616	795	582
WHITTEMORE, DAKOTA	41 JE	14065	746	526

HERDS WITH A RHA SCC LESS THAN 200,000

ADAM & JOANNA LIDBACK	XX	68	30
LISAL, PAUL	XX	82	59
ANDREWS, ANDY	HO	107	227
PATENAUDE, RON	XX	110	178
PADDLEBRIDGE HOLSTEINS	HO	129	61
NADEAU, AARON & CHANTALE	HO	143	151
EDWARDS, LYLE & KITTY	HO	148	50
ADAM & JOANNA LIDBACK	HO	152	53
RANDALL FAMILY FARM	HO	156	113
SHEENA BROWN	HO	169	39
JOSH POULIN	JE	169	413
MICHAUD, J. DENIS & CLAIRE	HO	196	343

Rutland County

WOOD LAWN FARMS, INC.	132 HO	25640	1062	830
MEDALLION JERSEY LLC.	99 JE	17528	899	673

HERDS WITH A RHA SCC LESS THAN 200,000

MEDALLION JERSEY LLC.	JE	116	99
WOOD LAWN FARMS, INC.	HO	158	132

Washington County

FAIRMONT FARM	1659 HO	29287	1238	971
SETH GARDNER	345 HO	19725	771	617
FRANK, MARILYN & KIRT JOH	63 HO	18351	666	570
MOLLY BROOK FARM LLC.	77 JE	14665	700	550

HERDS WITH A RHA SCC LESS THAN 200,000

I plan to be away at Bible School for three weeks. To keep my family from missing me so much, I made several casseroles and froze them. Below are the recipes. Several things to keep in mind when freezing and reheating casseroles: don't overcook the pastas, adding eggs and cream cheese to mashed potatoes keeps them smooth when frozen, baked beans get better as the flavors meld when they are reheated.



Chicken Tetrazzini

- 1 1/2 c. spaghetti, broken in half
- 4 tbsp. butter
- 4 cloves garlic, minced
- 16 oz. can mushrooms slices
- 3 c. chicken broth
- 8 oz. pkg. cream cheese
- 3 c. chicken, shredded or diced
- 1 1/2 c. frozen green peas
- 1 c. grated Monterrey cheese
- 1 c. Parmesan cheese
- Salt and pepper to taste

Cook spaghetti according to package instructions, until al dente. Drain, rinse and set aside. In a large saucepan, sauté butter and add garlic. Add broth and cream cheese. Whisk until nearly smooth. Next, add chicken, peas, mushrooms, cheeses and salt and pepper, and spaghetti. Pour into a large disposable aluminum baking pan. Cover and freeze. To reheat: Thaw and bake at 350 degrees for 35 minutes until bubbly.

Pizza Casserole

- 4 c. rotini noodles
- 1 lb. hamburger
- 1/2 c. green pepper, diced
- 1 small onion
- 1 qt. pizza sauce
- 2 c. mozzarella cheese
- Pepperoni



Cook noodles according to package instructions until al dente. Drain and rinse. In large saucepan fry hamburger, green pepper and onion. When done add the cooked noodles, pizza sauce and mushroom pieces. Stir and pour into disposable aluminum baking pan. Top with mozzarella cheese and pepperoni. Cover and freeze. To reheat: Thaw and bake at 350 degrees for 35 minutes.



by Cherlyn Beachy
Freezer Casseroles

Meatloaf and Potatoes



- 3 lb. ground beef
- 1 onion
- 1 egg
- 1/4 c. flour
- 3 teaspoon season salt
- 5 medium, potatoes, peeled and cubed
- 1 egg, beaten
- 4 tbsp. cream cheese
- 2 tbsp. butter
- 1/2 c. milk
- Salt & pepper
- 1 c. shredded cheese

Mix the ground beef, onions, egg, flour, and seasonings. Pat into 2 disposable aluminum loaf pans. Bake 350 degrees for 25 minutes.

Cook potatoes until done. Mash and add milk, cream cheese, egg, butter, salt and pepper. When the 25 minutes are ended, top each meat loaf with the mashed potatoes. Sprinkle with shredded cheese. Cover and freeze. To reheat: Thaw and bake at 350 degrees for 45 minutes.

Country Baked Beans

- 1 1/2 lb. Great Northern Beans
- 2 c. ham, cubed
- 1 c. ketchup
- 3 tbsp. vinegar
- 1 tsp. dry mustard
- 1/3 c. brown sugar
- 1/2 tsp. salt

Cook beans according to package instructions. Drain. Add all other ingredients. Stir lightly to combine. Pour into disposable aluminum baking pan cover, and freeze. To reheat: Thaw and bake at 350 degrees for 40 minutes.



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HAUSA position open for regional sales person

BRATTLEBORO, Vt. — Holstein Association USA has launched a search for a regional sales representative for eastern Pennsylvania, New England, Delaware, Maryland and New Jersey. The candidate must reside in Lancaster County, Pa.

The Association is looking for a candidate with:

- A bachelor's degree in dairy science, animal science, or related field, preferred
 - Five years of dairy industry experience, preferred
 - Three to five years of sales experience, preferred
- Competencies and requirements include:
- Must have a valid driver's license and insurable driving record
 - Knowledge of the U.S. dairy industry, dairy cattle management, genetics, and the Registered Holstein business
 - Exceptional sales skills
 - Excellent cattle evaluation skills
 - Excellent communication skills
 - Very strong attention to detail and organizational skills
 - Positive, professional, and enthusiastic attitude
 - Ability to travel 75% of work time
- Questions can be directed to Human Resources at employment@holstein.com

Chester County Holstein tour invites passengers

ATGLEN, Pa. — The Chester County Holstein Association extends an invitation to Holstein enthusiasts to attend their annual farm tour on Thursday, March 14. Six Lancaster County farms will be visited: Lapridge, Wilma-Dell, Misty-Z, Cocalico, Ariane-Acres and Gajan. These farms are home to some of the finest Holsteins in Lancaster County.

The cost for the tour is \$10 per person. Lunch will be provided. Please RSVP by March 9. Contact Duane Stoltzfus, 717-672-1839 or Tom Herr, 717-304-7119.

Passenger pick up will be at Merv Stoltzfus' farm, 3677 Horseshoe Pike, Honeybrook at 7:30 a.m. and at the Parkesburg Walmart parking lot at 7:45 a.m. Anticipated return time is 5:30 p.m.

Consignments invited for 50th anniversary

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

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

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

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

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

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

- Cindy Warner - cell: 301-639-6887; 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
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What will from page 3

parts of the country, farmers lose additional money when the milk that is used in Classes II and IV is depooled out of FMMOs.

Without the 'higher of' pricing mechanism that was in place from the year 2000 until May 2019, Class I can fall below the higher manufacturing price, removing incentive to pool, which leaves pooled producers with smaller payments for their milk and leaves the decision about what to pay depooled farmers up to the processors after they've succeeded in reducing the benchmark minimum by depooling.

Ultrafiltered (UF) milk represents 2.4% of fluid milk market share, having grown by more than 10% per year for four years with sales up 7.7% in 2023 vs. 2022, according to Circana-tracked market data shared by Dykes.

UF milk is also cheese-vat-ready-milk with capability to remove not just the lactose but also the whey as permeate at the front end for use in distilleries that are now funneling lactose into ethanol production in Michigan and whey into alcoholic beverages in Michigan and Minnesota.

Processors want farmers to do "a tradeoff" to decide how much revenue comes to their milk checks and how much goes to processing investments for the future. The future is being dictated by where we are in fluid milk consumption relative to cheese production.

This is one reason IDFA and Wisconsin Cheesemakers, as well as NMPE, had proposals asking USDA to increase the processor credits (make allowances) that are embedded in the dairy product price formulas. IDFA and Milk Innovation Group also put forward other proposals to further reduce regulated minimum prices.

We wonder with these new processing investments, how is it that the make allowances are too small?

Only bulk butter, nonfat dry milk, dry whey, 40-lb block Cheddar and 500-lb barrel cheese (yellow not white) are surveyed for the circular class and component price formulas. Everything else that doesn't meet CME spec for these specific product exchanges is excluded.

This means the costs to make innovative new products and even many bulk commodity-style products, such as bulk mozzarella, unsalted butter, whey protein concentrate and skim milk powder, can be passed on to consumers without being factored back into the FMMO regulated minimum prices paid to farmers.

If market principles are applied, processors wanting to encourage more milk production, to make more cheese, would pay more for the milk – not less. But when the margin can be assured with a make allowance that yields a return on investment, all bets are off. Cheese gets made for the 'make' not the market.

We saw processors petition USDA in the recent Federal Milk Marketing Order hearing to reduce the minimum prices in multiple ways so they can have the ability to pay market premiums to attract new milk. This would be value coming out of the regulated FMMO minimum price benchmark for all farmers to get added back in by the processors wherever they want to direct it.

Cheese is in demand globally, and the U.S. dairy industry is investing to meet this.

Dykes told Georgia producers that processors want to grow and producers want to grow. He wasn't wondering what to do with all of the skim when he asked: "Where will the milk come from for the over \$7 billion in new processing investments that will be coming online in the next two to three years?"

This is happening, said Dykes, "due to market changes from fluid milk to more cheese production (Fig. 1). There's a lot of cheese in those plans. With over \$7 billion in investment... These are going to be efficient plants. You're going to see consolidation. If you are part of a co-op, you're going to decide how much (revenue) comes in through your milk check and how much goes into investment in processing for the long-run, for the future. That's the debate your boards of directors will have."

Even the planned new fluid milk processing capacity is largely ultra-filtered, aseptic and extended shelf life, according to Dykes.

"That's the direction we are moving," he said. "We are seeing that move because as we think about schools, are we still going to be able to send that truck driver 20 miles in any direction with 3 or 4 cases of milk 5 days a week? Or do we do that with aseptic so they can store it and put it in the refrigerator one night before, and get some economies of scale out of that, and maybe bring some margin back to the business?"

As the Class III milk price continues to be the market dog, we don't see milk moving from Class III manufacturing to Class IV, perhaps because of the dairy processing shifts that have been led by reduced fluid milk con-

sumption.

Allowing schoolchildren to have the choice of whole milk at school is about nutrition, healthy choices, future milk consumers, and the relevance of fresh fluid milk produced by local family farms in communities across the country. Having a home for skim does not appear to be the primary factor affecting milk prices where Class III is dragging things down.

