

# Dairy check-off played huge role via GENYOUth Removing whole milk from schools drove rapid decline in fluid milk sales

#### By SHERRY BUNTING **Special for Farmshine**

EAST EARL, Pa. -- We are halfway through the "Seeds of Doubt" series on the 5 'Cs' confronting the Whole Milk for Healthy Kids Act within the industry. Let's pause this week and review how we got here and why it is so important for farmers and citizens to call, write, or email the two U.S. Senators representing their states to ask them to co-sponsor S. 1957 to get it to the Senate floor for a vote.

Last week, the bipartisan number of Senate co-sponsors grew to 16 representing 12 states. No new co-sponsors were added this week.

Dairy farmers have lost a whole generation of milk drinkers -- now moving toward losing a second generation. The trends and timeline depicted in Fig. 1 demonstrate how the historic decline in fluid milk sales since 1980 became much more rapid and dramatic since 2010.

Even the USDA Economic Research Service (ERS) wrote in a June 2022 edition of Amber Waves that, "U.S. per capita fluid milk consumption has been trending downward for more than 70 years and fell at a faster rate during the 2010s than in each of the previous six decades." This is obvious from the ERS bar graph inset in Fig. 1.

As part of his Jan. 19, 2024 'Friday Report,' Geoffrey Vanden Heuval of the California Milk Producers Council touched on this rapid decline since 2010 as he reported on the recently concluded FMMO milk pricing hearing that week.

Milk Innovation Group (MIG) has several proposals to reduce the Class I base price, including removal of the \$1.60 base differential. MIG called dairy economist Dr. Mark Stephenson as an expert witness, and he suggested higher FMMO regulated minimum prices contribute to declining fluid milk sales.

Stephenson said the FMMO system should err on the side of setting minimum prices too low instead of too high.

Vanden Heuval recapped some of that testimony and pointed out: "There is no reason in the FMMO system for the minimum prices to be set at 'market clearing' levels. The system already has a relief valve, and there is no reason to reduce prices all year around to accommodate the need for prices to be lower

**PERIODICAL • DO NOT DELAY** 



Twelve years of a deceitfully calculated, USDA/DMI-driven, check-off-funded anti-dairy agenda has caused a massive exodus of dairy farmers which in the past five years alone saw 40% of U.S. dairy farmers quit. If cows and heifers could read, what thoughts would go through their minds? Photo by Tammy Krieg

dozens of peer-reviewed academic studies that have all consistently found that changes in fluid milk prices have a limited impact on fluid milk sales."

What has had a profound impact on fluid milk sales? The 2010 removal of whole milk from school meals, day care centers, WIC, SNAP, and other USDA feeding and nutrition

programs -- for children over 2 years of age! "There is no denying that Class I sales are

Heuval. "Ryan Miltner, the attorney for Select Milk Producers, wrote an article for the Dairy Producers of New Mexico newsletter in December, where he showed a graph taken from Dr. Stephenson's testimony earlier in the FMMO hearing that showed the U.S. fluid milk sales from 2001 to 2017 (Fig. 2).

He then quoted from Miltner's article. "I saw this graph (Fig. 2) and another sim-

ilar one that continued past 2017 (Fig. 1) and when the market needs to cleared. There are in a long-term decline," stated Vanden began trying to figure out what happened in

the 2010-2012 period to turn the curve from one with a slight downward slope to one significantly negative. The answer was congressional action to improve the health and diets of children," Miltner observed.

"We know Americans generally eat too much sugar and fat. And so, on one level, reducing the sugar and fat in school lunches (was believed to) help childhood obesity. So, the Healthy Hunger-Free Kids Act of 2010 (HHFKA) eliminated whole and 2% white milk from school lunches and required that flavored milk be fat-free... The failure of consumption to turn upward at any point afterward coincides precisely with the HHFKA," Miltner wrote.

"Let's be honest; whole milk tastes way better than 1%, and nonfat chocolate milk isn't that great, either. Further, kids offered only mediocre milk at lunch are less likely to seek out milk at other opportunities. Your industry has lost an entire K-12 group of milk lovers. Was that the intent of HHFKA? I firmly believe that it was not. School lunches should be well-balanced, include fresh fruit and vegetables, be low in sodium and added sugar, and include appropriate fat levels. Recent dietary research has documented that full-fat dairy does not contribute to obesity and has more comprehensive health benefits," Miltner continued, expressing enthusiasm for progress in the House of Representatives for the Whole Milk for Healthy Kids Act.

'The Act would allow schools to offer whole and 2% white and flavored milk once again. If enacted, this would be an unqualified victory for dairy farmers. It might even help raise fluid milk consumption," Miltner observed.

Vanden Heuval added: "The good news is that the Whole Milk for Healthy Kids Act did pass the House in December by a vote of 330-99 and is now in the Senate awaiting a vote. There are other reasons besides price for why fluid milk sales are down. Reducing producer prices and destroying the FMMO system are not solutions producers should accept.'

Let's review the role of the dairy check-off, partnering with Secretary Tom Vilsack when he was Secretary the first time (2008-16) -- before he became a DMI executive (2016-20) and before he became the current Secretary of Agriculture again (2021-present).

In 2010, Congress passed the HHFKA in which school meals, and all USDA "nutrition" turn to page 3

Alarming dairy decline	Dairy Shrine scholarships 21	Market Moos16
Ayrshire events coming up 14	Data-driven dairy	N.Y. dairy ambassadors 5
Barb Lumley's column	DJMs in Pennsylvania	Obituaries: Beiler, Wenger7
Dairy bowl results in N.Y 10	HAUSA convention info 11	On-farm cow challenge
Dairy re-birth at Ohio State 9	Ice cream trail2	On-farm processing15
Dairy Shrine honorees 12, 13	Letters from readers18	Scotland for a vet degree 20

THE WEEKLY DAIRY FARM FAMILY MAGAZINE

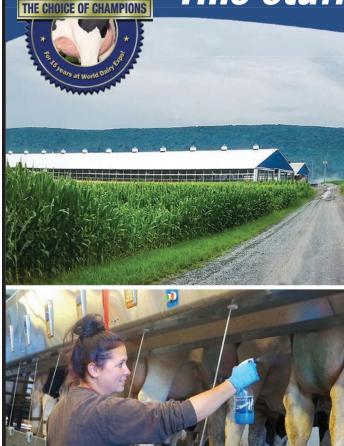
E

W

send requ weel ma

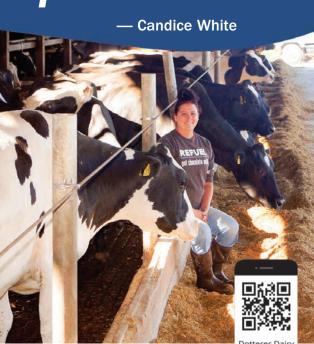
Keep up t	the good <u>mork</u> and good fight." -J.C., Pennsylvania
NOMONIC	Two Years \$38 • One Year \$20
	Name:
e welcome you to	Address:
in your subscription est now. We are THE	Town: State: Zip:
dy dairy farm family	Phone or e-mail: New / Renewal (Circle one)
gazine, since 1979.	Mail with payment to FARMSHINE, 342 E. Main St., Ste. 201, Leola, PA 17540

# 



"This stuff is phenomenal! For years, we tried various lotions, and results were inconsistent. But then we tried Udder Comfort<sup>™</sup> spray 6 years ago. Not only is it easy, we also see good, consistent results. We use it regularly on all fresh animals and on any cow with mastitis," says Candice White, dairy manager and third generation of family in the business at Dotterer's Dairy, Mill Hall, Pa., where 1100 cows average 85 lbs/cow/day with 110,000 SCC.

"When cows freshen, we spray udders after each of their first 8 milkings. We continue using Udder Comfort because we see the milk quality benefits of reduced edema, better milk letdown and the effectiveness of reduced swelling," Candice explains.



DOTTERER'S DAIRY, MILL HALL, PA 3 generations of the Dotterer family, including Candice White, dairy operations manager 1100 cows, 85 lbs/cow/day, SCC 110,000

"It is easy and quick, so our milkers use it. We stick with Udder Comfort because it is the one that works." https://wp.me/pb1wH7-F

# UDDER COMFORT

Quality Udders Make Quality Milk



For external application to the udder only after milking, as an essential component of udder management. Always wash and dry teats thoroughly before milking.



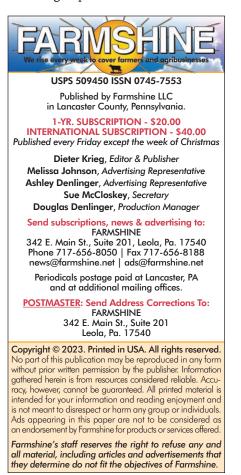
# <u>'Ice Cream Trail'</u> Creameries are invited to join

HARRISBURG, Pa. – The Center for Dairy Excellence, PA Preferred<sup>®</sup>, and the Pennsylvania Tourism Office are once again seeking creameries to participate in the 2024 Pennsylvania "Scooped" Ice Cream Trail program. Pennsylvania dairy farms that have a valueadded ice cream component to their business, and use Pennsylvania milk in their ice cream mix, are encouraged to join the program.

The Pennsylvania Ice Cream Trail was designed to increase consumer awareness of locally produced dairy products and drive state-wide traffic to PA Preferred<sup>®</sup> dairies and creameries.

The 2024 program is scheduled to kick off in June and will conclude in September. The program includes a digital passport featuring creameries across the state and incentives that are ideal for consumers of all ages.

Participating creameries are required to have a connection to Pennsylvania dairy and must be a current PA Preferred<sup>®</sup> member/licensee. The ice cream must be produced on site, using milk and/or ice cream mix made from milk produced in Pennsylvania. If selected for the 2024 program, creameries will receive a toolkit with resources to help with promoting the initiative at their storefront and on digital platforms.



# Removing\_\_\_\_\_\_from page 1

programs, were tied directly to the Dietary Guidelines for Americans (DGA), stipulating that 9% or less of calories could come from saturated fat. This legislation added milk to the total meal calculation for percentage of calories from fat, so schools began reducing milkfat because of its impact on the meal.

Then, in 2012, the Vilsack USDA promulgated new "Smart Snacks" rules that applied the fat restrictions to all "competing" foods and beverages available to children and teens on school grounds, "a la carte." This meant that whole and 2% white and flavored milk were outright prohibited on school grounds even as a paid-for, non-USDA-reimbursed, or donated item.

In 2017, Vilsack was awarded the DMI / GENY-OUth Vanguard award at the 2017 GENYOUth Gala for his "tireless efforts" in gaining passage of HHFKA in 2010 and the steps he took to "improve youth wellness" by bringing school beverages into compliance with the lowfat Dietary Guidelines in 2012.

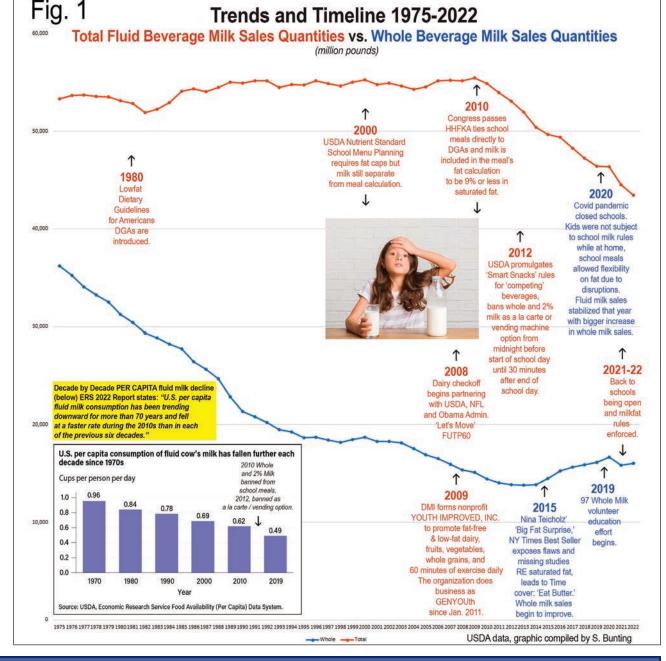
Since 2012, we have seen a proliferation of PepsiCo products, formulated with high fructose corn syrup and artificial sweeteners, offered as a la carte beverages students can buy, even drinks like Mountain Dew Kickstart at the middle and high school levels.

#### PepsiCo has an entire website devoted to meal kits, snacks, and beverages with the stamp of "guaranteed USDA-compliant."

Some schools had vending machines stocked by FFA Chapters with whole flavored and unflavored milk. They were removed or had to be locked during the hours of prohibition. (We've heard stories from a few small schools in rural areas that did not remove these machines. They simply lock them away in a shop room, like it's major contraband, when their schools are audited for USDA Smart Snacks compliance.)

Now, let's look at what led up to the 2010 HHFKA and 2012 Smart Snacks rules.

From 1996 to 2010, the USDA Nutrient Standard turn to page 5





"The Nation's Industry Leader in Ag Curtains"

# Alarming farm losses beg signatures to boost milk prices

GREEN BAY, Wis. — Dairy farm numbers dropped a staggering 40% in five years, according to the 2022 Ag Census. Over the past nearly five years, farmers have contended with the unintended negative consequences of the Class I formula change that was put in the 2018 Farm Bill and implemented May 2019

During the recent Federal Milk Marketing Order national hearing, the American Farm Bureau entered into the record a request for an emergency decision to return the Class I mover pricing to the 'higher of' method as soon as possible.

American Dairy Coalition (ADC) strongly



supports this request and is sending a letter to USDA Secretary Tom Vilsack and AMS Dairy Programs Administrator Dana Coale highlighting the emergency situation. ADC is asking state and national dairy organizations and individual dairy farmers to join them by signing their letter supporting the AFBF request. You can sign the letter via this link:

americandairycoalition.wufoo.com Or e-mail:

Laurie.Fischer@americandairycoalitioninc.com

As a grassroots, producer-led organization, ADC has been involved in consensus-building on Federal Milk Marketing Order pricing over



# Laurie Fischer

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

Launched in 2023, the scholarship supports a student who serves as a leader within the dairy industry and their communities. Qualifying college students are invited to apply for the \$1000 award.

The scholarship fund is hosted by the Holstein Foundation, awarded by Holstein Association USA, and supported by Select Sires, who have been allocating funds for this schol-

arship from semen sales of 7HO15807 George Miller, a previous NxGEN® sire.

"We're thrilled to be offering this scholarship for the sec-



George Miller

#### George Miller Scholarship apps due by April 1 ond year in a row," says Diedra Harkenrider, director of development for the Holstein Foundation. "Along with preserving George Miller's legacy, the \$1000 scholarship supports a deserving student we expect to go on and make a difference within the dairy community."

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

Applicants must be a junior or adult member of Holstein Association USA and currently enrolled in an associate's or bachelor's degree

program. They must also be a U.S. citizen attending college full-time in the U.S. and pursuing an agricultural degree with dairy-related experiences and career interests.

the past four years, beginning with open conference calls for dairy farmers and state and national organizations in 2021, webinars, surveys, and other communications. "We have seen the impact first-hand and ask others to join us in this letter to the Secretary," concluded Laurie Fischer.

## **97 MILK** meeting targets central Pennsylvania on Tues., March 12, 9:30 a.m.

EPHRATA, Pa. -- The 97 MILK board of directors will host its next public meeting on Tuesday, March 12 near Carlisle, Pennsylvania, starting 9:30 a.m. The 2-hour long meeting will take place at the West Pennsboro Fire Company, 20 Park Road, Plainfield, Pa. 17018.

"Dairy farmers and industry representatives are invited to come and hear what 97 MILK has been doing," says volunteer marketing manager Jackie Behr. "We are looking for suggestions on how to grow 97 MILK in the Carlisle area through upcoming events and other means.

Past meetings since the organization was formed in February 2019 have been held in Lancaster, Lebanon and Berks counties. This new meeting location for March 12 gives dairy farmers in Cumberland, Franklin and surrounding counties an opportunity to attend as the organization wants to reach more farmers in central Pennsylvania.