Bottomline, dairy farmers should have no consternation (fear) over what processors are going to do with "all of that skim" once they are (hopefully) allowed to offer schoolchildren milk with more fat.

Next time, we'll address the third 'C' – Competition – If kids are offered whole milk in schools, will it reduce the butterfat supply and impact the industry's cheese-centered future?

A final note, just in case the question about 'what to do with all that skim' still bothers anyone... What's wrong with animal feed markets for skim milk powder? Protein is valuable in animal health, there are livestock to feed, and people spend major bucks on their pets too. Did you know dog treats made with nonfat dry milk powder, flour and grated cheese are a thing?

That idea got a good laugh from those farmers when I suggested it.

However, Cornell dairy economist Dr. Chris Wolf noted recently how China's purchases are what drive global skim milk powder and whey protein prices, and that much of that market for both is to feed... you guessed it... Pigs.

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Gunnar Birgisson's dream journeyed from Iceland to Denmark to California, but then found its home in Newville, Pennsylvania, where his Reykjavik Creamery works with en-

trepreneurs to develop high-protein dairy products, including Painterland Sisters and Norr Organics skyr yogurt. He told his story and gave a vision of the future at the plant recently.



The 30,000 square foot creamery sits on land leased from an organic dairy farm in Cumberland County. The facility was originally built in 2016 to be a cheese plant for balancing the former Tricking

International inspirations took root in Pe

The \$10.3 million Ag Innovation Fund is new and designed to inve

By SHERRY BUNTING
Special for Farmshine

NEWVILLE, Pa. -- Down a gravel road in the middle of an organic dairy farm in Cumberland County, Pennsylvania, sits Reykjavik Creamery. The relatively new 30,000 square foot dairy processing facility specializes in contract manufacturing with plans to make more than \$500,000 in investments in the next three months and expansion in its future alongside the rapidly growing national brands that are rooted in Pennsylvania, like Painterland Sisters and Norr Organics.

The dream building and team building began in Iceland when the creamery's founder and CEO Gunnar Birgisson began the journey to make Icelandic Skyr, a traditional soft cheese, into a delicious high-protein yogurt.

His dream took him first to Denmark, then to California, and after conversations with Pennsylvania Agriculture Secretary Russell Redding, Birgisson found his home in Newville, Pennsylvania.

Both Hayley Painter, co-founder of Painterland Sisters, and Daniyar Chukin, CEO of Norr, were on hand for a plant tour and press event February 1.

Ag Secretary Redding, along with Department of Community and Economic Development (DCED) Secretary Rick Siger, highlighted Governor Shapiro's New Economic Development Strategy, described as a 10-year "blueprint for transformational change" both in policy and investment, with Agriculture as the backbone and Dairy front-and-center.

Core goals of the Strategy, said Siger, are to invest and to "make sure government works at the speed of business by cutting red tape and opening doors of opportunity for innovation in collaboration with the business, agriculture, technology, and education communities."

Redding announced that a \$10.3 million Agriculture Innovation Fund -- with high priority on technology and infrastructure -- is a key part of the new Strategy that is earmarked within a larger Innovation Fund in the Governor's FY 2025 Budget.

"Agriculture is a crucial component of Pennsylvania's economy. As we implement this new plan, we ensure our spot as a national leader," said Siger, calling the Strategy the "first statewide playbook for economic development in 20 years."

The details are laid out at the new pagetsitdone.com website.

"This (creamery) is the perfect venue to talk about how the Strategy will lead to real economic growth," he said, as a group of 30 local leaders listened while viewing processing operations through a large glass window at the front of the conference room above the dairy plant, gazed out of the side windows to see dairy cows contentedly grazing on a cold sunny afternoon, and eyed the yogurt bar with toppings set up at the back of the room for after-tour refreshments.

Reykjavik Creamery is a high-tech dairy plant representing several of the Strategy's sectors, officials said. The named sectors are Agriculture, Energy, Life Sciences, Manufacturing, Robotics and Technology.

"We intend to rise up from the trust we have been shown here, to cooperate with next generation entrepreneurs to develop outstanding products for today's health-conscious consumers," said Birgisson about the creamery's focus on production of new and innovative high-protein dairy products.

He shared with the Cumberland County commissioners, local township supervisors and other VIPs in attendance how a state grant helped renovate and establish Reykjavik Creamery, but it was the area, the farms, the relationship with PDA for which he expressed "deep gratitude".

Hayley Painter gave a brief snapshot on how Painterland Sisters Organic Icelandic Skyr yogurt got its start two and a half years ago when she and her sister Stephanie were looking into "doing something good with our family's milk."

The rest of the story has come together rapidly for the Painter pair, who were recently named among the Forbes Top 30 Under 30 entrepreneurs.

"We were just looking to secure a future for our farm, to make it sustainable for the next generations," said Hayley, who graduated from Iowa State University with degrees in animal and food science. Her sister Stephanie graduated from Susquehanna University with a degree in business. Where they are today began as a childhood conversation.

By the time Stephanie was graduating and Hayley was halfway through college, they were actively looking into what they could do with their family's milk that would sustain the fourth-generation farm into the future.

They were thinking about legacy and community, but they knew it had to be practical and delicious and meet a consumer need. They looked at making cheese, of course, and they would never have guessed that skyr yogurt is where their dream search would land.

"It has been amazing to be in this industry, to be an organic farmer, part of the fourth generation, and now to see that what we talked about as children could become the fastest growing national yogurt brand," Hayley said, noting over 2.2 million cups of Painterland Sisters yogurt were sold last year (2023), available now in all states but Alaska.

By 2021, they had a Center for Dairy Excellence grant, were hooked up with Kitchen Table Consultants to navigate the world of consumer packaged goods, and by March 2022, they had John F. Martin and then Deliver Fresh as distributors for their first skyr cups to be sold.

The number of store chains that carry Painterland Sisters continues to grow, and it was Giant that really supported just three months into it.

Along the way, they have worked every angle, doing food shows across the country, visiting new supermarket venues for their product, meeting with flavor houses to carefully select ingredients and experiment with combinations, squeeze those creative juices for the packaging look and the right touch on consumer connections -- down to keeping up with the numbers and logistics that are the lifeblood of growing a national brand.

"I get fueled by hearing the Governor talk about the Strategy, all these things, and the hope and opportunity," said Hayley, who has been a member of Governor Shapiro's Team-PA for over a year. "This is coming together, and it starts with farmers coming together with these industries to be a voice."

In addition to the business opportunities for economic development, she observed that, "This is an opportunity for Pennsylvania to tell its story and for Agriculture to be the root of it all, the basis for new growth opportunities.

"The word for me today is 'energized,'" she added. "Farmers are at the base of our rural communities, which affect our

cities, our state, and our country. Our mission is to connect consumers with the source of their food, the American farmer."

Daniyar Chukin, CEO of Norr Organics shared his story as Reykjavik Creamery's first customer. He talked about the "honor" of working with Pennsylvania farmers, which is how he came to be here in a search for milk. Norr Organics sources milk from Pennsylvania organic dairy farms, Organic Valley and Lanco-Pennland.

"This is a special occasion for me, personally," Chukin said with a tinge of emotion. "I am from Kazakhstan, and never would I have expected to be the founder of a yogurt company, doing business with an Icelandic entrepreneur, and doing it in Pennsylvania.

"This is the American Dream to see things come together that are hard to imagine happening anywhere else," he added.

"Things can only get better in the future," Sec. Redding affirmed. "We think dairy can be a powerful catalyst for economic growth and employment and all of the adjacent categories it touches. No sector thrives on its own. We won't go far if we aren't going forward together. This Strategy invests in innovation in these sectors, but also the blending of talents that fuel success determined by partnerships. We think about the services and markets, the regional and the national. We now have a plan to execute against to tell the legislature where and how to invest."

Importantly, he added, Pennsylvania has more young farmers under age 35 than any other state in the nation. The Commonwealth



Hayley Painter points out for her grandmother Lynda's first visit, the elements of the process of making skyr yogurt during a tour of Reykjavik Creamery, where Painterland Sisters products are made.

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Plant manager Jan Nawa explains the process from raw milk to skyr yogurt during a plant tour on Feb. 1.

Photos by Sherry Bunting

Pennsylvania to produce fast-selling yogurt

Investment in infrastructure development, research, development and more

is No. 1 in forestry, No. 1 in mushrooms, No. 1 in organic poultry, No. 2 in the number of dairy farms, No. 2 in direct-to-market, No. 3 in organics, and No. 8 in milk production.

The \$10.3 million Ag Innovation Fund is new and designed to invest in infrastructure development, research and development, conservation, technology, and flexible funding for "great new ideas."

"I'm ready to go," he summed up the enthusiasm in the room.

During the tour, attendees saw the start-to-finish process at the plant that has 22 employees and runs in 36-hour increments.

Up to three tankerloads of milk can be received and processed per day. Milk is offloaded, heated, pasteurized, balanced for fat content, cultured, ultrafiltered and packaged.

Painterland Sisters yogurt runs about 21 grams of protein and 6% fat per 8-ounce cup.

Their milk comes into the plant at about 4.5% fat, according to Hayley.

As we toured the plant, she and facility manager Jan Nawa explained that about half of the cream is separated because they want to start their process with a 2% milk due to the fat being tripled in

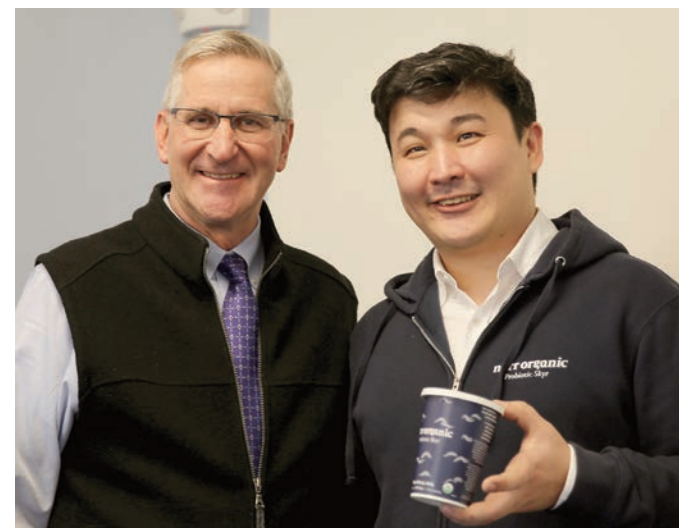
the end product.

That milk is cultured in a vat for six hours before ultrafiltration (UF) condenses and triples the fat and protein, to result in a rich, extra creamy, 6% fat, high-protein, low-sugar, lactose-free yogurt.

Toward the end of the tour, in the refrigerated warehouse by rows of stacked cases of Painterland Sisters yogurt, Hayley's grandmother, Lynda Painter, shared her enthusiasm for seeing the plant and the process for the first time.

"I watched my granddaughters work on this, prepare for this. Hayley would create samples and flavor combinations and sit them in my refrigerator for the whole family to sample. And here it is, moving fast," said Lynda, adding that she personally enjoys finding a skyr yogurt in her fridge that is past the two-week best-by date.

"It's a little more dense, a soft cheese product that you eat with a spoon. I like to add cream to it," she said with a knowing smile.



Pennsylvania Ag Secretary Russell Redding is pictured with Daniyar Chukin, CEO of Norr Organics, the first customer at Reykjavik Creamery. "I am from Kazakhstan," said Chukin, "and never would I have expected to be the founder of a yogurt company, doing business with an Icelandic entrepreneur, and doing it in Pennsylvania. This is the American dream to see things come together that are hard to imagine happening anywhere else."



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Spring turnout creates dietary challenges for cows

LIVERPOOL, England — Spring turnout creates many dietary challenges for dairy herds that can result in butterfat depression and fertility issues. However, negative effects can be reduced by balancing rumen function and energy supply, says Dr Richard Kirkland, ruminant nutritionist for Volac Wilmar Feed Ingredients.

“As cows transition from a controlled winter ration to grazed grass, the rumen has to adapt to the differing and more-variable forage source. The diet change alone can cause challenges to rumen function and milk production stability. Additionally, the low fibre and rapid fermentability of early, leafy grass growth can disturb the rumen’s pH balance and cause the grass to pass through the digestive system too quickly, increasing the risk of acidosis,” says Dr Kirkland. “While early grass growth is high in energy, variable spring grazing conditions make it harder for energy supply to be consistently maximised, with a drop in fertility and milk production key risks.”

During early lactation, cows cannot eat enough to meet the high energy demands of milk production, leading to a negative energy balance. This means they rely on body fat stores to support the genetic drive for milk production, resulting in a loss of body condition. Research from the University of Nottingham indicates that for each 0.5-unit loss in condition during this period, conception rates can fall by around 10%.

Cereals are commonly supplemented to increase energy supply, but there is a limit on how much can be used in order to reduce the risk of the rapidly-fermentable starch pushing down rumen pH and with it increasing the risk of acidosis



Buffer feeding a high fibre feed source in conjunction with an appropriate rumen-protected fat supplement is an effective way to mitigate butterfat depression at turnout. As cows transition from a controlled winter ration to grazed grass, the rumen has to adapt to the differing and more-variable forage

source. While early grass growth is high in energy, variable spring grazing conditions make it harder for energy supply to be consistently maximised, with a drop in fertility and milk production key risks.

not fermented in the rumen and contain around 2.5-times the energy content of cereals. This makes them an ideal choice to sustain energy supply at grass where conditions can be unpredictable on a daily basis,” says Dr Kirkland.

When selecting a fat supplement to feed in turnout buffer rations, Dr Kirkland says producers need to remember that fat is more than just an energy dense ingredient, with the blend of fatty acids having a primary impact on performance response. Therefore, fatty acid blends should reflect what the farm is trying to achieve and milk contract requirements.

“During the early lactation period, C18:1 (oleic acid) is a key fatty acid, increasing partitioning of energy and nutrients to improve body condition as well as improving development of fertilised eggs. However, given the challenges of early spring grass, products containing higher levels of C16:0 (palmitic acid) can be considered as effective ingredients

and low milk fat.

“Digestible fibre sources such as soya hulls, citrus and sugarbeet pulp will help balance the starchy energy sources and aid rumen function and milk fat, though offer less of the rumen ‘tickle’ factor than higher-fibre forages. With lower energy concentration than cereals, the greater bulk of forage sources will limit the potential to deliver those vital additional megajoules,” explains Dr Kirkland.

According to him, using a combination of digestible fibre sources and rumen-protected fat supplements in buffer rations will help drive milk production and support fertility in early lactation.

“In contrast to other ingredients, rumen-protected fats are

to increase milk fat production,” explains Dr Kirkland.

To take advantage of the so-called ‘high-C16’ milk fat benefits while protecting fertility, Dr Kirkland recommends feeding a balanced supplement such as Mega-Fat 70. This will provide a higher level of C16:0 than the standard calcium salts but still supplies that important rumen-protected source of C18:1.

“By understanding the impact individual fatty acids have on production response throughout the lactation cycle, rumen-protected fat supplements become multi-purpose and allow producers the opportunity to balance rumen function and energy supply, while also targeting specific milk contract and herd performance goals,” concludes Dr Kirkland.

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'Manureshed management' is key to Bay cleanup

UNIVERSITY PARK, Pa. — A study by a Penn State-led research team suggests that "manureshed" management in the Susquehanna River basin could make a big difference in the water quality of the Chesapeake Bay.

The Susquehanna delivers half the fresh water in the Chesapeake Bay and about 40% of the nitrogen pollution, 20% of the phosphorus pollution and a heavy load of sediment pollution. The majority — more than 60% — of the river's pollution, according to the Chesapeake Bay Foundation, is attributable to excess manure, agricultural runoff, and urban and suburban stormwater.

"We believe that the manure runoff problem can be greatly diminished by managing the Susquehanna River as a manureshed," said Cibin Raj, assistant professor of agricultural and biological engineering at Penn State. "Manureshed management guides the sustainable use of manure resources by matching areas of crop demand — nutrient sinks — with areas generating livestock manure — nutrient sources."

At the heart of the Chesapeake Bay's long-standing pollution problem is a severe nutrient imbalance that stems from corn and other feed transported primarily from the Midwest into the lower part of the watershed and fed to livestock. The manure those animals produce is mostly applied to a limited amount of land in the lower Susquehanna River basin.

Much of the nitrogen and phosphorus in that manure washes off the land and into streams and flows into the Susquehanna. It ends up in the Chesapeake, fueling the growth of harmful algae blooms that block sunlight from reaching underwater grasses. When the algae decompose, the process creates low oxygen "dead zones" that rob the water of oxygen and suffocate marine life.

The lower Susquehanna's nutrient problems have only gotten worse in recent times, according to the Chesapeake Bay Foundation. Over the last 30 years, in livestock-intensive counties of south-central Pennsylvania, annual hog manure production has nearly doubled from 635,029 tons to more than 1.2 million tons. During the same period, broiler chicken litter has increased 75% to over 102,000 tons each year, and manure from dairy and beef cows has risen 16% to 3.5 million tons annually.

Livestock-intensive regions with limited cropland availability, such as Lancaster and Lebanon counties, Pennsylvania, experience long-term excess application of manure nutrients, causing build-up of legacy phosphorus in the soil and higher losses of agricultural nitrogen, Raj explained.

"If that manure would be transported to land higher in the watershed where crops need to be fertilized, the lower river and the bay would be healthier," he said. "Pennsylvania is very much behind on meeting water-quality demands for the Chesapeake Bay, and we think managing the Susquehanna River as a manureshed is the way to move forward. However, presently there is no system or logistics for transporting manure higher in the Susquehanna River basin."

To gain a better understanding of the impacts of manureshed management on water quality in the Susquehanna, the researchers developed a watershed simulation model of the river's basin over the past few years in Penn State's College of Agricultural Sciences, using the computer modeling pro-

gram called the soil and water assessment tool — often referred to as SWAT. They used it to quantify the potential water-quality benefits of manureshed-oriented management through scenario-based analyses in the basin.

Five manureshed-management scenarios were developed and compared with a baseline "business-as-usual" scenario. The baseline assumes manure is less transportable, which means some locations have manure application far in excess of crop demand. The "watershed nutrient balance" scenarios assume excess manure from surplus locations is transportable and that manure is applied around the Susquehanna River basin, based on crop-nutrient demand.

In findings published last year in the *Journal of Environmental Quality*, the researchers reported that the "watershed nutrient balance avoiding runoff-prone areas" scenario — which assumes that manure is transportable but never applied in vulnerable landscapes in the basin (steep slopes mainly) — showed the largest potential water-quality gains.

The researchers found that phosphorus-based manureshed

management — only applying the amount of manure crops need to supply their phosphorus demands — resulted in bigger water quality improvements than nitrogen-based management. In the scenario that avoids steep slopes for manure application, phosphorus-based nutrient balance scenarios simulated reduction in total phosphorus loss in excess of 25%.

With so many streams in the Susquehanna River basin under significant pressure to reduce nutrient loads to achieve the Chesapeake Bay total maximum daily load goals, manureshed management offers a way to achieve real progress for the bay, Raj pointed out.

"Our modeling results indicate improved manure nutrient-use efficiency and significant water quality benefits with manureshed management," he said. "The concept provides a new dimension to land management because it integrates crops and environmentally sustainable livestock development. It can be a successful strategy to reduce the agricultural nutrient contribution from the Susquehanna River basin to the Chesapeake Bay."

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'Great grandma, can I have an apple?'

By **BARB LUMLEY**
Ohio Farm Wife

"Great-Grandma, can I have an apple?" I hear those words every time Daxton comes to my house. He loves apples! I try to keep one of my crisper drawers filled with apples not only for Daxton and Emily, but also for using in many different recipes and for an occasional treat for the horses. Everyone loves apples freshly picked from the trees in local orchards.

When I was very young there was a big apple tree located just beyond the house and a strip of lawn. It was one of the first trees to have apples ripe enough to eat. They were a big, cream-colored apple with pink stripes on them and they were so good!

There was just one problem: The tree was in the middle of the lot where the pigs were kept. When the apples began to fall, the pigs would eat them all! In order for me to go get an apple, I had to watch for apples to fall, make sure the pigs were at the other end of the lot, climb over the fence, race to the tree, grab a couple apples, race back to the fence and get over it before the pigs got to me.

Of course, the pigs would see me and come running towards me, making that "woof..woof" sound that pigs make. I was terrified of them! But, oh, those apples tasted so good, I had to be brave! I also made up my mind to never be a pig farmer!