The 97 MILK public meetings are held several times a year so farmers can not only hear about what's happening, but also bring suggestions and ideas. 97 MILK continues to reach consumers with the good news about whole milk and dairy through some event participation at local levels and, nationwide, even worldwide, through social media and internet.

97 MILK is a 501(c)3 non-profit organization that is operated by volunteers, is funded by donations, and is making a difference! To learn more, please visit www.97milk.com

## Subscriptions and renewals appreciated

#### Dear Reader:

Compared to just three years ago (2021), postage for periodicals such as Farmshine has now increased by over 30 percent. Frankly, this is an increase that threatens our survival. Once again — as we did last year at this time — we need to remind readers to renew their subscriptions.

And, of course, new subscribers are always welcome. As thousands of readers have discovered for themselves, Farmshine is a source of information that you will not see in other newspapers or magazines. We tell it like it is!

A recent note from J.M. Weaver of Ohio is typical: "The only true, grassroots, common sense information available nowadays.

Farmshine's current subscription rate is \$20 for one year, which comes to only 39 cents per week. A slightly better deal is offered if you subscribe for two years at a time: \$38.

Whether you'd like to be a new subscriber or are up for renewal, please use the handy order form at the top of page 2

to keep Farmshine coming to your mailbox. We thank you for your consideration and support.

### "An investment in knowledge pays the best interest."

--Benjamin Franklin



www.NelsonandSonsConcreteGrooving.com

# MAKE ANY **RATION BETTER**

Thank you for reading FARMSHINE

How? By feeding herd health enhancing IMMU-PRO & STAND STRONG daily.

Get increased milk production, health & feed utilization. To find out more call 920-650-1631.

🖌 Start today - 920.650.1631 www.alphageneticsinc.com

CALL 202-224-3121 and tell your Senators to co-sponsor and vote YES to S1957 *"WHOLE MILK FOR* HEALTHY KIDS ACT"

SUPPORT 97milk.com.



They support you!

HAVE YOU CALLED YOUR TWO SENATORS YET? GOOD NEWS 24-7-365. 1-605-477-2279



# **Removing whole milk**

School Menu Planning restricted saturated fat, but milk was still separate from meal calculation. This meant schools still had some flexibility before 2010.

Then, in 2008, DMI hatched a plan to partner with USDA, the Obama Administration, and the NFL to further Michelle Obama's 'Let's Move' campaign. Fuel Up to Play 60 was born.

from page 3

In March of 2009, DMI formed a nonprofit under the name Youth Improved,

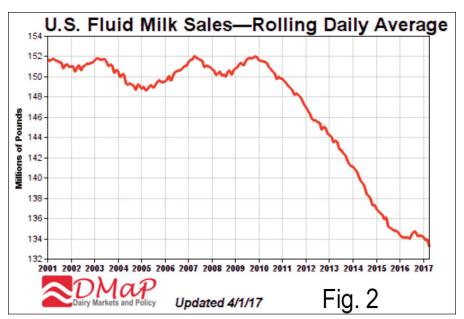


Left to right: Olivia Maslyn from Ontario County, Evelyn Kersmanc from Otsego County and Justin Mesch from Erie County.

# N.Y. dairy ambassadors named

SYRACUSE, N.Y. – Evelyn Kersmanc from Otsego County was named New York State Dairy Ambassador during a ceremony on February 24 at the Embassy Suites in Syracuse. She formerly served as the Otsego County Dairy Ambassador and received a \$2000 scholarship and an internship opportunity with American Dairy Association North East (ADANE).

Olivia Maslyn from Ontario County was named first Associate Ambassador and Justin Mesch from Erie County was selected as second Associate Ambassador. They will receive a \$1500 scholarship and \$1000 scholarship, respectively. Both individuals will assist the Evelyn with training, appearances, and other duties.



Inc. with the specific mission to "promote fat-free and low-fat dairy, fruits, vegetables, whole grains, and 60 minutes of daily exercise to children in schools." Youth Improved, Inc. has done business as GENYOUth since Jan. 2011.

This means that one year prior to Congress passing HHFKA and three years prior to the 2012 USDA promulgation of the Smart Snacks rules, the national dairy check-off, which farmers must pay into, was working with Sec. Vilsack on a memorandum of understanding to be "in the schools advancing the Dietary Guidelines" through DMI's nonprofit GENYOUth.

A May 2021 DMI press conference confirmed this timeline as staff stated: "DMI has been focusing on the youth audience ever since making its commitment to USDA on school nutrition in 2008." They

explained that Gen Z is the generation they have been working on since the launch of FUTP60 in 2008, the formation of GENY-OUth (Youth Improved, Inc.) in 2009, and the signing of the MOU with USDA Secretary Tom Vilsack in 2010.

By 2011, GENYOUth was providing USDA with the data they had collected showing those schools that voluntarily gave up whole milk were meeting the low-fat Dietary Guidelines more consistently across the 'served' meals and 'a la carte' offerings, combined.

With this data, USDA in 2012 targeted whole milk, specifically, for mandatory removal from school grounds in the Smart Snacks regulations.

In Part IV, we will dig into the fourth C: Commitments.' Will the choice of whole milk in schools interfere with checkofffunded commitments to develop NEW beverages as part of the DMI fluid milk innovation strategy?







FISHER

f /fisherthompsoninc

www.FisherThompson.com

CORPORATED

Keep your cows safe during the harsh winter months with ARTEC<sup>™</sup> Ultra Conditioning Teat Dip - a patented, innovative, fatty acid-based teat dip that provides protection against mastitis-causing pathogens.

- Protects against harmful bacteria & harsh elements
- Reduces risk of mastitis
- Superior conditioning, enhanced moisturizing
- Promotes productivity & comfort



Auburn, NY. Batavia, NY ..... Clymer, NY .... Mechanicville, NY ..... Harrisonburg, VA ....

.315-252-9270 716-450-9967

.315-252-9270 Rocky Mount, VA..... Belleville, PA.. Conewango Valley, NY.......716-358-9152 Roaring Spring, PA ...... 518-652-2383 Somerset, PA ..... .....540-867-3251 Troy, PA....

540-489-5800 717-935-7422 .814-224-0070 814-444-8502 . 570-297-2012

MAIN OFFICE LEOLA, PA 717-656-3307

## Auction Guide

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

MARCH 11, 1 p.m. Special Dairy Sale Including Carnright Herd Dispersal, Dewart Livestock Market, Watsontown, Pa. Sale man-aged by Dewart Livestock Market.

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

MARCH 13, 10:30 a.m. Dairy Cow & Heifer Sale, New Holland Sales Stables, New Holland, Pa. Sale managed by New Holland Sales Stables.

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

MARCH 15, 12 p.m. & 4 p.m. Special Driving & Draft Horse Sale, Hew Holland Sales Stables, New Holland, Pa. Sale managed by New Holland Sales Stables.

MARCH 15, 1 p.m. Monthly Con-signment Dairy Sale, Kish Valley Dairy Sales, Belleville, Pa. Managed by Kish Valley Dairy Sales.

MARCH 15, 6 p.m. March Madness Virtual Sale, Wyndham Get-tysburg, Gettysburg, Pa. Sale managed by MD Hillbrook.

MARCH 16, 10 a.m. Hastings Dairy & Creamery Dispersal, Bur-Ohio. Sale managed by KIKO Auctioneers.

MARCH 16, 11 a.m. Ashelman Farm Machinery Dispersal, Orangeville, Pa. Sale managed by Fraley Auction Company.

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

MARCH 19, 9 a.m. Stoltzfus Farm Auction, Millville, Pa. Managed by Tim Weaver Auction Service.

MARCH 21, 10 a.m. Special Dairy Cow & Heifer Sale,

(JBS)

Souderton, PA

**SELL YOUR CATTLE!** 

PURCHASING

**CULL COWS** 

Same-Day Payment

NO Fees 

NO Commission

Brubacker's Quality Dairy Sales, Shippensburg, Pa. Sale managed by Brubacker's Quality Dairy Sales.

MARCH 22, 7:30 a.m. Horse Con-

signment Sale and Special Work Horse Sale, Penns Valley Live-stock, Centre Hall, Pa. Sale managed by Penns Valley Livestock. MARCH 22, 11 a.m. Special Dairy Sale, Fisher's Quality Dairy Sales, Ronks, Pa. Sale managed by Fisher's Quality Dairy Sales.

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 man-aged by Fraley Auction Company.

MARCH 28, 10:30 a.m. ND-Druvale Red & White or RC Reduction Sale, Brubacker's Quality Dairy Sales, Shippens-burg, Pa. Sale managed by Brubacker's Quality Dairy Sales.

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.

APRIL 13, 9 a.m. Spring Machin-ery Sale, Penns Valley Livestock, Centre Hall, Pa. Sale managed by Penns Valley Livestock.

APRIL 18, Annual Heifer Turn Out Sale, Brubacker's Quality Dairy Sales, Shippensburg, Pa. Sale managed by Brubacker's Quality Dairy Sales.

APRIL 19, 10 a.m. Best Of Luck-E, Hampshire, IL. Sale co-man-aged by Luck-E Holsteins and Fraley Auction Company.

APRIL 20, 10:30 a.m. Bradford County Calf & Heifer Sale, Troy Fairgrounds, Troy, Pa. Sale man-aged by Bradford County Holstein Association.

# Advertiser's Index

Agri-King32	LB Manufacturing21
Agri-Trac11	Leaverton, Kevin28
Alpha Genetics (Immu-Pro)4	Martin's Roofing19
AMS Galaxy USA7	Morrissey Insurance8
Beiler Industries28	Nelson & Sons Concrete Gr4
Beitzel Spraying6	New Holland Sales Stables27
Bradford County Calf Sale24	Nicholas Meat23
Brandt, Daniel25	Pa. Holstein Association17
Brubacker's Dairy Sales27	Patz22
Brubaker, Rufus Refrigeration .6	Penns Valley Livestock29
Building Directory16	Power Systems Electric8
Coburn Company23	Precast Systems28
Esch Hay Equipment24	Premier Select Sires29
Farm Credit East12	Progressive Dairy Systems 22
Fisher & Thompson5,9,13	Recal Microbials31
Fisher's Quality Dairy Sales .27	Rissler Conveyors28
Fraley Auction Company25	Shady Lane Curtains3
Fulton Bank11	Sollenberger Silos28
Gehm, L.R23	Stearns Bank10
Horst Grain Roasting28	Sturdy Built Manufacturing7
I&J Manufacturing10	Triple M Farms28
JBS6	Udder Comfort2
Keystone Concrete Products.15	Weaver's Toasted Grains19
KIKO Auctioneers24	Weaver, Tim Auctioneer29,30
King's AgriSeeds19	We Cover Structures14
Kish Valley Dairy Sales28	Willow Road Silo Doors28
Lancaster DHIA19	Zimmermans Glass Storage .28

## Dairyman's Datebook

WHITE WASHING with

ADVANTAGE FARM WHITE

Dries White 
 No Wet Floor

Is Compatible With Disinfectant And Fly Sprays

Does Not Rub Off Easily

Washes Off Windows And Pipelines Easily

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

MARCH 12, 9:30 a.m. Public meeting of '97 Milk' at the West Pennsboro Fire Company, 20 Park Rd., Plainfield (near Carlisle), Pa. MARCH 13-14, 8:30 a.m. Tour

facilities in Eastern New York, leaving from Batavia. Call 716-640-0522 or email maq27@cornell.edu for details. MARCH 14, Chester County Hol-

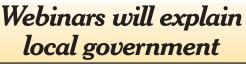
stein Association tour to Lancaster County. RSVP by March 9 to 717-672-1839

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

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

APRIL 13, 9:30 a.m. Maryland Holstein Spring Show, Howard County Fairgrounds, off of I-70, 2210 Fairgrounds Road, West **Friendship** 

APRIL 26-27, Pennsylvania Ayrshire Convention, Shippensburg.



UNIVERSITY PARK, Pa. - Local governments impact their communities in many ways, such as through zoning laws, building regulations, water and sewer systems, transportation, human services, public health and safety, and education.

To provide residents with a better understanding of local government in Pennsylvania, Penn State Extension will offer a free webinar, "What is Pennsylvania Local Government?" from 2 p.m. to 3:15 p.m. Thursday, March 21, and from 6 p.m. to 7:15 p.m. Monday, March 25.

The program is designed for interested members of the public, landowners and business owners.

Pennsylvania contains nearly 2600 units of local government, including counties, cities, boroughs, townships and towns. This can be confusing to longtime residents of Pennsylvania as well as new or potential future residents, organizers noted.

Each local government unit is separate and operates independently. The state created all Pennsylvania local governments and therefore grants these entities their authority, including their basic rights and responsibilities.

This webinar is free, but pre-registration is required. Those who register also will receive a link to watch the recording of the program.

For more details and to sign up, visit the Penn State Extension website at https://extension.psu.edu/what-is-pennsylvania-local-government. For more information, contact Peter Wulfhorst at 570-832-2803 or by email at ptw3@psu.edu

## Ohio Farm Bureau held Ag Day at the Capital

COLUMBUS, Ohio - Hundreds of Ohio Farm Bureau members gathered in downtown Columbus on February 21 to meet one-on-one with their state senators and representatives during Ohio Farm Bureau's annual Ag Day at the Capital.

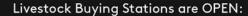
Ohio Farm Bureau priority issues such as eminent domain reform and additional landowner protections, water quality, a more resilient food system and the expansion of affordable high-speed broadband access were introduced, along with a host of other community issues.

Attendees also took part in a Leadership Panel with members of the 135th General Assembly discussing the future of important agriculture policies currently being considered in Columbus, including property taxes, environmental stewardship, education and workforce development and rural health care, among other topics.

The annual Ag Day at the Capital event embodies the grassroots efforts of Ohio Farm Bureau member volunteers.

Stan Smith, Kevin Ungerer, Olivia Lang, Lisa Mangun, Andrea Esselburn and Matt Vodraska were there on behalf of Wayne County Farm Bureau. In addition to lawmakers, they also heard from Ohio Farm Bureau President Bill Patterson and the organization's executive vice president Adam Sharp between meetings with legislators.





195 Molly Pitcher Hwy Greencastle, PA 17225 Monday & Wednesday 9 a.m. - 2:30 p.m.

For more information:

Direct: (970) 506-8215

Duff George: (717) 594-8630

Denver, PA 17517 Tuesday & Thursday 9 a.m. - 2:30 p.m.

503 School Rd

Contact Doug Musser: (267) 371-9824



ET.LE E.E. B. FP) R BARN CLEANING SERVICE AVAILABLE WITH COMPRESSED AIR To have your barn cleaned with air it will clean off dust, cobwebs and lots of the old lime. This will keep your barn looking cleaner and

whiter longer. CALL US ABOUT

ON THE FARM FLY CONTROL Serving Southeastern Pa. And More

# **Beitzel Spraying**

Witmer, PA 17585 · 7:00 A.M. to 5:00 P.M. 717-392-7227 or Toll Free 1-800-727-7228 CERTIFIED COMMERCIAL APPLICATORS LICENSED 45 YEARS EXPERIENCE INSURED

Radio Dispatched Trucks Barn Spraying Is Our Business Not A Sideline Spraying Since 1961



**Doors Available.** 

## <u>OBITUARIES</u> Noah Wenger served his community with dedication and dignity

— Farmer, state law-STEVENS. Pa. maker, mentor and friend, Noah W. Wenger, 89, of Stevens, Lancaster County, passed away on February 28th. He was born to the late Elam and Hettie Wenger, on October 20, 1934, in New Holland, Pa. The family moved to a farm near Stevens when Noah was 9 years of age and this same farm became the very home and farm that he shared with his wife of 57 years, Barbara, and raised their three daughters, Nancy, Brenda and Pam. It was his nearly life-long residence.

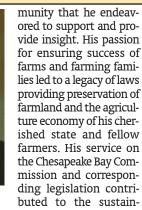
Noah was elected to the Pennsylvania State House of Representatives in 1976, representing the 99th District. After serving three terms in the House of Representatives, he was elected in 1982 to the Pennsylvania State Senate representing

the 36th District, which included parts of Chester and Lancaster counties. He retired from the Pennsylvania State Senate in 2006 and returned to the peacefulness of farm life and the attention of family. His leadership as Sen-

ate Caucus Chairman brought cohesiveness around issues important to his Republican colleagues. He remained ac-

tive in many local organizations during his legislative terms and

served on the Board of Directors of the Ephrata National Bank and Ephrata Community Hospital, institutions in his com-



ability of the Chesapeake Bay.

Noah is survived by his three daughters: Nancy (John) White of Stevens, Brenda (David) Tondi of Sterling, Va. and Pamela (James) Shields of Herndon Va., eight grandchildren and two greatgrandchildren. He was predeceased by his wife, Barbara.

From his girls: "We love you Dad! Give Mom a big hug for us."

A visitation will be held Friday March 8, from 6 p.m. to 8 p.m. at Reamstown Church of God, 400 Pfautz Hill Road, Stevens

An additional visitation will be held from 10 a.m. to 11 a.m. on Saturday, March 9, followed by the funeral service at 11 a.m,. at the same location. A private interment will follow the funeral service.

In lieu of flowers, donations in Noah's honor may be made to the Stevens Fire Company, 91 Stevens Road, Stevens, PA 17578; stevensfire.org

# Clarence Beiler dairy farmed in Mifflin County for 38 years

Noah Wenger

MIFFLINBURG, Pa. — Clarence W. Beiler, 90, of Mifflinburg entered into rest on Tuesday, January 23, at his residence.

Born on January 19, 1934 in Elverson, Chester County, he was a son of the late Isaac and Fannie (Weaver) Beiler. On November 17, 1956, he married the former Dorothy F. Ruth, who survives, at Line Lexington Mennonite Church.

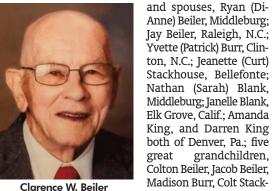
Clarence and his wife moved to Mifflinburg in 1958, dairy farming until 1996. After farming, he drove truck for a number of years. In his retirement he provided transportation for the Old Order Mennonite community.

He was a member of Boyer Mennonite Church, Middleburg, where he served in

various positions in the church. He sang with the Susquehanna Valley Men's Chorus for many years. He also served in the Pennsylvania Holstein Association and DHIA, and many other farm organizations.

Surviving in addition to his wife, Dorothy, are five adult children and spouses. Janet (Sam) Miller, Ephrata; Linda Beiler, West Milton; Marilyn (Brian) King, Denver,

Pa.; Ken (Karen) Beiler, Mifflinburg; JoAnn (Ken) Blank, Middleburg; 8 grandchildren



Madison Burr, Colt Stackhouse, Adley Blank, four sisters and spouses, Martha Deitrich, Bellefonte; Naomi Keiper, Winfield; Verna

grandchildren,

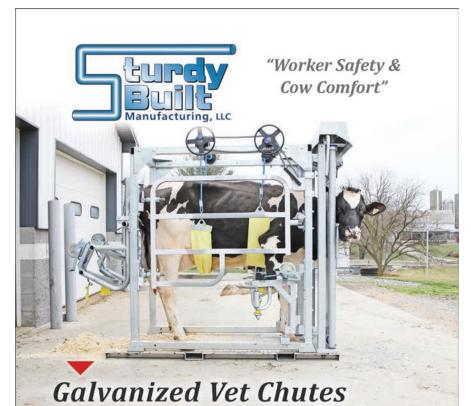
erlin

Mae (Ken) Buckwalter, New Holland; Arlene (Ron) Gipe, Greencastle; one brother and spouse, Elam (Charlotte) Beiler, Middleburg; and one brother-in-law Herbert Hoover of New Carlisle, Ohio.

He was preceded in death by his step mother. Anna (Fisher) Beiler. three sisters. Ada Ginder, Anna Mary Hoover, Irene Beiler, four brothers-in-law, Carl Deitrich, Warren Keiper, Tom Miller, Benjamin Ginder, and a sister-in-law, Nancy Beiler.

In lieu of flowers, memorial contributions in Clarence's memory may be sent to Mennonite Disaster Service, 583 Airport Rd., Lititz, PA 17543.

To share in Clarence's online memorial, please visit www.adamofh.com



Portable and Stationary Units

Reques

a FREE Vet Chutes

Equipment

Guide!

 Manual & Hydraulic Vet Chutes

- Quad Gate Vet Chutes
- Beef Vet Chutes
- Standard 4-Bar Chutes
- Individual Head Gates
- Cattle Sweeps

Call 866-543-5116

sales@sturdybuiltmfg.net 260 S. Muddy Creek Rd. Denver, PA 17517



GALAXY Tuesday, March 26 | 10 AM - 2 PM

234 Gunhart Rd. Mohnton, PA 19540





Showcasing our Merlin<sup>2G</sup> Milking Robots and the new Freestall Barn. Lunch provided by Kauffman's Bar-B-Que

Thank you to our sponsors: Built MUSSER

E & F AG SYSTEMS LLC

ENSENIG'S CAutoVentuc\_



947

### **FEBRUARY 2024**

### Holstein

DAIRY CATTLE RESEARCH	30204	1275
CESSNA BROS. FARM	25980	1039
SAVAGE-LEIGH FARM	24473	1045

Crawford	C	DUI	nty	DH
SAVAGE-LEIGH FARM	24473	1045	759	DAVID E. YODER
CESSNA BROS. FARM	25980	1039	809	TOBIE KINSINGER FM.2

### **JANUARY 2024**

Crawl	ord	County

JEFFREY RANEY	53 HO	28805	1146	933
SHANNON & BRENDA IRWIN	145 HO	27574	1184	923
TODD & ANN KANTZ	39 HO	27833	1106	894
ALRIGHT FARMS	115 HO	27506	1121	879
BRENNER DAIRY	143 HO	25129	1064	813
MARK BRANTNER	86 HO	23984	935	793
LYNNWOOD HEAGY	133 HO	23619	945	788
JACOB J. SCHLABACH	146 HO	24067	996	779
RYND HOME FARMS	162 HO	24232	954	767
JEFF & GAYLE JONES	94 HO	23127	942	759
TODD & ANN KANTZ	80 JE	20076	984	729
CASH MATT HORNE	99 XX	20312	999	726
HART FARM	106 HO	23476	874	712
CUSTEAD-VALLEY FARMS	128 HO	22835	808	687
MATTHEW & DORATHY IRW	51 HO	22241	821	676
SPRUCE ROW FARMS	216 JE	17574	880	668
STEVE MANDL	27 HO	21876	841	652
MATTHEW & DORATHY IRW	56 XX	18360	811	617
RYND HOME FARMS	11 XX	17952	755	611
R DEETER FARM	34 HO	20064	772	598
HERDS WITH A RHA	SCC LESS	THAN 200	,000,	
STEVE MANDL		HO	44	27
TODD & ANN KANTZ		HO	66	39
TODD & ANN KANTZ		JE	71	80
SHANNON & BRENDA IRWIN		HO	76	145
JEFFREY RANEY		HO	91	53
MATTHEW & DORATHY IRWI	N	XX	98	56
JACOB J. SCHLABACH		HO	107	146

MARK BRANTNER	HO	119	86
SPRUCE ROW FARMS	JE	148	216
ALRIGHT FARMS	HO	177	115
MATTHEW & DORATHY IRWIN	HO	180	51
LYNNWOOD HEAGY	HO	196	133

848

906

909

922

854

820

804

726

25532

23410

22888

21585

20750

21064

20230

17500

748

720

730

659

664

663

615

546

### Erie County

MIKE & ANITA HAINES

PAUL & HENRY KINSINGER

VALES - PRIDE HOLSTEIN

**GLEN-TOCTIN FARM** 

THOMAS MULLER JR.

LAVON YODER

WALTER & LISA ROYEK 53 HO 20050 846 666 GREENE SUMMIT FARM 47 HO 15829 575 510

### Lawrence County

CAMPRUN HOLSTEIN	127 HO	23161	945	734	
SNYDER DAIRY FARM	327 HO	21424	850	696	
HERDS WITH A RHA SCC LESS THAN 200,000					
SNYDER DAIRY FARM		HO	193	327	

## Mercer County

KEITH REDDICK	89 HO	24933	1034	853	
WEST BRANCH HOLSTEIN	328 HO	26516	1046	840	
GARY MASE	33 XX	21146	837	670	
EALY'S HIGHLAND FARM	33 GU	17163	829	581	
EALY'S HIGHLAND FARM	11 GU	17257	779	556	
HERDS WITH A RHA SCC LESS THAN 200,000					
GARY MASE		XX	74	33	
KEITH REDDICK		HO	131	89	
EALY'S HIGHLAND FARM		GU	158	11	
WEST BRANCH HOLSTEIN		HO	191	328	
<b>T</b> 7 <b>O</b>	-				

Venango County



# **Congratulates Kurtland Farms**

Named Distinguished Dairy Producer at

2024 Pennsylvania **Dairy Summit!** 





Photo by Sherry Bunting

890 N. Reading Rd. Ephrata, PA 17522 www.insuringyourfuture.com 800-422-8335

Ayrshire				
VALES - PRIDE AYRSHIRE		14399	602	452
ROOM-TO-GROW		1529	54	43
Guernsey				
WALNUT RIDGE GUERNSEY		15414	702	549
Jersey				
MIKE & ANITA HAINES 2		15517	763	586
WALNUT RIDGE JERSEYS		14466	711	559
SPRING VALLEY JERSEYS		12765	665	482
ELI SWARTZENTRUBER		10444	577	410
	100 110	00001	0.67	=00
ROLLING SPRING FARM	123 HO	22931	965	782
MITCHELL DAIRY	160 HO	24668	1053	780
PAT & MIKE CAREY	88 HO	22369	873	728
DAN & IENNY GEER	268 HO	20230	882	657

nonne or rand maan	100 110		500	=		
MITCHELL DAIRY	160 HO	24668	1053	780		
PAT & MIKE CAREY	88 HO	22369	873	728		
DAN & JENNY GEER	268 HO	20230	882	657		
WAYNE DEETER & SONS#	83 HO	18965	737	594		
WAYNE DEETER & SONS#	41 XX	16146	727	563		
HERDS WITH A RHA SCC LESS THAN 200,000						
PAT & MIKE CAREY		HO	118	88		
WAYNE DEETER & SONS#		XX	136	41		
WAYNE DEETER & SONS#		HO	137	83		

## OHIO

Ashtabula C	County	,			
WILSON DAIRY FARM	148 HO	26087	964	786	
SPRINGER DAIRY FARMS	122 HO	24533	956	765	
MILLARD DAIRY LLC. 265 HO		23884	970	758	
HERDS WITH A RHA SCC LESS THAN 200,000					
WILSON DAIRY FARM		HO	89	148	
MILLARD DAIRY LLC.		HO	113	265	
SPRINGER DAIRY FARMS		HO	174	122	
Carroll County					
PAUL FISHER	91 XX	22234	1119	800	

### **Geauga County**

CHARLES SOLTIS	140 HO	27374	1021	882	
HERDS WITH A RHA SCC LESS THAN 200,000					
CHARLES SOLTIS		HO	126	140	

Trumbull Co	ounty				
PHILSON, VANESSA	19 XX	21132	857	683	
GLENN R. BRUGLER	119 HO	17590	772	592	
HERDS WITH A RHA SCC LESS THAN 200,000					
PHILSON, VANESSA		XX	101	19	



### Power Systems Electric Inc.

Emergency Generator Systems & Service 885 South Railroad Street, Myerstown, Pa 17067

> Sales, Service, & Rentals Providing service for most brands

#### Maintenance Programs BLUE ST#R



<u>24 HR</u> EMERGENCY **SERVICE** 



info@psegenerators.com www.psegenerators.com

For all your generator needs call (717)933-5617

In time, the complex will also include a new dairy facility, which will be located adjacent to the MALC, close to where the current dairy facilities are located. It will be outfitted with Lely's technologies.

Photo from Ohio State website



# **Ohio State prepares for state-of-the-art dairy center**

By SUSAN MYKRANTZ Ohio Correspondent

COLUMBUS, Ohio — The shuttle bus rolled down the drive at the Waterman Complex on the western edge of the main campus of Ohio State University, past the barns that had housed the University's dairy herd. It was eerily quiet, almost a ghost town.

The barns, vacant and stripped of gates and other equipment needed to maintain the dairy herd, had a quiet stillness as no cows stood at the feeders and no humans moved from barn to barn doing the daily chores. Instead, a chain-link fence surrounded the buildings, and construction equipment sat ready and waiting for the signal to start the demolition of the barns that had been the destination for university students and school children across the region for just short of a century. The barns at the Waterman Lab range in age between 40 and 95 years; 320 combined years of life and deferred maintenance for the five barns with an average age of 64 years, according to Graham Cochran, Ph.D., professor and assistant dean of operations.

"The main dairy barn was built in 1972 and has major structural issues," said Cochran.

The shuttle continued to the end of the lane to a small parking lot filled with rows of chairs and a box of dirt with a line of shovels. Inside, the small white building was buzzing with excitement as the crowd gathered ready to take part in the groundbreaking ceremony for the new Multispecies Animal Learning Center (MALC) to be constructed at the Waterman Agricultural and Natural Resources Laboratory.

"What a tremendous day to celebrate," said Cathann Kress, vice president for agri-

cultural administration and dean of the College of Food, Agriculture and Environmental Sciences. "This is a significant day in the College, it is a game changer. We appreciate everything that has been done to bring us to this point."

Kress said the new state-of-the-art facility is an integral part of the College's vision for Waterman.

"This will be a world-class facility that brings people and animals together for hands-on learning, engagement, and programming," said Kress "It's going to bring schoolchildren, in grades K through 12, here to learn about career pathways. It's going to engage people from all across our industry. And it's going to be a place where all of us can learn more about the work of the university and our industry."

Kress added that the College is actively raising funds for the new 52-million-dollar fa-

cility through a public/private partnership while they are moving forward with the construction process. The facility is expected to open in the fall 2025. Kress said \$16.4 million has been secured, including a \$10 million investment from Ohio Governor Mike DeWine and the General Assembly allocated in the state budget and a \$4 million commitment from Nationwide Insurance.

Cochran said the proposed MALC complex will include barns for ruminants, horses, poultry, and swine, classroom and lab spaces, an arena to support learning and events, a locker room for students and faculty/staff, and a large teaching/event lawn in front for additional space to hold a variety of programs.

The complex will also include a new dairy facility, which will be located adjacent to the MALC and close to where the current dairy turn to page 15













610-593-5559

WHITE HORSE CONSTRUCTION INC









The beginner division top 10, back, left to right: McKayla Spencer, Miranda Ritter, Jackson Philpott, Colt Conklin, Lucas Paluch. Front, same order: Elizabeth Jones, Stephen Vranich, Abby Mest, Evan Mierzwa, Westyn Bruyer.



The junior division top 10, in back left to right: Blake Hill, Chase Paluch, Paige Loomis, Jordyn Loomis, Titus Skillman. Front, same order: Jolene Mesch, Ashley Niefergold, Ashley Youngers, Tyler Crowell, Esther Heinemang.

# <u>NEW YORK STATE</u> Western District 4-H Dairy Quiz Bowl Contest results posted

YORKSHIRE, N.Y. — The annual New York Western District 4-H Dairy Quiz Bowl Contest was held on Saturday, March 2, at Pioneer Middle School in Cattaraugus County. A total of 65 4-H members represented 20 teams from five counties in this event.