During this time of year a day would be chosen for "applebutter stirring." It began early in the morning, the sun would be rising, the air crisp and cool and my Dad would build a wood fire and get it burning good. The big, old-fashioned copper kettle would then be set over the fire and the big, long-handled stirrer appeared. The apples had al-

ready been cooked and made into apple sauce the day before and nine gallons was poured into the kettle.

The stirring began and it did not stop until the applebutter was the desired consistency. Twenty-five pounds of white sugar, as well as 25 pounds of brown sugar and a gallon of cider were added. We didn't add cinnamon or any other spices, as my family preferred it to be just apple "butter." You kept the fire hot and you kept stirring!

After several hours, my Mom would start to check it. You cooked it until a scum formed on the top when cooled in a dish. The kettle was then carried into the basement kitchen where the applebutter was put in canning jars and sealed. It would provide a two-year supply for our family. It was my Dad's favorite spread on bread.

There is a saying: "An apple a day keeps the doctor away." A medium sized apple contains 95 calories. Apples are rich in Vitamin C, fiber, and Quercetin, a chemical that has inflammatory and antioxidants benefits. There are 2500 types of apples grown in the United States.

Apple trees originated in Central Asia. They have been grown for thousands of years in Asia and Europe. They were brought to North America by the European colonists. John Chapman, better known as Johnny Appleseed, was a pioneer nurseryman, who introduced apple trees to many states and areas including Ohio in the 1800s.

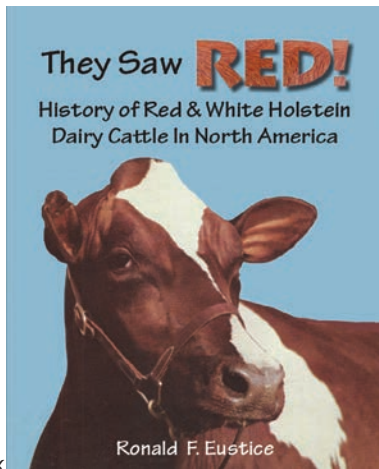
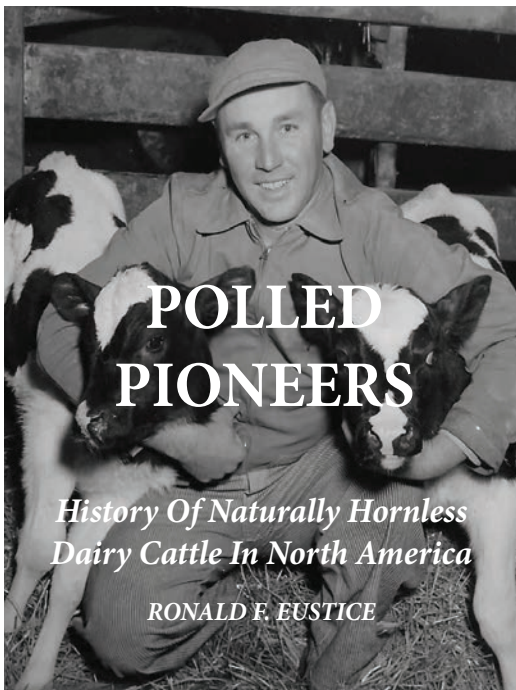
The original apples were not as tasty as the ones we have available now. In those years they were used mainly for making "hard cider." Your loved one is the "apple of your eye." I have three special ones: Emily, Daxton and Cooper.

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Dairy Foundation's silent auction has something for everyone

JUNEAU, Wis. — Dairy's Foundation Silent Auction is new and improved this year bringing the ability to bid online while also adding extra time to bid on unique items and experiences. Auction proceeds will support education and leadership development programs in the dairy industry.

Online bidding opened on Tuesday, February 13, and remains open through 1 p.m. on Thursday, March 14. In-person bidding will also be available during the 2024 Business Conference presented by Professional Dairy Producers (PDP) on March 13-14 at the Kalahari Resorts in Wisconsin Dells. Visit www.DairyFoundation.org to view auction items.

As the only public-held national foundation supporting dairy education and initiatives across the entire dairy industry food chain, Dairy's Foundation provides financial support for programs

that nurture the next generation of dairy leaders, develop the skills of current dairy farmers and strengthen the bond of trust between consumers and producers.

"The silent auction to benefit Dairy's Foundation has always been one of the highlights of the annual Business Conference. We're excited to start the bidding early and expand it to those who can't make it to the event in person," said Brian Forrest, a dairy farmer from Stratford, Wis., and chairman of Dairy's Foundation Board of Directors. "There is truly something for everyone in the silent auction,

from once-in-a-lifetime experiences and travel opportunities to gift baskets and even a logo and branding package for a farm."

Dozens of auction items will be available, including sporting event tickets, artwork, household and farm items and numerous gift baskets featuring Wisconsin cheeses and more. Unique experience and travel packages include a Bonnie Mohr experience tour, Crave Brothers cheese box and private farm tour, a two night stay on Washington Island, a five course meal prepared by a private chef, a Kalahari Resort spa package, a pig roast and

more.

"We are very grateful to all of the individuals, farms, companies and organizations who have generously donated auction items again this year and look forward to investing auction proceeds to educational programs across the dairy industry," said Forrest.

The Foundation was established in 2002 as the charitable arm of Professional Dairy Producers® (PDP) and has supported hundreds of programs and thousands of dairy producers since its formation. The Foundation is a 501(c)3 entity.

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Swiss Highlights:

Descendants of Shiver, Stratus Sue and Tippy

Guernsey Highlights:

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Jersey Highlights:

Family members of Jolie, Hali, Comet, Francine, Fiona, Spritz

Milking Shorthorn Highlights:

Family members from Dottie, Fireball, O'Raely, Roxy, Myrtle, Christine, Sundance, Lady Luck, Lazer, Pasta, Sunrise, Firefly

There is something in this sale for everyone...polled, A2A2, show quality and deep pedigrees with lots of milk and components!

Trucking will be available immediately following the sale.

American Pie Daughter Sells



Springhill Kojack Unique ETV EX95
A2A2 American Pie daughter sells due March 2024 out of EX95 Unique, followed by EX-94 Unify, The Sr 3 yr old for 2024

Drone Daughter Sells



Knapps Kringle Tappy EX90
Potential 5th generation EX, A2A2 Drone Jr 3 yr old sells out of EX90 Tappy, then EX-90 Regis, EX-93 Ace, then EX-93 Luxury

She Sells



Bdandy Patriot Tixie EXP VG86
Sired by Patriot, 2nd jr 2 yr old Winter Natl 2023, Due September 2024 to Hard Core Lottery Spiderman, Nom All American jr 2 yr old

She Sells



Merrwin Sombe Bo Allison
1st Summer Yrl NY Spring Show 2023, Res Jr Champ NY Spring Show, Due June 2024 to Kuszmar VGF Devil Anse



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Midwest Dairy Challenge noted 'significant participation'

GREEN BAY, Wis. — The Midwest Regional Dairy Challenge, hosted by University of Wisconsin-Madison concluded February 9th in Green Bay. The event saw significant participation with 120 students from 17 schools, along with coaches and volunteers, gathering in downtown Green Bay.

The students were able to attend educational sessions focusing on financials, automatic milking systems and technology on farms. They met their mentor and teammates over dinner and brief team building

activities. Shortly after dinner they received farm information and began to analyze in preparation for their farm visit and future presentation.

On the second day, students visited one of three farms: Tauchen Harmony Valley Inc. of Bonduel, Diederich Farm LLC of Hobart, or Libertyland Farms of Valdars. Accompanied by industry mentors, students assessed different aspects of each dairy farm, including calf care, parlor management, transition pens, and feed management. They also con-

ducted interviews with the producers to gain insights into farm management practices and goals. In the afternoon, students used the data collected during the farm visits and interviews to develop their presentations. Following the submission of their presentation, they, along with sponsors and volunteers, enjoyed tours, tailgate games, and dinner at Lambeau Field.

The final day of the contest saw judge panels evaluating each team's 20-minute presentations, which highlighted the strengths and areas of improvement for their respective farm. Additionally, there were educational sessions, including a Dairy Challenge alumni panel. Students networked with alumni and sponsors throughout the day. The event concluded with the presentation of student awards, marking the end of the successful Midwest Regional Dairy Challenge.

The judges awarded the following teams with the first and second place ranking on each farm among the 24 total teams participating.

• Libertyland Dairy

First place: Team 4; Nathan Abel, Lakeshore Technical College; Rachel Rynda, University of Wisconsin-River Falls; Benjamin Styer, University of Minnesota; Aly Dieball, University of Wisconsin-Platteville; Morgan Winebold, College of the Ozarks; Emily Jandrin, Northeast Wisconsin Technical College.

Second place: Team 1; Joe Schuh, University of Wisconsin-River Falls; Adam King, College of the Ozarks; Abby Whitsel, Ohio State; Maya Bicksler, Lakeshore Technical College; Jiamao Yang, Kansas State.

• Tauchen Harmony Valley, Inc.

First place: Team 11; William De Boer, Kansas State; Aspen Hagen, Northcentral Technical College; Brittany Ladd, College of the Ozarks; Danielle Rummel, Michigan State; Bethany Magdanz, Fox Valley Technical College.

Second place: Team 7; Brea Kieffer, University of Wisconsin-River Falls; Katrina Tucker, Kansas State; Delana Erbsen, Iowa State; Aubrey Arneson, Northcentral Technical College; Nicole Broege, University of Wisconsin-Madison.

• Tauchen Harmony Valley Inc. (2)

First place: Team 13; Molly Cordonnier, Ohio State; Molly Tanis-Dordt, (university not named); Sydney Napolillo, Kansas State; Erik Walters, Lakeshore Technical College; Brianna Wanek, University of Wisconsin-Madison.

Second place: Team 15; Adalee Thelen, Michigan State; Libby Hasheider, University of Wisconsin-River Falls; Sierra Stahnke, Northcentral Technical College; Ava Jarvais, Fox Valley Technical College.

• Diederich Farm LLC

First place: Team 22; Lexi Eisele, Southwest Wisconsin Technical College; Cassidee Widmann, Northcentral Technical College; Garrett Hastings, Ohio State; Audrey Piel, University of Wisconsin-River Falls; Noah Randall, South Dakota State.