4-H Dairy Quiz Bowl is a jeopardy-like activity organized and held on a local, regional, state, and national level for youths from ages 8 to 19 who have an interest in learning about the dairy industry. Young people have an opportunity to test their knowledge of dairy cattle, dairy products and current issues in the dairy industry. Results were as follows:

- Beginner division
- Individual results:
- 1. Westyn Bruyer, Chautauqua
- 2. Evan Mierzwa, Chautauqua
- 3. Abby Mest, Wyoming
- 4. Stephen Vranich, Wyoming 5. Elizabeth Jones, Chautauqua
- 6. Lucas Paluch, Wyoming
- 7. Colt Conklin, Cattaraugus



The senior division top 10, left to right, starting in back: Ashton Wilcox, Olivia Shawley, Emerick Muck, Peyton Mest, Bella Muck. Front, left to right: Larsen Swan, Leslie Mesch, Emily Jago, Michellynn Schroeder, Hayden Ayers.

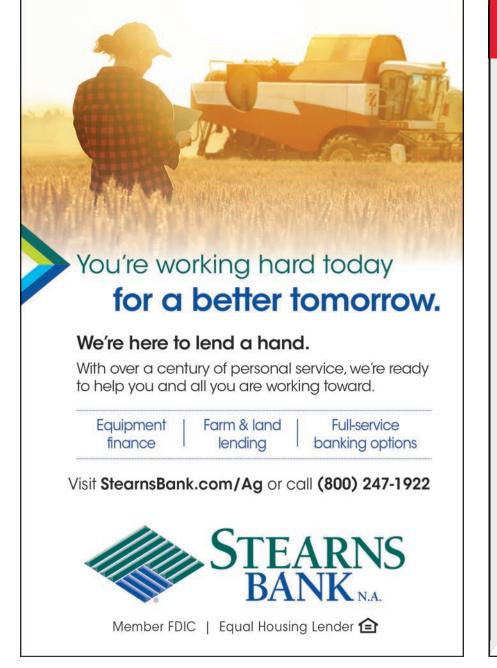
8. Jackson Philpott, Niagara
9. Miranda Ritter, Cattaraugus
10. McKayla Spencer, Wyoming Beginner county team results:
1. Wyoming, 2. Chautauqua, 3. Chautauqua, 4. Cattaraugus, 5. Niagara • Junior division

- Individual results:
- 1. Esther Heineman, Wyoming
- 2. Tyler Crowell, Chautauqua
- 3. Ahley Youngers, Wyoming
- 4. Ashley Niefergold, Erie

### 5. Jolene Mesch, Erie

- 6. Titus Skillman, Wyoming 7. Jordyn Loomis, Erie
- 8. Paige Loomis, Erie
- 9. Chase Paluch, Wyoming
- 10. Blake Hill, Cattaraugus
- Junior team results:
- 1. Wyoming, 2. Wyoming, 3. Erie, 4. Erie, 5. Chautauqua
- Senior division
- Individual results:
- 1. Hayden Ayers, Wyoming 2. Michellynn Schroeder, Niagara
- 3. Emily Jago, Niagara
- 4. Leslie Mesch, Erie
- 5. Larsen Swan, Chautauqua
- 6. Bella Muck, Niagara
- 7. Peyton Mest, Wyoming
- 8. Emerick Muck, Niagara
- 9. Olivia Shawley, Cattaraugus 10. Ashton Wilcox, Wyoming
- Senior team results:
- 1. Wyoming, 2. Niagara, 3. Chautauqua /
- Wyoming, 4. Niagara, 5. Erie

## **3 PT. MOWER WITH ESM SICKLE BAR**









View Our Equipment:

i-jmanufacturing.com

# (717) 442-9451

10 S. New Holland Road, Suite 2 Gordonville, PA 17529 Early bird registration runs through April 15

# **Registration is open for the National Holstein Convention**

BRATTLEBORO, Vt. --- Registration is now open for the National Holstein Convention to be held June 24-27 in Salt Lake City, Utah. All Holstein enthusiasts are invited to attend and take part in the event - Udderly Utah!

Early bird registration is open and will run through April 15. This is attendees' opportunity to secure convention tickets at a discounted price. Tickets will be available to purchase at a standard price from April 16 to June 14. After June 1, late registration will be available until June 15 for additional fees.

"We're looking forward to welcoming the dairy community to Salt Lake City this summer," says Holstein Association USA CEO John Meyer. "We have a number of exciting activities planned for attendees of all ages, including tours, networking events, a National Convention Sale,

and Holstein Horizons, an enriching day filled with featured dairy industry speakers.'

New this year: Three ticket packages will be offered. Package options provide adults and Juniors who plan to attend all or most of National Holstein Convention with a discounted price on tickets. Individual tickets are also available for purchase. Please visit www.holsteinconvention.com/registration to learn more about ticket package options or to register for the convention.

#### Hotel information

Beautiful hotel rooms at the Hyatt Regency Salt Lake City are available to be booked for the convention. Conveniently connected to the Salt Palace Convention Center where activities will take place, the new hotel has spacious guest rooms with floor to ceiling windows in each room. The discounted convention rate can be applied from June 22 until June 29, as room availability lasts. Visit www.holsteinconvention. com/accommodations to book hotel rooms.,

#### **Convention** highlights

The convention will kick off on Monday, June 24 with Host Day Tours. Adults can choose between exploring This is the Place Heritage Park or taking a scenic journey to Utah's Antique & Classic Power Museum. Juniors will hear an inspiring message at Impact Ninja Gym and spend the afternoon at This is the Place Heritage Park. Junior members will end the evening with a workshop before the welcome dinner and dance. Adults can enjoy dinner on their own in bustling downtown Salt Lake City, and then take part in an adult social mixer axe throwing and connecting with friends.

Tuesday, June 25 will showcase a new event - Holstein Hori-

zons. Everyone is invited to attend a free day of enlightening seminars on a variety of topics. Later that afternoon, spend time perusing the trade show aisles and enjoy refreshments at the trade show reception. Juniors will be busy competing in Dairy Jeopardy and speaking contests, before ending the day with a lively round of Ag Olympics. Adults will enjoy reminiscing, testing their knowledge with trivia, and enjoying delicious food during the Mountain View Mingle social that evening.

Holstein Association USA's 138th annual meeting will be called to order on Wednesday, June 26. Esteemed adult award winners, Distinguished Junior Member (DJM) semifinalists and Young Distinguished Junior Member (YDJM) finalists will be recognized during a special awards luncheon. Juniors will compete in Dairy Bowl,



Convention, which will be held June 24-27 at the Salt Palace Convention Center in Salt Lake City, Utah. Dairy enthusiasts from across the country are invited to gather to celebrate their

> attend a workshop, and end the evening with a glow in the dark party featuring games and dancing. After a full Cowboy Buffet, adults will be ready to socialize and bid during the Na-

shared passion for Holstein cattle, forge connections, and exchange knowledge. Nestled within the breathtaking embrace of the towering Wasatch Mountains, Salt Lake City provides a vibrant setting for the Convention. Alamy photo

tional Convention Sale.

line Convention registration website, call Holstein Association USA customer service at 800-952-5200. All dairy enthusiasts are invited to attend this dynamic event. It's sure to be an udderly good time!

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

– Unc Brock, Schaghticoke, NY

"AGRI-TRAC Traction Milling lasts and it won't wear! It works! I believe in it! No more slippery floors! No more grooving every few years! AGRI-TRAC lasts far longer than grooving. No more lame or down cows!" - Jim Akam, Concord Valley Farms, Spartansburg, PA

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

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

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

Derrick Nop, Montgomery, NY

"AGRI-TRAC Traction Milling works 100%! I have grooving and it does not work! AGRI-TRAC milled right over my grooving and fixed it! I will stick to AGRI-TRAC in the future!' Robert Musser, Shippensburg, PA

Our best discounts of the year! Call to find out more: 717-682-8557 or toll free 877-966-3546. Agritraction.com



You can count on your local Relationship Manager to be your advocate — providing local support with local decisions to help you make your business goals happen.

Fulton Bank AGRICULTURAL SERVICES GROUP

1.800.752.9580 fultonbank.com

Fulton Bank, N.A. Member FDIC.

The convention will wrap up on Thursday, June 27. Delegates will vote on board of directors and officer candidates during the annual meeting. Junior Holstein Association members will be honored for their accomplishments and success during the junior awards breakfast.

For the full convention schedule, visit www.holsteinconvention.com/schedule.

For those wanting to extend their trip, Salt Lake City is near countless family friendly activities, outdoor adventures, shopping, and more. The Hyatt Regency is also within walking distance to several dining options and activities. For help planning your trip, visit www.holsteinconvention.com/experiencesalt-lake.

Visit www.holsteinconvention.com for more details convention@holstein or .com with questions. If you need assistance using the on-

# <sup>12</sup>—Farmshine, Friday, March 8, 2024 <u>MARYLAND DAIRY SHRINE HONOREE</u> Billy Heath accepted the recognition with profound humility

WEST FRIENDSHIP, Md. — "Guest of Honor" recognition was bestowed on Billy Heath at the Maryland Dairy Shrine's annual awards banquet, held here on February 24th. He accepted it with his typical modesty, adding solemnly that if he did anything at all to be worthy of recognition, it was through his son, Michael, who tragically passed away on March 23, 2023 from injuries suffered in a fall.

"Billy," as he is known to his countless friends across the continent and beyond, grew up in Baltimore County on a half-acre homestead. He was ambitious, eager to learn and always willing to work. He graduated from Hereford High School where he was on the soccer, basketball, track, and FFA dairy judging teams.

Growing up, he was a member of Baltimore County 4-H and on the county dairy judging team. He made the Maryland state dairy judging team that competed in the national contest where they won and earned a trip to Europe to compete in the international contest, which they also won. His 4-H projects included showing Ayrshires, hogs, and later, Holsteins. He was selected for induction as a Maryland 4-H All-Star.

After graduation, Billy worked at Logwood Farms under Buddy Hill, where he continued his interest in showing and working with dairy cattle.

He married Betty Stiles of Spring Valley Farm and began working as an A.I. technician for Curtiss Breeding Service. He later took a job working at Black & Decker in Hampstead. While working there, he began fitting and showing dairy cattle on the side. He was the first to use spray and blow dryers for toplines. That practice has advanced from cheap hair



Billy Heath humbly accepted his plaque from Maryland Dairy Shrine President David Hill, right.

Maryland Holstein show is on April 13

WEST FRIENDSHIP, Md. — The 53rd annual Maryland State Holstein Show will take place on Saturday, April 13, at the Howard County Fairgrounds, 2210 Fairgrounds Road, West Friendship, starting at 9:30 a.m. Cattle need to be checked-in by 8 a.m. Jamie Black from Brushton, N.Y. will place the classes.

For further information, please contact: Parker Welch, chairman 1288 Masters Drive Arnold, MD 21012 443-480-4059

welchparker03@gmail.com

Please be flexible as the show committee organizes the Maryland Holstein Spring Show. They will try to provide the most accurate, up-to-date information via the email on your entry form; please provide one you check regularly.

### \$500,000 available for farms

TOWSON, Md. — Baltimore County Executive Johnny Olszewski announced the availability of \$500,000 in grant funding for County-based farms impacted by the Covid-19 pandemic.

Application submissions will be accepted from Monday, March 11 through Friday, March 22, at 5 p.m. The application and full information about the grants are available on Baltimore County's ARPA webpage.

spray and over-the-counter hair dryers to the specialized equipment used by fitters today.

Billy later became interested in cattle photography and began working with Jack Remsberg to fine-tune his skills. He and Betty began Heath Photography and took cattle photos all over the Mid-Atlantic region where he developed many new friendships through his love of dairy cattle. Billy was the front man and Betty turned out the finished product.

Billy has been an assistant 4-H club leader for the Silver Run Club and later became one of the Carroll County dairy judging coaches. He has a great reputation for helping and encouraging youth.

Two of Billy's hobbies are coon hunting and gardening. His coon hounds are his pride and joy and vegetables from his garden are well-known in Carroll County.

Another of Billy's duties is calf feeder for the show calves at SV/Spring Vally Jerseys that needed special attention. He owned part of the 1993 National Grand Champion Jersey and owns part of last year's winning fall calf at World Dairy Expo along with Vierra Farms in California.

Billy and Betty are the proud parents of the late Michael Heath and Susie Heath Poole and have two grandsons. They have made his life full along with his faith. Billy has served on the church board, as a Sunday School teacher, and sung in the choir. He belongs to the Maryland Jersey Cattle Club and the Maryland Holstein Association and has been listed in past years on the National Approved Judges list. He has maintained that his biggest contribution to the dairy industry was his son Michael. His faith, family, and friends are his main stay in life.

# 4-H is recruiting

WEST CHESTER, Pa. – The 4-H large animal project year officially kicks off the first week of March in the Chester County 4-H program. The clubs are actively recruiting new and returning members.

For more information about livestock programs, contact Audrey Reith at the Penn State Extension Chester County 4-H Office at Chester Ext@psu.edu or 610-696-3500.



Loans and Leases Tax Services Payroll Services Business Consulting Record-keeping Country Home Loans FarmStart for New Businesses Real Estate and Equipment Appraisals Crop Insurance

Farm Credit East is deeply rooted in our customers' success – and Northeast agriculture. In fact, no one knows ag quite as well as Farm Credit East. So if you're looking for financing or business services for your agricultural operation – of any size or type – look to Farm Credit East. **Our mission is to grow your success.** 



# MARYLAND DAIRY SHRINE HONOREE Farmshine, Friday, March 8, 2024 – 13 Gene Long left a lengthy legacy of generous sharing and caring

WEST FRIENDSHIP, Md. — Eugene "Gene" Long of Thurmont was posthumously named a Guest of Honor at the Maryland Dairy Shrine banquet held at the Carroll County Fairgrounds' dining hall on Saturday, February 24.

Born March 1, 1927 on a dairy farm at the eastern edge of Thurmont, "Gene" passed on peacefully at his home on September 19, 2023 at the age of 96. He was the sixth of 10 children born to the late Franklin and Ruth Troxell Long. He always valued and held his agriculture roots close to his heart as he went forward in his life's journey.

"Gene Long's life of dedication to the dairy industry is exemplified by this quote: 'We make a living by what we get, but we make a life by what we give,'' Cindy Warner fondly and proudly proclaimed in the introduction of her beloved uncle. Also meaningful to him throughout his life was "well done is better than well said," Cindy added.

"These quotes so describe Gene Long's long life," she continued. "He was such a selfless giver of time, energy, talents, love, and more to his family, his country, his community, and the Maryland dairy industry. He was a doer — always on the go!"

- The honoree's advice for life was to:
- 1. Worship your Creator
- 2. Never stop learning
- 3. Enjoy your vocation 5. Be thankful
- 4. Serve your country and community

Gene served his country with honor as a member of the U.S. Army during the end of WW II. He returned home with a deep sense of patriotism and gratitude for the freedoms Americans enjoy!

Graduating from the University of Maryland in 1951, he began a career in agriculture, managing St. Joseph's College Dairy Farm in Emmitsburg (the current site of the National Fire Academy). He attended the Moravian Seminary in Bethlehem, Pa. in the early 1960's but returned to agriculture, re-



#### Eugene "Gene" Long

tiring as general manager of Mid-East DHIA in 1992.

Gene wore many hats, and held positions that proved him to be a leader, with genuine leadership qualities. He started out as a milk tester and continued to build his resume. He served as general manager of Maryland DHIA from 1968 through April 1988. During the 1960's and 1970's he developed and implemented important incentive programs improving many aspects of the DHIA program. During the 1980's, he was instrumental in building the Mid-East Milk Lab in Hagerstown which initiated the recording of control samples on each dairy producer's cow barn sheet to instill confidence in the test results from the new lab.

The 1990's saw Gene as a member of National DHIA Equitable Funding Committee and co-chairman of the 1991 National DHIA convention in Baltimore. In 1992, he was awarded the Martin A. Wilson Memorial Award for his dedication to the improvement of DHIA and for leadership to the advancement of DHIA.

The late Dr. Lee Majeskie was a great friend to Gene as they worked on many DHIA meetings, committees and conventions together to make the best better — the 4-H club motto!

tions together to make the best better — the 4-H club motto! Gene also served many years (1981-2010) as the secretary/treasurer of the Maryland Purebred Dairy Cattle Association (PDCA).

Gene was a force in fairness on all accounts for the good of the whole. He always stood tall for what he believed, even when it was not the popular opinion. His unconditional love, unwavering strength, sense of humor, quick wit, and infectious laugh was an inspiration to all who met him.

In 2009 he was selected as a Wertheimer Fellow for Excellence in Volunteerism – for his selfless contributions of time, energy and talents to the Frederick County Community. He was also very involved in his church and in the Lions Club. Gene shared a profound love to his wife Shirley, with whom he had four children. Then came eight grandchildren, and 12 great-grandchildren.

Not to be overlooked are the honoree's love for his garden, hunting, golf, fishing, playing cards and bowling. He went bowling even at age 96.





LELY CENTER MID-ATLANTIC INVITES DAIRY PRODUCERS TO OUR LIVE WEBINAR:

# Cleaning, Service and Insights – Tips for more efficient dairies MARCH 14, 2024 | 10:00 A.M.

- Discover crucial cleaning pro-tips and keys to maximize your bottom line.
- Operating at *full* potential? Lely North America Milk Quality Specialist Kira Andersen discusses the VaDia diagnostic tool and impact on performance.
- Learn how robotic milking data can lead to improvements, efficiency gains and yield increases.



Seats are limited. Register today! www.lely.com/listenLCMA

- Costly cleaning mistakes impact profitability. Doug Marty, Milk Quality Specialist at Lely North America walks through world-class washups.
- Lely Center Mid-Atlantic Farm Management Support Specialist Kayla Brody presents innovative Lely automated dairy systems.



# Pa. Ayrshire breeders slate meeting and show

CARLISLE, Pa. — The Pennsylvania Ayrshire Breeders Association will hold its annual Spring Convention, including a dinner buffet, at the Shippensburg Fairgrounds on April 26, beginning at 7 p.m. Award presentations and a business meeting will follow. Reservations are required. Please use the form at right to request your tickets.

# **Applications** welcome for \$3000 scholarships

HARRISBURG, Pa. - The annual Student Leader Scholarship program is now open for undergraduate students, including college students and high school seniors, who are pursuing a career in a dairy-related field. Twelve \$3000 scholarships are available through a partnership between the Pennsylvania Dairymen's Association and the Dairy Excellence Foundation for the 2024-25 academic year. The scholarships opened for applications on March 1 and must be submitted online by May 1.

The Student Leader Scholarships are offered annually to provide recognition, encouragement, and financial assistance to outstanding students enrolled in academic programs that support the dairy industry. Undergraduate college students and high school seniors entering college in the fall are eligible for the scholarships. One scholarship is specifically designated for an incoming freshman.

To qualify for the scholarships, students must demonstrate a commitment to working in the dairy industry. Recipients are selected based on academic performance, interest in a dairy-related career, evidence of leadership, character and integrity, and application compliance.

Students can receive the \$3000 scholarship twice during their undergraduate academic career. Students employed by the Center for Dairy Excellence as an intern or in another capacity are not eligible to apply during the period in which they are working for the Center.

Visit www.centerfordairyexcellence.org/ scholarships to submit an online application. Or call Michelle Shearer at 570-768-8316 or email her at mshearer@centerfordairyexcellence.org

	_
Meal Reservation Form	

Farm name:

Names of attendees:

No. of ham and turkey meals @15/adults: .....

No. of ham and turkey meals @12/ children 6-12:

No. of children 5 and under (free) .....

#### Total enclosed. Please make checks payable to:

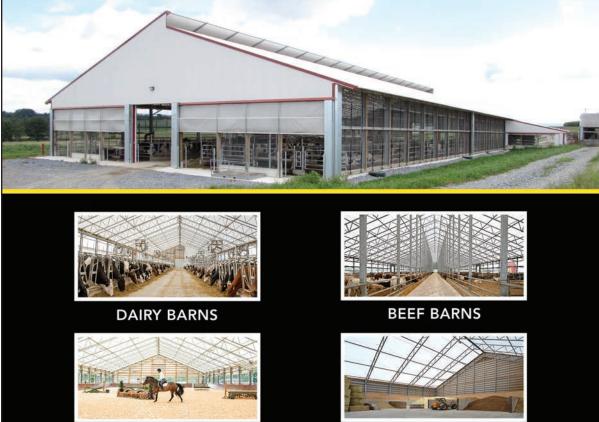
PA Ayrshire Breeders Association and mail form & payment by April 15th to:

Janel Fogelsanger, 115 Shady Road, Newburg, PA 17240

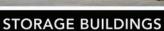
### **CDE** is offering free FARM recordbooks

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

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



**RIDING ARENAS** 



level with a WeCover Structure. Promo airflow and natural light makes a healthier environment for animals, and your building will look great while doing it. Custom built to your needs using long-lasting, durable fabric and a galvanized steel frame - you'll be glad you went for the premium solution. Steel roof options also available.



Exhibitor's name:	
Address:	
Phone:	Email:
Youth members' name	S:
A copy of official anima mitted with the entry i	l's registration form MUST be :
••• Entry #1	i not chiering onnie.
Name	Birth date:
Reg. No	Class No
Dam's registered name	
Sire's registered name _	
Bred by (name):	
••• Entry #2	
Name	Birth date:
Reg. No	Class No
Dam's registered name	
Sire's registered name _	
Bred by (name):	
Entry #3	
Name	Birth date:
Reg. No	Class No
Dam's registered name	
Sire's registered name _	
Bred by (name):	
I attest and affirm that a "w	terinary-client-patient relationship"- as

Pennsylvania Avrshire Breeders' Association

Exhibitor's signature and date:

Stalling requests:

### Things to double-check before mailing your entries:

Fee of \$6.00 per entry MUST accompany this entry form and a copy of each animal's registration paper unless entering online. Entry deadline is April 5, 2024. (All entries and fees postmarked after this date will be returned to exhibitor.) Entry form and fees should be mailed

to: Janel Fogelsanger, 115 Shady Road, Newburg, PA 17240. Check for the total amount of fees should be payable to: Pennsylvania Ayrshire Breeders Association.

- You can email your entry to jmz630@hotmail.com. You will receive an email confirmation after your fee has been received. Dress Code: Pants — show white, appropriate color shirts are allowed.
- No T-shirts. Arrival at fairgrounds: Fri., April 26, from noon until 9 a.m. Sat. morning

Departure: All animals and exhibitors must vacate fairgrounds by 6 p.m. Saturday

- NO Substitutions NO Refunds
- NEW this year, there will be youth 1st and 2nd places (no prize money) and a Youth Junior and Reserve Junior Champion.
  - Class Number/Names
  - 1. Winter calves: born Dec. 1, 2023 Feb. 28, 2024 2. Fall calves: born Sept. 1, 2023 - Nov. 30, 2023
  - 3. Summer yearlings: born June 1, 2023 Aug. 31, 2023
  - 4. Spring yearlings: born March 1, 2023 May 31, 2023
  - 5. Winter yearlings: born December 1, 2022 Feb. 28, 2023
  - 6. Fall yearlings: born Sept. 1, 2022 Nov. 30, 2022
  - Jr. best three females: (ALL must be bred and owned by Exhibitor.)
  - Ribbons and cash premiums awarded to the first 5 places: **1.** \$40 **2.** \$30. **3.** \$20. **4.** \$15. **5.** \$10

Prizes will be awarded to the junior champion and reserve junior champion, youth junior champion, youth reserve junior champion and the best bred & owned female.

# **On-farm processing experiences shared at Summit**

#### By SHERRY BUNTING Special for Farmshine

LANCASTER, Pa. - "It's been a fun ride, but be careful, and never compromise on quality," states Ken Smith of Cool Lawn Farm, Remington, Virginia. They established Moo-Thru Ice Cream in 2010. The handcrafted, slow-churned delight is sold today at six Moo-Thru locations and other shops across northern Virginia.

"Stick to the plan and do things right," said Jason Frye of Pleasant Valley Farm, Latrobe, Pennsylvania, establishing their creamery in 2020 where they make artisan cheeses, including award-winning gouda, and provide co-packing services for other local dairy producers.

"I sold IT equipment for 20 years and never saw a smile. Now I sell cheese and there's always a smile," said Frye.

"Believe you can always be better," observed Joel Reihlman of Venture Farms, Tully, New York. He was pivotal among the 29 dairy producers who established Cayuga Marketing and built the Cayuga Milk Ingredients plant in Auburn that became operational in 2014.

"There are no premiums today (in milk markets). They're gone. So, we set out to create value and premiums, to be relevant for the next generation," said Reihlman.

Quality, quality, and quality was emphasized as job-one in three farm-to-processing journeys described during the "innovating a producer-led marketplace panel" at the 2024 Pennsylvania Dairy Summit in Lancaster Feb. 7-8.

Planning, partnering with an expert, and putting customers first ranked high too.

For Ken Smith, the story from farm to ice cream chain developed initially - more or less - by accident. He grew up in Maryland, right on the Pennsylvania line. His parents moved to Virginia, and Ken didn't think he'd ever be a dairy farmer. He knew the work involved.

"But it gets in your blood," he said. "We started growing, milking 35, then 70 registered Holsteins, and today nearly 1000 cows are milked here, producing 32,977M 1240F 1050P.'

The Smiths had a great deal of genetic success with their herd, putting many cows in the high genetic merit list over the years with bulls in A.I. Smith is quick to credit his family, and his family of longtime Hispanic employees for being a big part of the dairy farm's success.

Moo-Thru began while Smith was sitting in his farm truck in traffic on I-95 on a hot Friday afternoon, thinking he could sure go for a cold dish of ice cream. He saw all of

from page 9

these cars around him leaving the D.C. metro area for the weekend and thought they'd probably like that too. Off to the left was an ugly building, vacant, for sale.

I saw it as a project, an adventure. It was close to the farm, an old antique shop that turned truck stop and hangout. That was the beginning of six months of stress," said Smith.

"You must have the vision to see past what something is to what it can be. We converted it to look like a barn and set it up for all walk-up business, no eat-in. We did all the cleanup and renovations. Our first year in business, we crashed the septic system," he laughed.

Five years later, they added the drive through lane, and the response was amazing. Their ice cream won awards and was noted as the best ice cream in the region by Northern Virginia Magazine.

"Our moo-crew was kids in the community and family. Eventually we had our first franchisee," he reflects as his daughter and her friends took the bull by the horns, noting that the year they put the big fiberglass cow out front, they saw ice cream sales grow 20% - proving that finding a way to connect with consumers gets them in, but making delicious ice cream keeps them coming back and spreading the word.

"It has been unique to see this grow," Smith related they serve 300,000 people per year just at that original location, alone. They started a trailer business to take the ice cream elsewhere, and their first offsite location was Lake Anne, an hour south, then Charlottesville at the old Monticello bottling plant a block from University Hospital. When the D.C. Monday Show chose Moo-Thru as a destination, it drew people from even farther.

Now at six Moo-Thru locations and getting ready to open a 7th, their ice cream is also sold at 12 locations in quarts and pints to the point where they built the ice cream plant on the farm and are not making it in the store anymore.

"We try to add a new store every year. It's been a fun ride," says Smith, praising his daughter who makes all of the ice cream with friends, while he and his son run the farming operation.

The sense of adventure, the support of community, and having a vision for what you're doing are three things Smith says an entrepreneur must have to overcome the stressful times along the way when starting a new venture outside of the farming comfort zone.

For Jason Frye of Pleasant Lane Farm, Latrobe, Pennsylvania, the journey began with turn to page 19

# Ohio State\_\_\_\_\_

facilities are located. Cochran said plans for the dairy facility are scheduled to be approved by Ohio State's Board of Trustee later this month.

Cochran said replacing the dairy facility will modernize the campus dairy farm. "It will support our work for years to come with a modern, small-scale, fully autonomous dairy," she said.

Cochran said the facility will be a 60 milking cow dairy with additional space for dry cows and calves. It will include a robotic milking and feeding system and a manure robot. It will also include shell space for the ability to expand with onfarm milk processing plant. The University will be using Lely technology and partnering with Prengers and WG Dairy Supply, both Ohio dealers on the project.

'This Multispecies Learning Center is going to benefit our students by providing hands-on training that leads to careers in animal agriculture," said Walter "Ted" Carter, Ohio State University president. "It's going to benefit the industry by being a hub for research and workforce development. It's going to benefit our state broadly as agriculture is Ohio's number one industry. This university exists to serve, and this new facility is going to help us better serve the state of Ohio."

Carter, still in his first months as the 17th president of Ohio State, emphasized the critical importance of agriculture not only to states such as Ohio but to the nation and the world.

"Both projects will support teaching in key STEM areas and workforce development in animal agriculture," added Cochran. "Both also tie directly with our vision for Waterman as a hub for leading innovative science and public engagement. We are excited about the opportunities both will provide for students, Extension programs, research, and engaging the broader community to learn about agriculture. Biosecurity will be a central theme across design, operations, and education."

Inside the facility, students will have opportunities to gain hands-on experience with swine, equine, poultry, cattle, sheep, and goats. The public will have a chance to learn about modern livestock production with tours, a viewing area into the animal barns, and interactive, educational displays.

Kress pointed out the MALC is the result of a partnership between the University, the Ohio Farm Bureau Federation and Nationwide Insurance.

"We're just so proud of what's happening right now with this new project," said Devin Fuhrman, Nationwide's chief agriculture and sponsor relations officer. "Nationwide is a company founded by farmers. Being able to invest in the future of agriculture is so important to us. We hope we can provide pathways to create opportunities for students of all ages to find their way to a career in agriculture."

Don Jones, a retired agricultural education instructor who represents Congressional District 95, is a member of the House Agricultural Committee and worked with his fellow legislators to secure funding for the project.

"We have a lot of funding requests," said Jones. "But to me, agriculture is important to the state. This facility will share with students and adults why we do what we do. I am excited to partner with this. We want to put the dollars to

good use." Elizabeth Harsh, executive director of the Ohio Cattlemen's Association and Ohio Beef Council and a member of Ohio State's Board of Trustees told those in attendance that con-

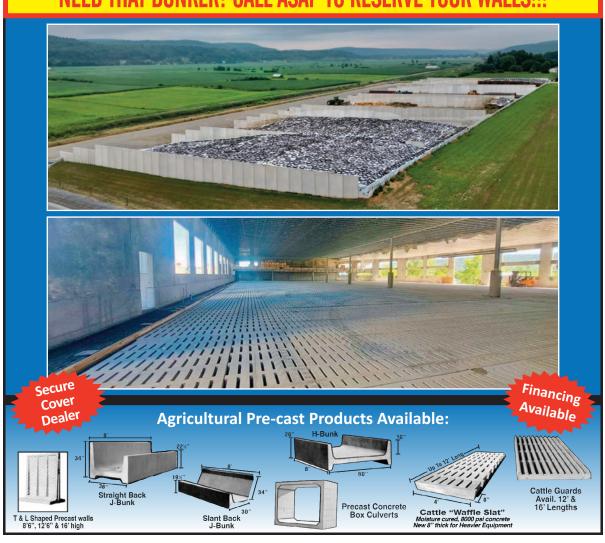
struction of the new facility presents an opportunity for even greater engagement with the broader university, students, faculty, and staff. "It will be an opportunity to showcase all the tremendous

work that takes place here at Waterman and how food reaches from farm to plate and everything that goes into that," Harsh said.

The groundbreaking for the facility is the third project benefiting agriculture in Ohio, according to Sharp. The state broke ground on the new animal diagnostic laboratory at Reynoldsburg last fall, followed by an extensive renovation project in the works for the Ohio Exposition Center. Renovations at the Expo Center will not only enhance the experience for youth across the state but it will enhance it for the general public as well.

With the facility's focus on technology, education, and research. Sharp said it will bring animal agriculture together and to the forefront here in the state and beyond.