Second place: Team 20; Elijah Jones, University of Wisconsin-River Falls; Cade Ziegler, Purdue; Aleena Wood, College of the Ozarks; Sydney Schroeder, Southwest Wisconsin Technical College.

- Lykens/Gratz Area -

Stoltzfoos FARM DISPERSAL

**68 Hd. Holstein Herd - 50 Cows - 18 Heifers
6 Horses - IH Tractor - Power Cart - Power Unit
Farm Equip. - TMR Mixer - Feedcart - Silage**



Tuesday, March 12 @ 9:30 a.m. (D.S.T.)

Location: 327 Doe Run Lane, Lykens PA 17048 (Dauphin Co.)

Directions: From Gratz follow Rt. 25 to the west end of town. Turn right onto Valley Drive Rd. (across from Sunny Hollow Fabrication) OR Follow Rt. 25 east of Rt. 225/Rt. 25 intersection in Berysburg approx. 5 1/2 mi. Turn left onto Valley Drive Rd., Follow to right onto Deer Run Road, Continue straight onto Doe Run Lane to Auction.



Fr. Oct./Lylas dau./152 lbs. low SCC/offspring also sells



Fr. Dec./Hurricane dau./140 lbs. low SCC/her dau. also sells



Fr. June/Due June/Vertex dau. 94 lbs./low SCC/dau. also sells



Royal 5 yr. old



NH 782 w/824 Head



Vermeer VR1224 Whl. Rake

- HOLSTEIN HERD -

68 hd. tie stall herd dispersal. 50 cows/18 heifers; All homeraised cattle; (17) 1st, (12) 2nd, balance 3rd lactation and up; RHA 26, 303. Current avg: Jan. test 85 lbs., Dec. test 88 lbs/4.1 BF/3.2 Pro/138,000 SCC; 22 hd. milking 90 to 152 lbs. (Jan. test 15 hd. 96 to 152 lbs.); 11 Fresh since Dec.; 3 due in March, 4 due April-May; 15 due in June-July; Cows sired by Zamboni, Flagship, Vertex, Belair, Totem and others; Bred to Select Sires holstein bulls w/a few Angus; Herd is on semi-annual vacc. program w/Bovi-shield; Cows are exercised in dry periods. Hooves just trimmed in February; Cattle fed TMR. Nutritionist is Evan Snyder w/4-Ward AG; There are no 3 quartered cows; Herd is on standard DHIA program. Life history sheets available ring side; 18 Heifers. Sires include Trooper, Tropic, Dasher and more. (5) due sale time to July, (3) due Aug. to Sept., (3) shortbred, (4) 8 to 10 mo. old, (1) born Sept., (1) Oct., (2) Dec. & (1) born in Jan. Note: Most of these heifers are from the best cows in the herd, and some will sell directly after their dam. Heifers are on vacc. program.; Cattle can be kept a few days to accommodate trucking. Cows sold in heated tent. Call Dave Stoltzfoos @ 717-768-7526 w/any questions. Call Alvin Lapp @ 717-768-4689 to order buy cows.

- 6 HORSES -

Royal: 5 yr. old, 18.2 H sorrel Belgian gelding. Sensible. Works lines either side or jockey; Shana: 9 yr. old, 17.1 H red sorrel Belgian mare. Line horse. Upagainst; Captain: 11 yr. old, 17H Arabian/Belgain gelding. Jockey horse. Been in lines; Randy & Buddy: Pair 15 & 16 yr. old, 17.2/17H blonde Belgian geldings. Aggressive team. Work w/ snap. They'll get it done; Jake: Smooth, 17.3H sorrel Belgian gelding. Line horse. Works all day. Good for beginners.

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POWER UNIT - FARM EQUIPMENT -**

'72 IH 1066 tractor w/turbo, TA, 540/1000 PTO, dual hyd., 3 pt., on rubber tread stl. whls.; 4 wheel powercart w/5.9 Cummins 6 cyl. dsl. w/turbo, Tayloria dual clutch, dual hyd., brakes, auto steer, torsion axles (882 hrs. on rebuilt eng.); Power Unit w/5.9 Cummins 6 cyl. dsl. w/turbo, 170 HP, Rockford PTA 211119 clutch, and direct mount hyd. pump (3700 hrs. since rebuilt); Planting: JD 7000 4Rx30" planterw/row cleaners, dry fert. boxes, foam marker, no-till coulters, R.I.D. depth whls., c.i. closing whls.; Hay Equip.: Vermeer VR1224 wheel rake (hyd. fold - new in 2017 - 1 owner); NH 456 mower w/9' bar & 13HP Honda w/hyd. on BZ eng. mount (used 2 seasons since rebuilt); NH 648 4x5 silage special rmd. baler, auto net wrap, bale slice, monitor, on belting whls; Techno-Bale 900 bale wagon; Dry Hill hyd. rmd. bale hugger (S/L attach); Corn Harvesting: NH 782 harvester w/Horning processor, long

gooseneck, tandem/torsion axle, elec. controls (recent tune-up/field ready); NH 824 2RN head (recent tune-up); 3 forage wagons: IH 110 16', Gehl 640 14', and Grove 16'; NI 325 2RN picker w/326 husking bed, long pto & hyd. swing; (1) Little Giant & (1) other gravity wagon; Summit Hill 3 row flail shredder; Other Equipment: NH 355 grinder mixer w/hyd. & 18" auger; '14 Fisher 200 gal. trailer sprayer w/45' booms, foam marker, rinse tank & 5/2HP Honda; (2) 7' x 16' flat wagons on Farmbilt gear; White Horse hydraulic cart; 6' x 10' hyd. dump trailer w/tandem axles & 24" sides; Dry Hill 8' portable hi-press pump w/hyd. (good cond.); Alum. fill pipe; Speed King 36" elevator w/hyd. motor and hoses; 6" x 30" trans. grain auger

- FEED ROOM - SILAGE - BALEAGE - MISC. ITEMS -

Triolet Solomix 1-1200 stationary mixer w/Digistar scales (new liner March 2023); E. Rissler 693 SS feedcart w/Honda; Rissler 18" wide conveyor (6' poly bottom/19' wooden incline w/hyd. motor - v.g. cond.); Martin 18" wide conveyor (4' poly bottom/9' wooden incline w/hyd. motor). Approx. 175 ton corn silage in 8'x200' bag; 85 bales Alf./grass baleage (48"x54" rmd. bales - inline wrapped); 160 gal. fuel tank; (2) 8" x 38" 8 lug. rubber block stl. whls.; (2) 10" x 25" rubber block stl. whls. (off a Vermeer wrapper); 1 wagon load misc. smalls & leftover dairy supplies

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5 bale rmd. bale wagon w/Georgetown hyd. unit (good cond.); NH 9' mower w/13 HP Honda; Sunset 2 whl. power cart w/4 cyl. Wisconsin, Rockford 540 clutch, dual hyd., airbags & brakes; Dry Hill 8' portable manure pump; 40' elevator w/hyd. motor; NI 323 1 row picker.

Auctioneer Note: If you need top quality milk cows, horses or field ready machinery - join us! Quality throughout. Auction being held due to sellers moving off the farm.

AUCTION INFO: Be on time - not many smalls. We will begin at 9:30 w/a few smalls. Farm Machinery approx. 10:30. Horses approx. 11:30 followed by Mixer & Feed room items. Cows & heifers last approx. 12:00. Auction Co. and sellers are not responsible for accidents. Auction day announcements take precedence over all advertising. Payment terms: cash, approved check or credit card w/ 3% fee. Food Stand. We accept absentee or phone bids. Call Tim before day of sale to place bids.



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Markets

Dewart Auction

February 19, 2024

Alfalfa	120-260
Timothy	110
Grass	75-175
Mixed hay	110-130
Round bales	20-45
Straw	135-155

Livestock Auction

February 20, 2024

Mixed hay	4.00-5.00
Orchard	4.25-5.75
Grass	3.00-6.50
Straw	3.50-4.25

Middleburg Auction

February 20, 2024

Timothy	90-140
Grass	90-175
Alfalfa	125-210
Mixed hay	50-290
Straw	130-180
By the bale	3.75-5.0
Corn Fodder	100

Morrison's Cove Auction

February 19, 2024

Grass	180-240
Mixed hay	120-205
Round bales	100-180
Large bales	225-240
Straw	100

Wolgemuth Auction

February 19, 2024

Alfalfa	52.5-325
Mixed hay	50-410
Timothy	150-410
Grass	160-400
Straw	130-215
Orchard	150-360
Corn fodder	100-110

Dewart Auction

Dewart, Pa. February 19, 2024

Cattle: 148	
Slaughter cattle:	
Steers:	
Choice	170-180
Holstein heifers:	
Select	126-134
Slaughter cows:	
PrmWht 65-75% lean	107-120
Breakers 75-80% lean	101-107.50
Boners 80-85% lean	86-104
Lean 85-90% lean	75-102
Slaughter heifers:	
Select	114-138
Feeder cattle:	
Holstein steers:	
L-3	165
Heifers:	
M/L-1-2	112-170
Bulls:	
M/L-1-2	107-215
Calves: 359	
Feeder calves:	
#1 Hol bulls	460-570
#2 Hol bulls	290-440
#3 Hol bulls	180-275
Utility bulls	10-40
Hol heifers	120-310

Greencastle Livestock

Greencastle, Pa. February 19, 2024

Cattle: 520	
Slaughter cattle:	
Steers:	
HiCho & Prm	185-192
Choice	174-182
Select	155-162
Holstein steers:	
HiCho & Prm	152-159
Choice	147-154
Select	130-136
Heifers:	
HiCho & Prm	182-184
Choice	168-178
Select	155-162
Slaughter cows:	
PrmWht 65-75% lean	107-116
Breakers 75-80% lean	105-108
Boners 80-85% lean	98-108

Lean 85-90% lean 93-94
Slaughter bulls 130-150
Calves: 347
Feeder cattle:

February 19, 2024

Steers:	
M/L-1	230
M/L-2	157.50
Holstein steers:	
L-3	170-185
Heifers:	
M/L-1	180-207.50
M/L-2	120-190
Bulls:	
M/L-1	175-230
M/L-2	165-210
Feeder calves:	
#1 Hol bulls	485-545
#2 Hol bulls	385-515
#3 Hol bulls	170-250
Utility bulls	30-60