#### 16 — Farmshine, Friday, March 8, 2024

#### Dairy processors may have to ante-up their milk payments to get heifers made for growth in the face of sizzling-hot beef market

Dairy farms are seeing big checks right now for cull cows and Holstein bull calves – even bigger checks for 3 to 4 day old beef-ondairy crossbred calves (and dairy replacement heifers if available). USDA's Monthly National Dairy Comprehensive Report for February came out March 6 showing no available pricing for fresh cows, bred cows or bred heifers for the second time in the past three months. There weren't enough animals offered to quote a price average. Weekly and monthly dairy cattle auctions have had no USDA reporting due to insufficient offerings since Jan. 10.

Three to four day old bull calves averaged \$425 per 100 pounds liveweight in February, according to the monthly national report, while heifer calves, 3 to 4 days old averaged \$212. In the first week of March, those price levels are being blown out of the water with straight Holstein bull calves at USDA and state-reported livestock auctions throughout Pennsylvania averaging \$550 to \$575 per 100 pounds liveweight and topping at over \$600 while beef-on-dairy crossbred calves at 3 to 4 days of age averaged \$875, topping at over \$1000 per 100 pounds liveweight!

As for market dairy cows culled to beef, the USDA National Dairy Comprehensive Report listed the February dressed-basis prices up \$10 to \$12 per 100 pounds dressed weight vs. six months ago, as follows: Breaking Utility cows \$203.60; Boning Utility \$208.60; Lean Cutter cows \$206.

USDA-reported livestock auctions in Pennsylvania and New York are quoting cull cows March 1-6 at prices \$4 to mostly \$6 higher per 100 pounds liveweight compared with the previous week's trade and fully \$10 to \$25 higher per 100 pounds liveweight compared with six months ago, as follows: Breaking Utility averaged \$110.85; Boning Utility \$105.10 Lean Cutter cows \$106.

It's obvious farmers are not receiving a high-enough payment for their milk, even though IDFA and MIG put forward several proposals to lower the FMMO regulated minimum prices they say are set too high to "clear the market."

If dairy farmers are not paid fairly for their milk to keep pace with rising input costs and interest rates, the market will be cleared of milk quite quickly when the impact of the current dairy replacement heifer shortage begins to hit-home in the milk supply. Already, the milk production levels for July 2023 through January 2024 are trending progressively lower than prior year comparisons for seven straight months.



Farmers will keep making beef-on-dairy calves instead of dairyon-dairy replacement animals in many of their breeding decisions to generate some cash flow to make up for lackluster payments for milk, base program penalties deducted for growth, and balancing fees and market adjustment deductions under the 'too much milk' mantra.

Dairy processors are going to have to compete with a sizzling-hot beef market in the face of reduced cattle numbers in both the beef and dairy sectors. Processors will need to send a price signal that a positive cash flow future exists for dairy farmers in their milk payments in order to encourage farmers to breed more replacements.

Until then, dairy farmers are likely to only use sexed semen to make heifers out of really good cows and to continue crossbreeding one-third, two-thirds, maybe more, of their dairy herds to make calves for the beef market instead of heifers to grow dairy. This may set up an interesting supply and demand equation ahead as more processing capacity is expected to become operational in the next year or two. One thing we may see is a tighter squeeze on milk income in the short-term to pry dairy cows off exiting dairy farms to populate concentrated growth dairies.

Dairy growth can't happen without heifers. Farmers and the next generation coming on board don't have incentive to make more heifers to grow dairy until they have a better picture of their future milk margins and income.

#### ADC is circulating letter to Sec. Vilsack, seeking signatures by Mar. 12 supporting AFBF's bid for emergency return to 'higher of'

The flurry of editorials and letters has begun since the 5-month FMMO milk pricing hearing concluded six weeks ago. IDFA and Milk Innovation Group (MIG) say the 'average of' method for calculating the Class I mover must continue so they can manage their price risk through hedging. They put forward elaborate proposals for adjusting the adjuster to pay farmers back over 18 to 24 months for losses vs. the 'higher of' formula. But that doesn't help farmers who need a fair payment at the time of the sale -- a price that will help them stay up with their rising input costs, and keep the next generation interested in continuing in the dairy business.

American Dairy Coalition is circulating a letter in support of the



American Farm Bureau's official hearing request for an emergency decision to go back to the 'higher of' method for calculating the mover. ADC is asking state and national dairy organizations and individual dairy farmers to sign onto their letter to USDA Secretary Tom Vilsack and AMS Administrator Dana Coale by March 12.

The letter points out the over \$1 billion in net losses from the formula change over the nearly 5 years of implementation with farmers set to lose an additional \$500 million in Class I value for 2024, alone, at a time dairy farmers can ill afford these losses.

In fact, the big problem this year will be the potential for additional losses through rampant depooling of higher value Class II and IV milk due to the persistent length of time that such profit-taking can occur under current market conditions and an 'averaging' method for the Class I mover. We'll even see more depooling in the Northeast Order, which has stricter rules for getting back into the pool after jumping out. Not much fear in removing higher value manufacturing milk from the pool when processors know the wide spread will continue devaluing Class I milk all year, according to the futures markets and the USDA World Ag Outlook.

When Congress made this change in the Class I pricing method in the 2018 Farm Bill, farmers were assured it would be 'revenue neutral.' Instead, it has been 'revenue-negative.'

The legislative language stated that a hearing could be held after two years to do the vetting that wasn't done in the first place. That hearing got started more than 4 years after the legislated change, and it took 5 months to complete, and could take another 12 to 18 months to get through all the post-hearing phases.

This is why AFBF seeks an emergency decision for USDA to skip some phases and issue a final rule returning Class I to the 'higher of' to minimize the impact to farmers of additional expected milk check losses and more dysfunction in the FMMO system. It doesn't make much sense to stick with the averaging formula that creates losses and disorderly marketing in order to give processors a formula that lets them hedge on the futures markets when fluid milk processors already have advanced pricing and when farmers have for the past nearly 5 years found their ability to manage THEIR risk untenable under an 'averaging' formula in some markets.

Read the ADC letter at https://qrco.de/read-letter, or scan the blue QR code (left). Sign the letter



as an organization or individual at https://qrco.de/sign-letter or scan the red QR code (right). By the way, IDFA and MIG have made it a legislative priority to



keep Congress from 'meddling' in the FMMOs. How convenient! After they went to Congress in 2017 asking for such meddling to change the Class I formula in the first place -- with no hearing, no vetting, very little discussion, and a revenue-neutral promise that has -- in reality -- netted quite revenue-negative results for farmers.

# Milk futures plummet; Near-term Class III contracts take the brunt, spread widens

Milk futures lost ground this week as Class III contracts were sharply lower and Class IV moderately lower. Class III milk contracts through August 2024 took the brunt, losing a whopping 75 cents to \$1.50, with the April contract at \$16 flat on the close Wednesday, March 6. The rest of the Class III board was off 30 to 50 cents, except the first two months of 2025 were fully steady compared with the previous Wednesday. Class IV milk contracts, on the other hand, were just 15 to 35 cents lower through yearend.

On March 6, Class III milk futures for the next 12 months averaged \$17.60, down 40 cents from a week ago. Class IV milk contracts averaged \$20.37 -- down 22 cents. The spread between Class IV over III is fully \$2.25-\$3.75 for the foreseeable future, which will knock 75 cents to \$1.50 off the Class I 'mover' for the foreseeable future under the 'average of' formula vs. the previous 'higher of.'

#### Cheese plunges, whey and powder fall Butter surges higher

The daily CME spot market for dairy products was mostly lower this week, except butter was higher.

On the Class IV side, Butter futures surged higher just short of the \$3 mark across the next six months, while the spot cash market gained 2 cents on the day Wed., March 6 and gained a nickel on the week, pegged at \$2.85/lb with a single load changing hands. Grade A nonfat dry milk went in reverse, losing 2 pennies on the day and a nickel on the week, pegged at \$1.14/lb, one load traded.

On the Class III side, futures and cash cheese markets erased all of last week's gains -- and then some. The 40-lb block Cheddar price slipped below \$1.50, pegged at \$1.49/lb in the spot cash trade March 6, down 12 cents from a week ago, zero loads traded. The 500-lb barrel cheese price lost 5 cents, pegged at \$1.6250/lb, no trades. This puts the barrel over block spread at 13 cents/lb, the widest we've seen in months. Dry whey prices lost 3 cents, pegged at 41 cents/lb, no trades.

#### Jan. All-Milk \$20.10, DMC margin \$8.48/cwt, Signup ends Apr. 29 for 2024 coverage

Last Thursday, USDA announced the All-Milk price for January at \$20.10, down 50 cents/cwt from the December price and fully \$3.00/cwt below year ago, despite a one-tenth gain in national average butterfat test. The DMC margin for January was announced at \$8.48/cwt, up 4 pennies from December and triggering a \$1.02/ cwt DMC payment for 90% of Tier 1 production history for producers enrolled in the top Tier 1 margin coverage level of \$9.50 and smaller payments for those enrolled at \$9 and \$8.50.

2024 DMC signups opened last week through FSA and ends April 29 for farmers to enroll production history and supplemental using 2019 production data and to select coverage levels. Payments will be retroactive to include January's triggered payment.

# 2024 GREEN 🛞 GOLD SPRING SPECTACULAR

Saturday, March 23, 10:30 a.m. in Doylestown, Pa.

GPS Address: 108 Farm View Rd., Doylestown, PA 18901

Something for Everyone! Holstein, Red & White, Jersey, Ayrshire, Brown Swiss, Guernsey, Milking Shorthorns, and two Wagyu!



S-S-I Doc Have Not 8784-ET **2E-96 EEEEE** Everybody knows and loves "The Doc", the \$2million cow! Her silky black Delta Lambda gr'daughter sells to be a sweet winter calf in 2024! Dam is VG Conway

Have It All LLC

Hope.



Her R&W Redeye-P winter calf sells with style and as a possible 9th generation EX! Jealousy is the first & only 8th generation of EX-94 or higher cow in the Breed! Skipton



Garay Red Diamond-RED-ET EX-93 EEEVE 3 sell from the Diamond family! Awesome Beauty is Diamond's sis! Six embryo package from Diamond, R&W Jr All-Am 4 yr old (22 by Maximum (3), and 1 each by Altitude, Awesome & Dominator. **Fraley/Boop** RC Jordy Jr2 sister sells fresh & ready for spring shows! *Guise* 12-22 RC Doorman sister Champluvier



Cherry-Lor Ladd Ripple-RED 3E-95 EEEEE

3 stellar opportunities to get into the family of the only EX-95 red, polled cow! Fancy R&W daughters; Cheerful fall calf & Altitude winter calf! **Boop/Hembury** If one RED Altitude winter calf is good, then two is better! Sure thing! MD-Hillbrook

Klinedell Defant Cynthia 2E-94 EEEEE

Two options going back to KHW Regi-

ment Apple-RED-ET 4E-96. Cynthia's De

vour summer yearling daughter. *Klinedell* Also selling is a summer yearling Unix x

VG-88 2yr Admiral +4.10T, 5th dam is Apple's clone! **Worthington** 



Rosiers Blexy Goldwyn 3E-97 EEEEE

4 descendants of Blexy, WDE Champ sell: Striking Eye Candy fall calf x 91 Budweiser plus Sum Yrlg Crushabull gr'daugh of EX-94 Sid Blexy Budjon & Co 9-23 Delta Lambda x 88 Doc Bloom x Blexy Worthington



Budjon-Vail DRM Sunshine ET 2E-95 EEEEE

Your chance at a Delta-Lambda summer yearling directly out of Sunshine; the Grand Champ at Midwest Spring Nat'l Jr. Show 2023 & at the Mid East Fall Nat'l 2022. Sunshine's dam is 2E-95 Sunkiss. **Budjon & Vail** 



Kevetta Rdbrst Lucious-RED EX-94 EEEEE A sporty Red winter yearling Warrior out

of Lucious sells. She is serviced to sexed Hulu. She is a potential 9th Excellent. Bulldog



Unique Dempsey Cheers 2E-95 EEEEE

Two options from Cheers, the 2x Res All-American! Jagger Fall Calf sells x Cheers. Budjon

And your first choice of a spring calf out of 3 Delta-Lambdas x Cheers' EX-90 Avalanche daughter. Hollow-Ridge



Old-Bankston Blaze-RED-ET EX-91 EX-MS

Blaze won Res Sr Champ NAILE 2023, nominated All-American Sr. 3 2022, & HM Grand & INT Champ @ AADS R&W '22. A lovely Red Latenite summer yearling sells from VG Analyst, 1st Summer Jr2 Yr. AADS R&W Show 2023 x Blaze. **Gelsinger** 



A Delta-Lambda Jr 2 great-granddaughter of the Subliminal sells fresh. Subliminal has out 310,000m LTD. The Lambda's dams are VG-88 2yr Corvette x EX Door-Harris



**Cashells Un Cutie-RED-ET** 

A red granddaughter of the 3x All-American and the 1st place Jr2 at the NE Fall Natl in 2021. This RED Analyst sum yrlg is the daughter of a VG-85 first lactation Altitude! **Bell/Harris** 



Heart & Soul Fizz Faith-ET EX91

Faith is a proven winner! Victorious Fall calf x Faith's Frank sister. Plus 1 #1 Vin Diesel & 4 #2 Nuance x Lookout Fortune 500 EX-93 dam of Faith! Heart & Soul



Jersey: Ferdinand Sum Yrlg x ENF Harveys Harper EX-91 x EX Comerica, same family as Underground Holly. Diminick

to SEXED Altitude!

Gelsinger Hanx-P daughter of Coldsprings Splendid 10898

world class genomics. 6-23 Delta Lambda right out of the immortal

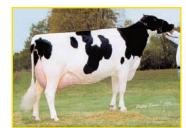
Lucia Synd. Sharp Crushabull fall calf x Golden-Rose Galdye-RED-ET VG-88 x 86 Ladd Glory x 19 EX dams!

Hickey & Green Destination spring yrlg directly from Doorman Ona-ET EX-92 x Orangecrush EX-93 x 2E-94 x 4E-Budjon, Cranehill & Vail 96 Jasmine.



**MS DM-DONSHER Solomon Brynn** EX-90 She sells! A granddaughter of Jacobs Sid

Beauty-ET EX95. Bred to Night Cap for a summer calf. Already EX w/ potential for more points next lactation. Flushes well! Puskas



**Tri-Day Ashlyn-ET 2E-96** Four great options from the Ashlyns. 4 #1

Footprint x Arethusa Solomon Áloha-ET 2E-92 embryos. **Zeller/Bicksler** A Tango December calf x NC x EX x 3E-96 Ashlyn's Angel. Niswander D Lambda Summer Yrlg x 88 Solomon x 92 Atwood x Ashlyn. *Curley* 6 D Lambda embryos x 93 Brokaw Anellah x 94 x 95 x Ashlyn Klinedell



Hard Core C-Tie Sundance ET EX-92

A granddaughter of the 2x WDE champion, Innisfail BDC Stella 905 EX95 5E. This early fall calf is an Ironman P x Sundance the first 4yr old at WDE 2022 and Unan All American 4 yr old in 2022. Hard Core

5 #1 IVF Sidekick embryos out of Jas-K Guth Treasure-RED-ET 4E-92, a cow with a lifetime to date of 215,480 & VAriant RED! Puskas

A direct daughter of Jerland SH Godiva-RED-ET EX-93. This RED Warrior daughter is a spring yrlg for 2024 and backed by 9 generations of excel lent! Wolfe

Hanx-P winter calf x VG-86 Kokomo x VG Drastic x EX Effect-P x 86 Alan Peggy x 3E-93 Amel Patty. Ensenada

RC Aristocrat due 10-14 to sexed Altitude x 82 Moonboy EX Richman x 86 x 90 Shottle Za x 87 x 4E-95 Rud Zip! Vista-Grande Exciting summer Jr2 Analyst-RED due 4-30 to

Rompen-Red. Backed by two VG & 16 EX dams! Dream-On

### **Catalogs at Ringside**

or if you want a catalog mailed, please contact PA Holstein Office 814-234-0364 or contact@paholsteins.com



202-255-7907	Raegan Braund	570-485-8323
5197	- Sale Chair	
717-329-9202	Josh Sanders	732-406-4949
	Nick Raggi	443-762-8338
717-420-7629	Eric Smith	814-883-2489
	David Bitler	610-780-6667
267-281-0099	Matt Zimmerman	717-222-0101
	Matt Hawbaker	717-360-7848
	5197 717-329-9202 717-420-7629	5197 - Sale Chair 717-329-9202 Josh Sanders Nick Raggi 717-420-7629 Eric Smith David Bitler 267-281-0099 Matt Zimmerman

Sale Co-Managed by: **DVU Dairy Society PA Holstein Association** 814-234-0364 contact@paholsteins.com

**Check Facebook Pages: PA Holstein and** DVU Green & Gold Spring Spectacular Dairy Sale for pictures, videos & updates

South Mountain Tequila Jem EX-93 A Kid Rock fall calf that has the potential

to be 7th generation excellent sells! She's backed by EX-93 Excitation x 92 Velocity x Jem, nominated AA & AC Milking Yearling

### More Golden Opportunities!

WAGYU: A rare opportunity to get in on breed leading Wagyu genetics. A spring yearling Wagyu heifer sired by Bond Q007 x ESF KOBE 180-327 Umble and 10 grade 1 IVF embryos out of OCD Kiku Hana 803G ET x JC Shigefuku 87. Walrath

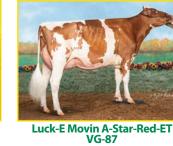
Ayrshire: Ringer fall calf right from the Sunny-Acres herd. Dam is 90pt Sunny-Acres TSB Katrysha x 90pt dam x Sunny-Acres Kennedy Harmony EX94. Evans

Swiss fall calf by Glenwood from Breeze Ridge Parfait 2E90. Mat sis is E90. Guidice

A fresh Sr. 2 yr old Milking Shorthorn sired by Mykola and Aim High VG-87. She is the granddaughter of Topp-View Presto Alexa EXP. Fisher Ayrshire: SHE SELLS! LA-HA Raegan Beretta EX90, a Jr 3 due back to Reynolds in Sept. 2 EX, VG-88 & EX-90 dams behind her and has potential for more points. Laing

Jersey: Voucher Sum yrlg to add to your herd. Her dam Fizz Iris Imogene EX90 then EX93 Juno x 91 EDN-RU x 93.

EX-94



Two daughters sell from A-Star. Two early RC winter calves out of Blondin Alpha & Vogue Max-PP will be available. A-Star has a huge future & backed by EX-92 Doc, same family as Luck-E Acetylene. Smith



rectly from Lacey's EX-93 full sis are a Pair of RED Warrior winter vrlgs: one is bred for a milking WY Welk

RED Altitude fall calf x VG-87 Barbwire x Terra-

Lucia. Sis to Windbrook Lvnzi!

Jomill Burdette Kaliente-ET EX90

A beautiful fall calf out of the Res JC Ayrshire at Louisville in '20 and Nominated All-Am Milking Yearling in 2021. This mid-September Reagan heifer is destined for the show ring, being the granddaughter of Jomill Poker Keegan 4E94. *Heeter* 

Get into the MS Atwood Lacy-ET 2E-95 family! Di-

Rose Penelope-RED-ET EX-91.

EX-91. She is Polled, A1/A2 & from a herd with Coldsprings

# Got your T-shirts yet?

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

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

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

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

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



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

# DAIRY FARMERS SQUEEZE to PLEASE

### 



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

cows got milk providing goodness worldwide

### T-SHIRT ORDER FORM

NAME: \_\_\_\_\_\_ADDRESS: \_\_\_\_\_\_ \_\_\_\_\_\_PHONE: \_\_\_\_\_\_

Sizes available: Please circle Child: S M Adult: S M L XL XXL Colors available (Please circle):

Lime Green • Medium Grey • Pink • Light Yellow Amount Enclosed: \_\_\_\_\_

All orders MUST be pre-paid. Please be certain to enclose \$12.50 for each adult shirt and \$10 for each child shirt. (Which includes postage and handling).

### FARMSHINE

342 E. Main St., Suite 201, Leola, PA 17540

## LETTERS from READERS Please urge U.S. senators to vote 'yes' for whole milk

Editor:

Now the members of the U.S. Senate must finish the job of placing whole milk back into our schools. Congressman G. T. Thompson received a thunderous victory for his efforts in getting his dairy bill successfully passed in the U.S. House of Representatives which is geared to enable our school children all across the United States to obtain whole milk in their school lunches.

Now it is up to the U.S. Senate to take further action to obtain whole milk in our school children's lunches. A dairy bill (S-1957) was introduced in the Senate by Senator Roger Marshall (R-Kans.) and reported to the Senate Agriculture, Nutrition and Forestry Committee where Senator Debbie Stabenow (D-Mich.) is chairwoman.

We have spoken to members of her staff and urged her to support this dairy bill.

There are at least 15 members of the Senate who have signed onto this bill as co-sponsors.

However, neither Senator Bernie Sanders (I-Vt.) nor Senator Robert P. Casey, Jr. (D-Pa.) have signed onto this bill. Both senators have had enough time to sign on to this bill. They need to be encouraged to sign onto this bill with our phone calls, emails and letters.

Isn't it strange how adults took the choice of whole milk away from our school children but many of these adults are free to choose to take home whole milk from the stores to use? Is this a double standard?

In addition, a fellow former dairy farmer, Gerald Carlin, helped me write about three different dairy bills for Senator Bob Casey and the late Senator Arlen Specter. There was no opposition then. Why now?

Also, John Hathaway, a fellow dairy farmer in New York State, joined me in writing a dairy bill for Senator Bernie Sanders. Bernie's people invited me to come to two different meetings in Vermont. At the large meeting at night, Bernie asked me to explain his bill to a packed house. Bob Casey and Bernie should support S-1957 and also they should help us to obtain new signatures to this bill as co-sponsors.

Remember, adults can choose the milk they want, but school children are not allowed to choose what kind of milk they drink. That's why this bill must be passed by the Senate.

Call your Senators and urge them to pass S-1957 to give our school children the option to drink whole milk if they so choose.

Arden Tewksbury Meshoppen, Pa.

## Raw milk defines dairy; promotes good health

Editor:

Oh, good grief! If raw milk does not define dairy, what does? Ah, meine gesundheit!

I have yet to see any dairy animal, large or small, short or tall, produce pasteurized, homogenized, aseptic, 6-month, shelf stable milk.

It all goes to show how little they know. The top brass at that Noxious Manure Producing Facility (NMPF) are now so far removed from the common peasant they apparently have no idea what a cow does produce! They have become as the scriptural Haman, who, having all that any sane person could wish for, was consumed with the intent to destroy the one man who refused to bow before him.

Likewise, NMPF through their anti raw milk mania, which every processor badlywants, seeks to destroy the remaining remnants of opposition to their maniacal oppression of the common man.

Drink raw milk. It is good for your gut, it's a boost for your brain, it increases your IQ, it's a help to your health, it defends common sense — which was much more prevalent before the advent of pasteurization and homogenization.

Simeon Beiler Bird-in-Hand, Pa.





## On-farm \_\_\_\_

the realization that their little land-locked dairy farm just 35 miles outside of Pittsburgh could not continue as a dairy to the next generation without doing something different.

from page 15

The farm has been in the family since 1795 when ancestors moved from Lancaster to western Pennsylvania on a Revolutionary War grant.

In 2020, they started the creamery on their 85-acre farm, milking 60 cows with two cheese vats, and three generations involved.

Jason retired from a career in technology, his brother from a career in the military. They thought about moving back to be 'gentleman farmers.'

"But that's not us," said Frye. "Why did we get into this? For the kids. We're the 7th generation on this farm with the 8th generation behind us. If they want to come back, we want them to have a place to come back to."

They settled on cheese as the product to make because people like cheese. In 2018, they started working on the business plan. They brought everyone into the fold and wanted to know that everyone involved would be committed to doing things right.

They didn't know how to make cheese, so they set out to "find their expert."

"The Center for Dairy Excellence helped with our transition plan with a grant to put together the team that could ask the hard questions," Frye recalled. "We knew cheese could produce the positive margins we were looking for instead of selling milk and losing \$4/cwt. But we were in our mid-forties and wondered if we had the skill set, the market, and the energy to drive it."

What got them off the ground was being dedicated to making a quality product. "We knew if we did this, we wanted to be making award winning products, then we had to figure out the distribution. Sixty cows make a lot of cheese. A million pounds of milk makes 100,000 pounds of cheese to market every year," he said.

They found their expert, Neville McNaulton, known as the "cheese whisperer," watched by zoom during Covid, and made their first batch of cheese in April of 2020.

They had their business plan, invested \$2 million (\$33,000 per cow), and they knew they had to generate \$20,000 per cow in general revenue for it to work.

The PA Dairy grants were launched, and the Fryes were able to obtain \$500,000 to purchase equipment. They built the plant and sold their first cheese in April of 2020, then built the smart barn with robot in April 2021.

They were all ready to go with their first cheese, but it was Covid lockdown, and consumers could not visit on site.

"We came at this from a 'build it and they will come' mindset. On that first day, April 16th, 2020, amid the shutdown, we posted on Facebook that we had 300 pounds of cheese



curds we didn't know what to do with. The next thing we knew, mom came running to say she needed help because cars were lined up the whole way down the road and the police had come to direct traffic," Frye recalled.

In November, 1100 people came out in the snow for their open house. "We had one food truck and sold out of all the rest of the cheese in our cooler," he said.

By 2023-24, they had distribution in place and hit the \$20,000/cow target for all farm revenue related to cows. Their cheese is in Giant Eagle and Whole Foods, and they've won a silver medal in Norway for Aged Gouda and a gold at the Pennsylvania Farm Show this year for that 14-month aged cheese too.

Quality milk makes quality products, Frye said, as they are now working with a Northeast Dairy Business Association grant to expand the gouda line.

Bottom line, the Fryes executed their plan and focused on the community that cared and supported them.

After winning national and international cheese awards, it was tempting to bite off more than they could chew when offers came in to scale to a national distribution footprint.

"But we stuck to our plan because we want to do it right. I sold IT (technology) equipment for 20 years and never a smile. I sell cheese today and there's always a smile," said Frye. "Keeping those smiles is important."

For Cayuga Marketing, Auburn, New York, the 29 dairy farms that came together to start the venture in the Finger Lakes region have maintained the requirement that the milk from all farms must be 140,000 somatic cell count or lower. Quality is top of mind.

"We're producing ultrafiltered milk and dry milk powders with low spores, low counts, and high quality. With 4 million pounds of milk produced just within our group, we wanted to provide 24 hours a day service, with a goal of processing 3 million pounds of milk per day," said Joel Reihlman, a pivotal member of the group of dairy farmers.

The plant employs just under 100 people. Milk is pasteurized, fat-separated, and utilizes reverse osmosis and ultrafiltration. They market wet solids and have two evaporators for producing a range of milk powders.

The guiding principles are built on mutual respect, high quality production, putting the customer first and "doing the right thing, always."

"We can always be better," said Reihlman. "That's our mantra."



He talked about how dairying has changed with farmers having less bargaining power, less ability to negotiate, having higher hauling costs, and seeing the evaporation of milk check premiums in a consolidating industry.

"Before this plant, the Cayuga group's milk went to more than 40 destinations with an average round-trip of 230 miles." Reihlman reflected.

"There are no premiums today. They're gone. So we set out to create value and premiums in the market, to be relevant for the next generation," he explained.

The group became serious about their plan in 2006, and by early 2008, they had hired their first CEO to find what to process, how to do it and who to partner with.

By 2014, they were operating the main plant, and last year began a project to build the new fluid milk plant on the site. "It was an initially large investment and a big decision for

29 members to make," he said. "We had a lot of meetings and spent a lot of time away from our farms." He recalled how hard it was initially to find a partner, but

once that hurdle was reached, it meant they had the knowhow, but the investment was 100% from the dairy farming members of Cayuga Marketing.

The farms own 100% of the plant, but even though the farmers dug deep to fund the entire project, they still needed a partner on the know-how and distribution side.

"We had no idea how to market nonfat dry milk in Viet Nam, or to find a home for our lactose, or to do the financing and management and team building – These were all new concepts," Reihlman explained.

Organized as an LLC with a 7-member board elected by the 29 member farms, the Cayuga Marketing group leveraged their farms for the initial \$105 million investment, and the profits then go back to these shareholders.

"While the others on this panel are building a brand (with consumers), Cayuga looked to build value on a super highrisk deal to have something consistent, that would have global distribution, at the right price. You have to have a quality product and a long outlook to make that work and to mitigate the risk," said Reihlman.







College of Agricultural Sciences

# Department of Animal Science



### animalscience.psu.edu



Shannon Ryan, Malvern, PA, is a practicing veterinarian in the United Kingdom after graduating from the University of Glasgow.



Annya Kossol, Vanderbilt, PA, will begin her final year at the University of Glasgow in May.



Lily Baugher, Naples, FL, works with a zebra in South Africa where she acquired some of her practical experience.

#### Online resources

Department of Animal Science: animalscience.psu.edu College of Agricultural Sciences: agsci.psu.edu Cooperative Extension: extension.psu.edu

# Penn State students pursue veterinary degree in Scotland

Three Penn State Animal Science students are fulfilling their dream of becoming veterinarians while immersed in an international experience at the University of Glasgow, Scotland. The three, Shannon Ryan, Annya Kossol and Lily Baugher, are taking advantage of the University of Glasgow School of Veterinary Medicine FEEPASS Programme (Facilitated Early Entry Programme for Animal Science Students), an innovative collaboration with Penn State and other universities.

Also known as the 3+1+4 system, it was offered for the first time to select universities in the United States in 2014. While the total time spent in school is the same as the traditional veterinary school route, eight years, there is a distinct advantage in that if students satisfactorily complete their first year in Glasgow, they are guaranteed entry into the vet

school and are also eligible to apply to veterinary schools in the United States. Students begin at Penn State and go to the University of Glasgow after completion of their third year at Penn State. Their first year in Scotland counts as their fourth year at Penn State, and when successfully completed, students get their B.S. in Animal Science from Penn State.

The University of Glasgow School of Veterinary Medicine

has an internationally renowned reputation and is fully accredited by the American Veterinary Medical Association as well as the Royal College of Veterinary Surgeons (UK Regulatory body) and the European Association of Establishments for Veterinary Education (EAEVE). Their Bachelor of Veterinary Medicine and Surgery (BVMS) is therefore equivalent to the DVM and allows work in the UK/North American, Asia, New Zealand and Australia.

Shannon Ryan was the first Penn State student to enroll in the program and the first to graduate. She says, "Studying in the United Kingdom was appealing, and the decision was a good one for me. The flexibility of these degrees is probably the biggest reason I chose to go to Scotland."

Annya Kossol's wish had always been to study abroad, so when she learned about the FEEPASS program as a Penn State freshman,

she was interested. Because she decided early, she was able to schedule classes accordingly to fill all the prerequisite courses within three years. Though both programs take eight years, she feels the advantage of the Clasgow pr

advantage of the Glasgow program is that her fourth year is concentrated entirely on the vet program. for students in years one through four." An obvious advantage of studying in s land is the opportunity to experience a

Lily Baugher, now in year three at the University of Glasgow, said, "I always knew I wanted to be a veterinarian, so starting at Penn State, I quickly heard of the FEEPAS op-

### **Contact information**

Department of Animal Science The Pennsylvania State University 109 AVBS, University Park, Pa. 16802 814-863-3665

portunity at the University of Glasgow. This program gave me the opportunity to study abroad and speed up my veterinary career." Once she decided to go to Scotland, she was careful to take the required classes and stayed in close contact with advisers to ensure she was completing requirements by deadlines.

Through the program's Extra Mural Studies (EMS), students are required to get experience working outside the classroom on farms, in stables and in

*"I highly recommend* 

this program to others! It

is an extended study

abroad program that has

given me friends that will

last a lifetime. The work

life of a veterinarian is re-

warding but tough; why not study in another coun-

try and travel while you

"I would definitely rec-

—Lily Baugher

ommend the program to

others! It is hard work, but

hugely rewarding.