Hosking Sales

New Berlin, N.Y. February 19, 2024

Cattle:	
Dairy cows	.95
Bone utility	.90-1.12
Canners & cutters	.85-.95
Easy cows	.70 & down
Steers over 1200 lbs.	1.24
Bulls over 1100 lbs.	1.24-1.28
Feeder:	
Dairy	.88-1.19
Bulls	1.59-1.68
Heifers	1.17-1.39
Bull calves	top 5.55
Heifer calves	top 1.80

Livestock Auction

Hackettstown, N.J. February 20, 2024

Calves	.45-5.50
Cows	.66-1.26
Steers	1.55
Feeder:	
Bulls	1.05-1.55
Heifers	1.10-1.20

Middleburg Auction

Middleburg, Pa. February 20, 2024

Cattle: 342	
Feeder cattle:	
Steers:	
M/L-1	170-265
M/L-2	165-242
Heifers:	
M/L-1	192-280
M/L-2	155-187
Bulls:	
M/L-1	250-280
M/L-2	85-235
Slaughter cattle:	
Steers:	
HiCho & Prm	176-182
Choice	166-175
Select	132-168
Holstein steers:	
HiCho & Prm	152-170
Choice	143-153
Select	138-139
Heifers:	
HiCho & Prm	172-180
Choice	163-176
Select	159
Slaughter cows:	
PrmWht 65-75% lean	104-109
Breakers 75-80% lean	90-104
Boners 80-85% lean	87-109
Lean 85-90% lean	74-108
Bulls:	
2-3	129-146

Morrison's Cove

Martinsburg, Pa. February 19, 2024

Cattle: 87	
Steers:	
Choice	164-174
Good	125-160
Heifers:	
Choice	162-168
Good	120-140

CDE DAIRY MARKETS & MANAGEMENT UPDATE

All prices — FEB. 21, 2024 — except where noted

JAYNE SEBRIGHT
Executive Director, CDE
717.346.0849
jsebright@centerfordairyexcellence.org



U.S. dairy exports lackluster in 2023: Prices on the Global Dairy Trade auction have been trending up since the beginning of the year. The Global Dairy Trade platform is the largest online trading platform for core dairy products and has buyers and sellers in more than 60 countries across the world. Commodities are traded through the GDT platform every first and third Tuesday of the month, and the auction serves as a good indication of where dairy commodities are trading globally.

On the latest Global Dairy Trade auction held earlier this week, the average dairy price index was up 0.5 percent to \$3,664 per metric ton. Butter and skim milk powder prices were both up slightly, increasing 0.1 percent and 1.3 percent respectively. Cheddar cheese prices fell 7.6 percent, while whole milk powder prices were down 1.8 percent. This session marks the sixth session-to-session increase in the GDT Price Index, which has been up each session since the beginning of December. Translating the price per metric ton to price per pound, this week's auction would yield a \$2.96 per pound butter price and a \$1.879 per pound Cheddar cheese price.

Comparable, prices on the CME are slightly under the GDT prices right now. As of February 16th closing, Cheddar cheese traded at \$1.61 per pound on the February contract, while butter was at \$2.73 per pound. With the US dollar being stronger than currencies from other countries right now, it makes our dairy exports less competitive on the world marketplace.

US dairy exports for 2023 were released last week, showing that US exporters shipped just over 5.8 billion pounds of dairy products overseas, down about 7.3 percent from the previous year and the lowest amount since 2020. Part of the reason why exports struggled in 2023 was because of a global recession that is affecting other countries more than it is the US. The other factor contributing to the decrease in export volumes was due to our prices being uncompetitive in the world market.

The total value of dairy exports in 2023 was down 16 percent to \$8.11 billion. Despite the decline from the previous year, the total value of dairy exports shipped in 2023 was the second largest of all time. Only two major product categories — high protein whey and lactose — posted gains from 2023 to 2022.

The top four dairy products exported in 2023, based on total volume, included skim milk and nonfat milk powders (SMP/NFDM), dry whey

products, cheese, and lactose. Of those top dairy exports, only lactose increased in total volume sold, up 5 percent. Whey shipments were down 17 percent, while both SMP/NFDM and cheese shipments were down 3 percent. Butterfat exports were down 55 percent from a year ago, while whole milk powder exports were down 33 percent.

Although cheese exports were down year over year, it was also still the second highest volume the US ever shipped in total cheese exports, down only by 3 percent from 2022. The strong cheese export volumes were driven by a 41 percent increase in shredded cheese sales to meet food service demand in Mexico and China. US exports of shredded cheese into Mexico alone were up 162 percent, while the US sent eight times more shredded cheese to China than it did a year ago. The increase in shredded cheese alone, though, wasn't enough to offset the overall decline in cheese volumes.

China's slow economic growth did have a major impact on how the larger total of US dairy exports fared in 2023. With reduced demand and lower whole milk powder purchases from China, New Zealand shifted its product mix to direct more exports into key US export markets. At the same time, increased milk production in both the European Union and New Zealand put more milk into the marketplace.

There was some momentum for US dairy exports near the end of 2023, with cheese exports up 4 percent and 1 percent in November and December, respectively. Nonfat dry milk and skim milk powder shipments were also up in December, increasing 1 percent and up for the first time since August. Fluid milk cream products were also up in the last four months of the year.

Looking ahead, USDA does expect to see dairy exports increase in 2024, according to the "Dairy: World Markets and Trade" report released in January. The report indicated that cheese exports are expected to increase 8.1 percent to 465,500 metric tons, while milkfat exports are forecasted to rise 12.5 percent to 41,400 metric tons. Skim milk powder is also expected to grow, projected to be up by 3.4 percent in 2024 to a record high of 837,500 metric tons.

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

CME DAILY FUTURES & OPTIONS TRADING — FEB. 21, 2024 AT THE CLOSE

	FEB-24	MAR-24	APR-24	MAY-24	JUN-24	JUL-24	AUG-24	SEP-24	OCT-24	NOV-24	DEC-24	JAN-25	TREND											
*AVG = Average basis for North-East and Mid-East	16.18	16.98	17.20	17.54	18.08	18.40	18.60	18.78	18.71	18.58	18.21	17.94	MIXED											
*MARGIN = Milk Price over Feed Cost per cwt. YELLOW = payment triggered	19.91	20.04	20.24	20.39	20.83	21.02	21.25	21.35	21.47	21.46	20.90	19.47	↑↑											
CLASS III MILK (\$/CWT) OPTIONS — PUTS — Daily Strike Price / Premium	16.25	0.08	17.25	0.42	17.25	0.59	17.50	0.69	18.00	0.78	18.50	0.96	18.75	1.09	19.00	1.21	18.75	1.12	18.75	1.25	18.25	1.22	18.00	1.21
MILK BASIS (\$/CWT) — 2017-22 PA BASIS AND AVG PA/NY/VT/OH — YOUR INDIVIDUAL BASIS WILL VARY (MAILBOX - CLASS 3)	PA	0.62	1.53	2.29	1.82	1.58	0.99	1.03	0.95	0.79	0.60	0.79	1.17											
*AVG	1.67	2.55	2.15	1.66	1.45	1.25	1.31	1.15	0.69	0.74	1.38	0.85												
DMC OFFICIAL GROSS MARGINS per cwt(USDA All-Milk, com, alfalfa & Ill. soybean, feed for ALL CLASSES of dairy cattle on farm) Updated with NEW prem. alfalfa feed cost	DMC OCT-22	NOV-22	DEC-22	JAN-23	FEB-23	MAR-23	APR-23	MAY-23	JUN-23	JUL-23	AUG-23	SEP-23	OCT-23	NOV-23	*DEC-23	TREND								
	10.71	10.89	9.76	7.94	6.19	6.08	5.84	4.83	3.65	3.52	6.46	8.44	9.44	9.58	*8.44	↓↓								

U.S. AVG PREMIUM ALFALFA & ALFALFA/GRASS HAY 20-22% CP - Source: USDA Monthly National Dairy Comprehensive Report

	OCT-22	NOV-22	DEC-22	JAN-23	FEB-23	MAR-23	APR-23	MAY-23	JUN-23	JUL-23	AUG-23	SEP-23	OCT-23	NOV-23	DEC-23	JAN-24
300.10	289.50	296.50	266.60	297.25	277.00	290.00	292.86	244.27	254.92	243.50	238.50	217.82	240.41	231.70	254.85	↑↑

U.S. AVG. BRED COWS & HEIFERS (3rd trimester) per head as reported by USDA Monthly National Dairy Comprehensive Report

	1310	1290	1300	1250	1352	1342	1330	1400	1559	1502	1540	1500	1741	2108	N/A	*1635	↓↓
1701	1526	1531	1436	1487	1493	1544	1469	1792	1615	1634	1643	1830	1988	*N/A	*1792	↓↓	

U.S. AVG. FRESH COWS per head as reported by USDA Monthly National Dairy Comprehensive Report

	1701	1526	1531	1436	1487	1493	1544	1469	1792	1615	1634	1643	1830	1988	*N/A	*1792	↓↓
1701	1526	1531	1436	1487	1493	1544	1469	1792	1615	1634	1643	1830	1988	*N/A	*1792	↓↓	

CORN FUTURES (\$/BU)

	MAR-24	MAY-24	JUL-24	SEP-24	DEC-24	MAR-25	MAY-25	JUL-25	SEP-25	DEC-25	MAR-26	MAY-26	TREND
	4.110	4.242	4.356	4.436	4.572	4.700	4.766	4.802	4.724	4.746	4.842	4.876	↓↓
	4.242	4.372	4.472	4.532	4.642	4.754	4.816	4.850	4.772	4.796	4.890	4.924	

SOYMEAL FUTURES (\$/TON)

	MAR-24	MAY-24	JUL-24	AUG-24	SEP-24	OCT-24	DEC-24	JAN-25	MAR-25	MAY-25	JUL-25	AUG-25	TREND
	342.0	336.7	339.5	340.3	340.3	339.3	341.6	342.5	342.0	342.9	345.4	345.0	↓↓
	343.3	336.5	339.5	340.7	341.1	340.1	342.3	343.1	341.9	342.3	344.6	343.7	

*** = NEW PA MILK MARGIN & IOFC-LATEST PSU VALUES - *NOV. 2023**

	FEED COST (\$/CWT milk)	IOFC (\$/COW @ 75 lbs milk)	PA MILK MARGIN (\$/CWT milk)
*NOV. (estimated)	*7.79↑↑	*11.48↑↑	*17.33↑↑
PREV MO	7.63	11.38	17.10
YR AGO	9.25	13.01	19.95

Covers ONLY lactating feed, based on 75 lb herd avg, Buff., NY soy price

CME DAIRY CASH-SETTLED FUTURES (\$/LB) 02/21/24

	FEB24	MAR24	APR24	MAY24	JUN24	JUL24	AUG24	SPOT CASH TREND
NFDM	1.217	1.206	1.221	1.237	1.255	1.274	1.292	↑↑ 1.1950↑↑
WHEY	0.455	0.490	0.495	0.500	0.503	0.500	0.500	↓↓ 0.5100↓↓
BUTTER	2.735	2.820	2.825	2.840	2.876	2.880	2.915	↑↑ 2.7750↑↑
CHEESE	1.609	1.662	1.685	1.719	1.772	1.804	1.829	↓↓ See Below

CME SPOT CHEESE: BARRELS 1.6075 / 40 LB BLOCKS 1.5150 ↑↑ / NC

*** = NEW ANNOUNCED FEDERAL ORDER PRICES (\$/CWT)**

	CL I ADV	CL II	CL III	CL IV	ALL-MILK-U.S	ALL-MILK-PA
	17.99(FEB)	20.04(JAN)	15.17(JAN)	19.39(JAN)	20.60(DEC)↓	21.80(DEC)↓
	18.48	19.88	16.04	19.23	21.70 4.35F	23.10 4.24F
	20.78	21.61	19.43	20.01	24.70 4.20F	25.50 4.11F

CATTLE - DAIRY PURPOSES(\$/HD) JAN. 10, 2024, New Holland PA Receipts down slightly from a year ago, but over half (58%) were fresh milking cows and springer cows and heifers, 22% bred cows and heifers, 9% open heifers. Prices \$100-200 lower, except bred cows higher.

	COWS: Fresh	Bred	Springing	HEIFERS: Bred	Springing	Beef x	Open:	300-600 lbs	Beef X	600-900 lbs	Beef X	900-1100 lbs	BULLS(800-1300lbs)
	1975	1900	1750 LTD	1700	1800		700	825	N/A	975	1350	1150	
	2075	1600	2125	1650	2100		N/A	975	1350	1150			

PA Auction Markets Feb. 15-20, 2024

||
||
||

Classifieds

"Say you saw it in FARMSHINE"

1 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 dispersals and ag event photography coverage and albums. Based in Lancaster, Pa. A Farmgirl's Dream Photography. 717- 824-1320.

BALING SERVICES - CUSTOM 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 harvesters and corn planters. Also general welding. We

also repair older tractors. Harsue Repair, New Holland, Pa. 717-355-0715.

BOB & MILLIE'S DISCOUNT 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.alphageneticsinc.com

DAIRY PRODUCER - would you like to lower SCC and mastitis rates, provide milking training, breach the language barrier and improve 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. 800-829-7512.

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RELIEF MILKING - farm siting. Tie stall or parlor. Feeding and young stock care. References available. Adrian Horning 717-466-9099. South-Central, Pa.

KANN'S MILKING SERVICE Franklin & Cumberland Co. 30 years experience, references available. Ryan L. Kann, 717-816-1920.

BARN 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 RAISING. Weaned calves to calving. 19 years experience. Modern housing, free stalls, AI 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, dlgrar@aol.com, gardnerheifers.com.

CUSTOM HEIFER RAISING. 300-400 head capacity. AI 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.

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CUSTOM HEIFER RAISING. Good quality forages. Minerals and hay in TMR. Room for 150-200 head. Troy area. 570-220-4542.

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

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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 TRIMMING is looking for clients in Pa., N.Y. and Ohio. Call or text 315-283-2717 for a quote.

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

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

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

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Fraleley's Spring Consignment Auction

At the Fraleley Complex, 1515 Kepner Hill Rd., Muncy, PA

Saturday, March 23, 2024 • 8:00 a.m.

It's Here and It's Time — You Can Sell and You Can Buy!

"The sale they all talk about"

The "LARGEST SALE" of it's kind in the Northeast

Everything for the Outdoors!!



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Muncy, PA 17756
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AY001971

Farm & Construction Equipment
Trucks Trailers, Vehicles
Lawn & Garden Equipment
RTV's, 4 Wheelers Snowmobiles

Cows:		New Holland, Pa. February 19, 2024	
Util/Commercial	86-100	Cattle: 842	
Can/Locut	87 & down	Slaughter cattle:	
Bulls Y/G #1	122-127	Steers:	
Feeder cattle:		HiCho & Prm	190-199
Steers	120-210	Choice	180-194
Bulls	100-195	Heifers:	170-179
Heifers	125-170	Holstein steers:	
Calves: 72		HiCho & Prm	161-162
Standard	10-60	Heifers:	
Hol bulls	200-510	HiCho & Prm	189-196
Hol heifers	40-160	Choice	179-187
		Slaughter cows:	
		Breakers 75-80% lean	

100-113		Wyalusing Livestock	
Boners 80-85% lean	90-106	Wyalusing, Pa. February 19, 2024	
Lean 85-90% lean	70-100	Holstein calves:	
Bulls:		70-89 lbs.	2.00-3.75
1	149-164	90-110 lbs.	2.50-3.50
1-2	120-141	Feeders:	
Calves: 672		200-300 lbs.	.90-2.10
Feeder calves:		301-500 lbs.	1.50-2.10
#1 Hol bulls	430-600	501-700 lbs.	1.30-1.90
#2 Hol bulls	335-720	701-900 lbs.	1.20-2.05
#3 Hol bulls	220-390		
Utility bulls	180-280		
#1 Hol heifers	310-330		
#2 Hol heifers	225-280		
Utility heifers	130-150		

New Holland Auction

164 ACRES PUBLIC REAL ESTATE AUCTION WORKING DAIRY FARM

FRIDAY, MARCH 1, 2024 @ 1:00 PM

LOCATED AT: 479 PALMAN RD., MILLMONT, PA 17845
DIRECTIONS: Off Rt. 45 in Laurelton take 235 South for 1/2 miles to Palman Rd. on left continue to auction on right. Watch for signs.

BEAUTIFUL 164+/- ACRE DAIRY FARM IN UNION COUNTY, PA WITH 2 DWELLINGS - 60 TIE STALL DAIRY BARN 50X200 EQUIPMENT SHED W/SHOP, 2 HEIFER BARN, 1 40X70, ALSO A 40X76 2-STORY BARN W/40X40 ADDITION W/ADDITIONAL DRY COW AND HEIFER PENS 12X80 CONCRETE LIQUID MANURE STORAGE A 5 RUN DOG KENNEL BUILDING

TERMS OF SALE: \$60,000 down payment day of sale, balance due on or before upon settlement of 60 days.
TAX ID: # 005-005214
Property will be sold with a clear & clean title. Property offered with reserve however owners are motivated to sell so don't miss this opportunity!
Free Coffee & Donuts will be served. For additional pictures go to auctionzip.com 35072
Auction held for Gary Hoffmeister



Samuel Stoltzfus AU-005760
Jonas Stoltzfus AA-019399
Mervin Zook AA-19788
814-349-8186
Day of Sale 814-441-7925

Free ice cream

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, FEBRUARY 28TH • 10:30 A.M.

Mature fresh cows milking over 100 lbs. and with low SCC are in demand.

All sizes of quality Holstein heifers both open and bred 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 draft and driving horse sale. Friday, March 1st starting at 12 noon. Day sale only. Drafts sell first followed by driving horses. Catalog closes at 5 p.m. on Thursday, February 29th.

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

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.

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SILO DEMOLITION. 717-786-6063.

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NEED YOUR EQUIPMENT, building or house pressure washed? We have the equipment to do the job. Call us at 717-644-6295.

DAIRY SERVICE TECH - servicing all brands of dairy equipment. South central, Pa. Wes Sollenberger, 814-505-6304.

CUSTOM COMBINING services. Well maintained equipment. Reasonable prices. Call 315-573-6742 for more information.

RESTORING GRANDPA'S old tractor doesn't have to cost an arm and a leg! Full service repairs and restorations. Agriculture and industrial repairs. York Co. 717-368-1354.

FARM MACHINERY REPAIRS, NH small square baler parts, Discbines, Haybines, rakes, feed mixers, discs (new blades), forage harvesters and more. 607-243-5896.

DISCBINE DOCTOR - Repairing all makes. Buying & selling. After market cutter bar, bearings, or NH/JD/ Kuhn and used parts. Call ahead 717-768-7542.

SERVICE DONE ON ALL brands of fence energizers and battery chargers. Call Sensenig's Electronic Repair 717-445-9905 for your repair needs.

3 Dairy Equipment

URBAN MILKSHUTTLE, model 250. Very good condition. Not a pasteurizing

unit. No longer raising calves. \$4500. Attica, N.Y. 585-590-9115. (3/15)

SELLING CONTENTS OF homemade ice cream shop and plant equipment, various cabinets, bulk tanks, vats, etc. Please contact Michele at 570-878-6100. Scott Township, Pa.18447.

WESTFALIA SURGE autotandem milking parlor. 2x4 stalls, bolt down installation, variable speed vacuum pump, plate cooler, metatrons. Everything included, all for \$8000. 570-809-6567. (3/1)

20 DAIRYMASTER pulsators, takeoffs, sensors and complete claws. Will not part out. Willing to meet within reasonable distance. Call 814-329-5176 for information. (4/26)

GLASS TUMBLERS, 10 OZ. single bulge waterers, 6 doz. boxfull, heat treated. 717-445-4463. (2/23)

60 STURDY BUILT STALLS, \$1600; 60 cow comfort cow mattresses, \$500; stainless steel pipeline for 60 cow tie stall barn, \$1500. You remove and haul. Call Jeremy at 717-437-5215. (3/29)

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4 Dairy Cows

CERT. ORGANIC COWS. 570-250-1725. (2/23)

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JUST FRESH, 1ST LACTATION Reg. Holstein cows. Good quality, well grown animals. 3-4 generally available each month. 570-297-5118.

5 Heifers & Calves

2 REG. BROWN SWISS heifers. Sired by Speedy. Dams are EX-90 and VG-87. Due May and June. 570-772-6520. (3/1)

3 BREEDING AGE Holstein heifers. 2 Delta Lambdas, 1 Renegade. All out of Excellent cow families with high milk production. Call for more details. 717-809-3068.

6 Dairy Bulls

A2A2 REG. HOLSTEIN bull. Shottle grandson. Dam 25,000 lbs. with 4.4 fat. 2nd dam 24,500 lbs. with 5.0 fat. Ready for heifers. \$1950. Martin-Dale Holsteins, Lancaster, Pa. 717-445-6548. (2/23)

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7 Semen, Embryos

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9 Equipment & Machinery

NEW HOLLAND 260 rake teeth. 20 new at \$4 each, 25 slightly used for \$2 each or take all for \$120. Lancaster Co., Pa. 610-334-4885. (3/15)

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

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

10 Feeds

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12 Straw & Bedding

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14 Tractors

2009 675C CHALLENGER. 260 HP, CVT trans, 4600 hours. Duals front and back. Rubber 80%. New hydraulic pump. Everything works, field ready. \$100,000. 301-988-1057. (3/15)

15 Vehicles & Trailers

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16 Fencing

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17 Silos

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20 Wanted

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

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

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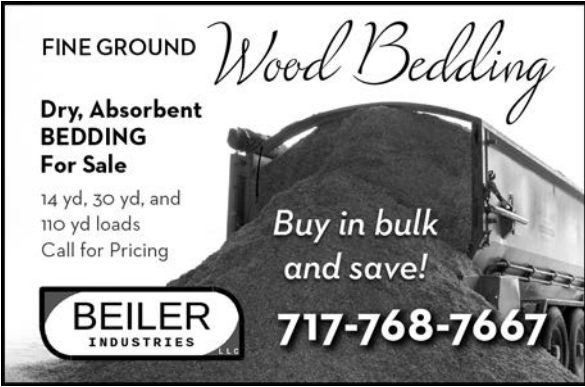
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23 Pets

OUT OF RESPECT FOR animal welfare, "Pets or Dogs Wanted" will not be accepted as classified ads. We will continue to accept household pet "For Sale" ads. Please take care when purchasing, selling or giving away a pet, keeping the animal's well-being in mind.

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25 Miscellaneous

LAND O'LAKES HERD with base. 120 cows with 10,000 lbs. of daily base. Lancaster Co., Pa. 717-989-4896. (2/23)

INTERESTED IN READING? 200 Brown Swiss Bulletin magazines from 1970s to early 2000s. Also, Hoard's Dairyman, Successful Farming and other misc. magazines. Make offer. 717-529-2326, ext. 1.

WESTERN PA GRAZING Conference will be held on 03/14/2024 at the Trinity

Point Church of God in Clarion, Pa. Visit www.westernpagrazing.com. (3/8)

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

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

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OLD AERIAL PHOTOS of your farm or home dating back to 1963. Nathan Lewis 888-402-6901 or vintageaerial.com.

27 Livestock

50 TOP END BLACK ANGUS pregnant beef cows, retiring. Due May/June, closed herd, reputation cattle. 570-504-4443. (2/23)

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

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Marking the 13th Year for this sale! This sale has made many success stories whether it's been in the show ring or just being able to breed from some of the best genetics in North America. And this year has the same opportunity again! We will be selling Holsteins, Jerseys, Guernsey, Brown Swiss, Ayrshires, Milking Shorthorns, Embryos. We have an exciting line up this year with PLENTY of show prospects from heifers to cows! **A few sale highlights:**



Clover-Patch Drone Lexie
Res. Jr. AA & HM AA Summer Yrlg. 1st PA AA & Louisville, 3rd WDE - 2022 Lexie is fresh and looks great. Selling her Spring Yrlg. dtr. X Hurricane. She was 1st Spring Calf PA All-Amer. Show 2023 & nom. AA 2023 being the 4th gen. nom. AA going back to the breed's impact cow EX-93 Tamera Family. Looks incredible and ready for a banner year. Will Rumoviz, N.Y.



Fieldstone Excited Welcome-ET EX-93 8Y
7th Gen. EX - Nom. AA 2015 Selling her gr. dtr. - fall calf x VIP. D: 84% @ 2Y. This exciting heifer is from an already proven show winning family that could be yours! Jamie Crawford & Brian Carscadden, Pa.



Llolyn Jude Griffen-ET Superior 4E-95
5-00 305 27,980 5.2 1456 3.5 978 2X Nom AA '08/'10; Gr' Champ Aged Cow WDE & Res. Supreme champ WDE '07 The show winnings go on! Her gr. dtr. - Potential 6th gen. EX - Sells x Joel just fresh looks exciting - She will show as a Sr. 3 yr. this year and her calf x Victorious sells. D: Budjon-Vail Jade Georgie-ET EX-94. D. Hosking, N.Y.



Minister Gail-ET EX-93 @ 4Y
4th Gen. All-American, All Canadian AA Sr: 3Y 2018; 1st Sr: 3Y WDE 2018 Selling her fall calf x Victorious. Next five dams EX. A great opportunity here that does not come every day from a solid show family back to Llolyn Jude Griffen 4E-95 being the 3rd dam. Four-Hills, Vt.



Pleasant Nook Tequila Daiquiri 2E-96 CAN
3X All Canadian Selling her gr. dtr. X Kid Rock that will show as a Spring Yrlg. this year. Dam GP-83 @ 2Y. J. Allen, VT



Windy Willow Impression Lori J EX-94 @ 5Y
5-07 305 20570 5.2 1067 3.7 761 Nom ABA Jr AA Aged Cow, 1st Aged Cow Western Nat'l 2020 Selling her Summer Yrlg. x Kid Rock with the next seven dams EX! A great opportunity with a big pedigree! Kevetta Farms, N.Y.



Miss Roxys Recovery-Red 2E-92 EEEE
6-02 305 31,730 4.2 1331 3.0 957 Her gr. dtr. x Alph sells. She shows as a Fall Calf; dam: VG-86 @ 3Y, next 9 dams are EX back to 4E-97 Roxy family. One to watch for! Tooty & Stockwell, N.Y.



Pine-Tree 9839 Fraz 7613-ET EX-94 @ 5Y
5-01 365 41229 4.2 1745 3.5 1454 Res. Jr. All-NY Aged cow 2023 2nd Jr. 4th Open NY State Show 2023 2nd Jr NY Spring Jr. Show 2023 HM Sr. Champ. M-E Fall Nat'l Jr. Show '22 Fresh again looks great! Fraz is a full sister to Legacy bull at Select Sires. Selling Fraz's dtr. - Fall Calf x Eye Candy she is 2535 GTPI 2.46 Type 2.17 UDC, A2A2. M. Ziemba, N.Y.



Woodmansees Ljet Pewter-ET 2E-93 @ 6Y
3rd dam of BH x Unstopabull from 6 EX dams back to 3X nom. AA El Dor Saber Pansy 3E-95. Hobby-Acres Everyone always has great luck with his cattle. Watch for more bred heifers by Crush dam VG-86. Next 8 dams EX to EX-96 Lulu fam. *A heifer x Select, dam VG, next 4 dams EX back to Chief Adeen. *2 more - one Crush one Red Eye back to the Roxys.



Hazels Gldwn Hatty-ET 4E-96 9Y EEEEE
Elite Performer: '19 NE Fall Nat'l Gr' Champ 1st 150k lb. NE Fall Nat'l '17 & '19 Selling two gr' dtrs just fresh both pot. 5th gen. EX one x Summerfest dam 2E-94 w/5-10 305 25,540 4.4 1117 3.1 798. The other x Fitters Choice, dam EX-90. Woodmansee sends group w/ packed pedigrees that will impress. *Fresh R&W x Warrior, dam Meadow Manor Def Adeline-Red 2E-94 w/6-00 365 34,980 4.0 1404 3.0 1065 back to Chief Adeen family. *Fresh Select, dam VG-87, next 8 dams EX back to D-R-A August fam. *Fresh Crush, 2D: EX-90 going back to Miss Magic Flair EX-95. And a few bred heifers due shortly after the sale.



Champlin Arlig Burdette Dina EX-92 @ 5Y
5-09 365 27,780 3.9 1072 3.1 871 Selling her 3 EXCEPTIONAL Dec. calves, 2 x Kingsire, 1 x Reagan. 2D: GP84, 3D: Brown-Brook Romeo Demi 3E-92. C. Hinz



OCD Atwood Salsa Dancer-ET 2E-95 @ 8Y
6-03 365 42,320 3.6 1525 3.2 1374 Selling her fancy spring yrlg x Foot-print ready for the show ring. 2D: Joleanna Dur Splash of Rain EX-91, 3D: White Rain EX-94, 4D: EX-91, 5D: EX-90. Oakfield Corners, N.Y. The rest of their group: Fall calf x Merlin from 6 EX dams. *Summer yrlg. x Crushabull, dam 4E-95 Oakfield Reality Harmony-ET, 2D: VG-87, 3D: Stormi Hazel EX-96! *Spring Yrlg. X Defiant, dam VG-86 @ 2Y, 3D: n/c, next ten dams EX back to Elegance. *R&W Spr. Yrlg. X Analyst, dam VG-88, 2D: Stony-Pillar Sharmaine 2E-94.



Liddleholme Take-Two EX-94 EEEEE
Res. Int. Champ Sr 3Y NY Central show '19 Selling a fresh VG 2nd Calf Hanket, D: EX-90, 3D: Brigeen Maestro Tara 3E-94, next four dams EX back to 3E-94 Tatoo Family. A nice group comes from Liddleholme with exciting pedigrees. Watch for the R&W Spring Yrlg. x IJA Believe. This calf will be ready for the R&W show this year and goes back to 2E-95 Denises Delia family. *A fresh Latente potential 9th gen. EX! *Bred heifer x Warrior, dam Windy-Knoll-View Phirey-Red EX-94, 2D: Windy-Knoll-View Patient EX-91 back to EX-95 Promis family. *Bred heifer x Lambda, D: VG-87, 3D: Parkvue Absolute Rap-Red-ET 2E-94 Res. AA Aged cow.



KHW Regiment Apple-Red-ET 4E-96 @ 13Y
Selling her gr. dtr. - Fall Calf x Diamondback. John King, N.Y.



Clear-Echo Supersire 2830 2E-92 @ 6Y
6-10 3X 365 41,066 3.6 1472 2.8 1160 Her gr. dtr. Winter Calf x Hanans sells from three EX dams back to Denises Delia Family. Matt Peck, N.Y.

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