-Annya Kossol

have the time!"

veterinary practices, but this can be done anywhere in the world. The three agree that the EMS experiences are valuable, allowing students to gain clinical hands-on experiences outside of the classroom. Students are expected to have these experiences during a three-week

winter break, a three-four-week spring break and a threemonth break in the summer. Annya said, "When we enter our final year, we would have had to accrue nearly thirty weeks of practical experience. This allows us to have more confidence as we enter our rotational and final year."

Because she had worked on Penn State's dairy farms and in a small animal hospital, Shannon got credit for four re-

quired weeks of EMS. She said the EMS work was valuable in helping her understand how farms work in the UK.

Now a practicing veterinarian, Shannon decided to remain in the United Kingdom, and worked first in Wales as a mixed vet and

recently moved to the Lake District in Northern England, working with both small animal and large animals. "Currently, I've maintained my small animal knowledge and experience because if I do move back to America, I

would be a small animal vet and so I want to keep those skills fresh."

Shannon is enjoying what she considers a slightly better work/life balance than in the U.S. "I work a 4-day week and have 6 weeks off each year. So even though I make significantly

less money annually here than I would have had I moved back to the States, I appreciate my time off more." Annya says the balance extends to the University, "I feel Glasgow has a great work life balance

An obvious advantage of studying in Scotland is the opportunity to experience a different culture and meet students with different backgrounds. Students enrolled there are almost evenly split between students from the UK (including Northern Ireland) and international students, with 80 percent of those from the US and Canada.

Lily said, "I have quickly come to love Scotland, especially being able to travel all around Europe and the UK on cheap flights. And I have met incredible and brilliant people from all around the world, in and out of veterinary

school. Everyone here has been so welcoming and kind. I have friends from Barbados, Hong Kong, America, Canada, Puerto Rico and others."

All three enjoyed the opportunity of traveling within Scotland as well as traveling throughout Europe, something easily accomplished on the weekends. Annya said, "It is a very cultural experience, and it is easy to take weekend trips to the highlands and to Europe."

There are several students at the University from Penn State, not all in the FEEPASS program, but Annya said it always gives her a "homey feeling" to meet up with them. And Lily noted that it is easy to spot students wearing PSU gear around campus, and make an immediate friend.

According to Penn State's Dr. Robert Mikesell, Teaching Professor and Undergraduate Program Coordinator, one change has taken place in the program since its inception. Now students are considered to be "studying abroad" as part of the Ag Sciences Global program during their first year at Glasgow, allowing them to be eligible for PSU scholarships and financial aid for that year.

Dr. Tracy Hoover, Penn State's Associate Dean for Undergraduate Education, who helped work out the details of the agreement, said, "We are so pleased that students have

taken advantage of this innovative opportunity to study veterinary science with the University of Glasgow's outstanding program. It is both an enriching international experience and a solid education in becoming a veterinarian."

nary), University of Glasgow, is pleased with the program, saying, "From Penn State we have now had/have 7 students going through the FEEPASS programme and they have all been great so if you want to send us some more, please do!"

Penn State animal science students interested in the program can contact Dr. Robert Mikesell, 109E AVBS Building, University Park, PA, 16802, or rem9@psu.edu.

Universities with agreements for University of Glasgow Vet FEEPASS program are: California Polytechnic State University, San Louis Obispo, Clemson University, University of Connecticut, University of Illinois, University of Maine, University of Missouri, The Ohio State University, Pennsylvania State University, Purdue University, University of Vermont, and Washington State University.

Penn State is committed to affirmative action, equal opportunity, and the diversity of its workforce. Penn State College of Agricultural Sciences research and extension programs are funded in part by Pennsylvania counties, the Commonwealth of Pennsylvania, and the U.S. Department of Agriculture. Penn State encourages persons with disabilities to participate in its programs and activities. If you anticipate needing any type of accommodation or have questions about the physical access provided, contact 814-863-3665 in advance of your participation or visit.

University of Glasgow

"I would definitely rec-

ommend the program to

others! It was a great de-

cision and I'm happy I came over here for university." — Shannon Ryan

# New scholarship to be awarded to students focused on dairy production

FORT ATKINSON, Wis. — National Dairy Shrine is inviting applications for its annual scholarship program. They will be accepted from now until the deadline of April 15. Official scholarship application award forms are available on the Dairy Shrine web site, www.dairyshrine.org/youth.

A new scholarship will be offered this year that recognizes students going back to work on a dairy farm. Up to four Dairy Shrine Dairy Production Scholarships will be awarded, two each to students in 4-year colleges or two-year and certificate programs. The scholarships, valued at \$2500 each, is partially sponsored through a donation from Cargill. Applications will be nominated by their advisor and, upon completing an application, will also participate in a video interview.

The other scholarships offered are listed below.

• The National Dairy Shrine Student Recognition Program recognizes and rewards graduating seniors planning a career in the dairy industry. There will be a \$2000 cash award given to the top selection, a \$1500 award for second place, and three to seven \$1000 cash awards depending on the number and quality of applicants.

• National Dairy Shrine/Dairy Management, Inc. (DMI) Milk Marketing - Products Scholarships are available to encourage students to pursue careers in the marketing or development of dairy products. The highest selection receives a \$1500 scholarship while the other selectees receive \$1000 scholarships. Up to five scholarships are awarded annually.

• National Dairy Shrine/Dairy Management, Inc. (DMI) Education & Communication Scholarships are available to encourage students to pursue careers in the education or communication of the value of dairy products and the dairy industry. The highest selection receives a \$1500 scholarship while the other selectees receive \$1000 scholarships. Up to five scholarships are awarded annually.

• Kildee Scholarships are offered for post graduate study. Qualified applicants may include the top 25 All-American contestants in one of the past three National Intercollegiate Dairy Cattle Judging Contests plus members of the first and second-place teams in the North American Intercollegiate Dairy Challenge National contest. These students are eligible to apply for up to two \$3000 graduate school scholarships.

• The NDS Merton Sowerby Junior Merit Scholarship recognizes and rewards current college juniors planning a career in the dairy industry. There will be a \$1500 cash award given to the top selection and two to five more \$1000 cash awards depending on the number and quality of applicants.

• The NDS Mike Lancaster Sophomore Merit Scholarship



The Four Keystone Degree recipients from Conneaut Area FFA, left to right: Abigail Mozina, Alexandra Reinhart, Brevin Klink and Greg Klink.

## Conneaut FFA students honored at Farm Show

LINESVILLE, Pa. — Abigail Mozina, a senior at Conneaut Area Senior High School, was awarded the FFA Star Farmer Award for her supervised agricultural experience (SAE) in the area of goat production. The highest FFA degree to be awarded at the state level, Abigail received it at the Pennsylvania State Farm Show on January 8th.

Along with her fellow classmates Alexandra Reinhart, Brevin Klink and Greg Klink, she also received the Keystone Degree, which is given based on the completion of at least 300 hours in a student's SAE project, 25 hours of community service, and FFA involvement.

The Star Farmer award is given to a Keystone degree recipient based on an application process along with multiple levels of interviews. Abigail's supervised agricultural experience is based on owning and managing a herd of breeding Boer goats. Through this project, she has taught herself hoof trimming, how to properly measure and ration feedstuffs, kidding, and breeding.

Now, Abigail will have the opportunity to continue to represent Conneaut Area and Pennsylvania FFA while competing against other states at the Big E livestock exposition this fall. Abigail is very involved in the Conneaut Area FFA chapter where she is the secretary and continues to actively participate in community events.

At the Mid-Winter FFA Convention in Harrisburg where Abigail received her award, 11 Conneaut Area FFA members received their first FFA jacket thanks to the support of generous donors from the community and the Pennsylvania FFA Alumni Association. — Submitted by Abigail Beightol Conneaut Area FFA recognizes and rewards current college sophomores planning a career in the dairy industry. There will be a \$1500 cash award given to the top selection and two to five more \$1000 cash awards depending on the number and quality of applicants.

• The Maurice Core Freshman Scholarships are awarded in the amount of \$1000 to a freshman college student attending a 4-year agricultural college. The scholarship is sponsored from a fund created in honor of Maurice E. Core, long-time industry leader and past executive director of National Dairy Shrine. Depending on number and quality of applicants, there will be two to four recipents.

• The NDS Marshall McCullough scholarships of \$1000 are available for up to students. They are awarded annually to college freshmen attending a 4-year college or university and majoring in: dairy/animal science with a communications emphasis or agriculture journalism with a dairy/animal science emphasis. This scholarship fund was created by the late Dr. Marshall McCullough of Athens, Georgia.

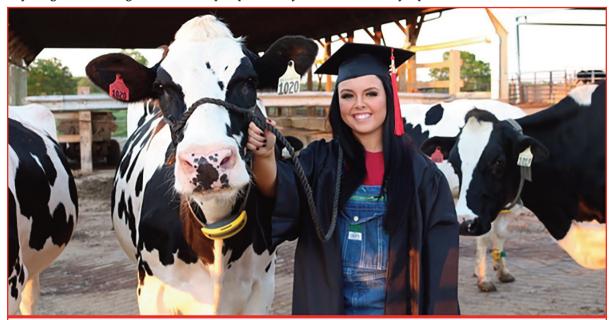
• The NDS Iager Dairy Scholarships will be awarded in the amount of \$1000 to second- year college students enrolled in a 2-year agricultural college. This scholarship is sponsored by

a fund created by Mr. and Mrs. Charles Iager of Fulton, Maryland. • Three Klussendorf scholarships will be given in the amount of \$1500 to students in their first, second, or third year at a 2- or 4- year college or university. Applicants need to major in dairy or animal science with intentions to enter the dairy cattle industry. These scholarships are funded by

the Klussendorf Association. • Four McKown scholarships will be given in the amount of \$1500 to students in their first, second, or third year at a 2- or 4-year college or university. Applicants need to major in dairy or animal science with intentions to enter the dairy cattle industry. These scholarships are funded by the

Klussendorf/McKown Fund. To apply for any of these scholarships, please visit the Dairy Shrine website at www.dairyshrine.org/youth to download the applications. For answers to any questions, please contact the Dairy Shrine office at info@dairyshrine.org.

Recipients of these scholarships will be announced this summer, with the presentation of scholarships to be made at the annual Dairy Shrine awards banquet in Madison, Wisconsin on Monday September 30.

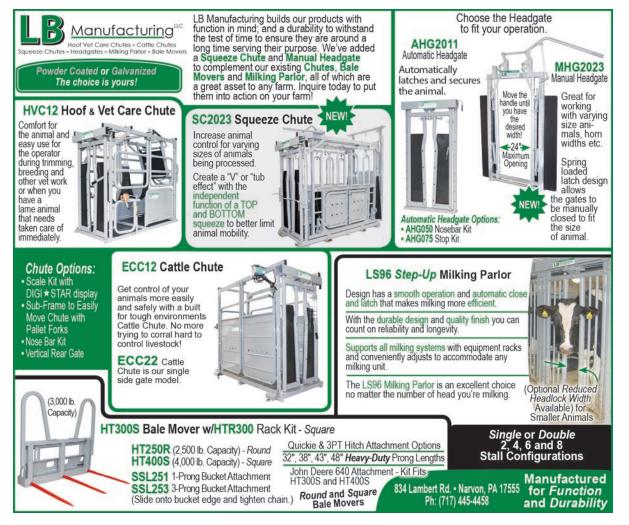


# SEND A HOLSTEIN TO COLLEGE



Learn more at www.smartholstein.com

**WKU SmartHolstein Lab** 



- BARBWIRE

# A delicious plate of brownies brings back fond memories

#### By BARB LUMLEY Ohio Farm Wife

As my granddaughter and I recently welcomed consignors and organized the paper work for a dairy sale, a good friend stopped by to say "hello" and brought us a plate of brownies. So chocolaty — so filled with nuts — so delicious! So nice of her! They are always so perfect with a big glass of cold milk!

The first person to put a recipe for "brownies" in a cook book was Fanny Farmer, who adapted her cookie recipe to be baked in a rectangular pan in the 1896 edition of *The Boston Cooking School Cookbook*.

However, that recipe contained no chocolate! Fannie had made what we today call a "blondie."

In the late 1890's two advertisements referring to brownies appeared. The first, in the 1897 Sears Roebuck catalog, advertised brownies underneath the heading "Fancy Crackers, Discuits (sic), Etc", but those treats could have been either chocolate or molasses based.

In 1906, Fannie Farmer published an updated version of her cookbook that included a blondie recipe and a brownie recipe, both called brownies. After that the recipe started spreading nationally.

I remember so well the first time I tasted brownies. It was at a Farm Bureau Council meeting that I attended with my Dad and Mom. I don't remember the year but do remember it was in the fall. The meeting was hosted by Guy and Dorothy Stine, hard-working dairy farmers with a well-kept farm, a good herd of cows, and a big, old house with nice things in it including a piano.

As meetings always go, there was a business meeting, a discussion on a subject usually provided by Farm Bureau and then there was food and fellowship. Dorothy was an excellent cook and there were hot sandwiches, salad, home canned pickles and relishes, and then dessert — brownies — a new recipe she had found. The brownies brought about a lot of discussion among the ladies present, as no one had made them before. There were many requests for the recipe. I thought they were wonderful, so chocolaty and full of nuts, just like the ones my friend brought us the other day!

As I thought about that time, so many years ago, I also thought about the people there and their lives. There were the three Fisher brothers and their wives They milked cows, raised sheep and hogs, did custom harvesting for other farmers, running a grain binder, baling hay and straw and taking their threshing machine all over the area. Their wives and children usually milked the cows and took care of the livestock.

The Shawver brothers also did custom

Patz A TALE OF TWO CHAINS HOWEVER YOU CLEAN -TRUST THE CHAIN THAT'S BEEN CLEANING THE LONGEST! Contact your local Patz dealer for current pricing and promotions. INTELLICHAIN & MA-12 171 HOWEVER YOU CLEAN -PATZ HAS YOUR TECH! **400 GUTTER CLEANER HOOK-&-EYE CHAIN** 🗘 💽 🕨 in PATZ CORPORATION | POUND, WI 920-897-2251 PENNSYLVANIA 717-660-0060 Mercersburg Cedar Crest Equipment LLC Myerstown Cedar Crest Equipment LLC 717-866-1888 717-529-2782 Quarryville Cedar Crest Equipment LLC Troy Fallbrook Fabrication 607-426-0592 VIRGINIA Harrisonburg C&C Farmers Supply Corp. 540-433-8532 **NEW YORK** Collins A.R. Timmel 716-532-2040

Territory Sales Manager Paul Kratz • 920-897-9212 paulkratz@patzcorp.com



work, raised sheep and were known as the best sheep shearers in the country, at times giving demonstrations at county fairs. One of them milked cows, with his wife and young son handling chores when he had to be away.

The Butterfield family had one of the best Jersey herds around. The Slates family milked registered Ayrshires, raised hogs, and Mrs. Slates had a huge flock of chickens, sold eggs, and made delicious, tall, fluffy angel food cakes.

The Reigle family farmed and ran a sawmill. There were older couples who were

considered "retired" but who still helped their families on the farm in any way they could. So many memories of those good farm families and an enjoyable evening brought back by a plate of brownies!

With all the difficult problems that farmers are dealing with today and all the turmoil out in the world, perhaps what everybody needs is more "get-togethers," more friendly discussion, more cold milk and more brownies! We may not be able to solve the problems, but I am sure the fellowship and the brownies would help to make all of us feel better!

# New PSB directors introduced

HARRISBURG, Pa. — The Pennsylvania Soybean Board recently welcomed three new members to the Board. Marin MacNamara, Kaycee Stephens, and Adam Schettler have joined the Board of farmer/leaders who administer the soybean checkoff on behalf of Pennsylvania soybean growers.

"Our board of directors come from all areas of Pennsylvania, with many different backgrounds, but the common denominator that brings us together is we are all farmers who grow soybeans," said John Harrell, chair of the Pennsylvania Soybean Board. "As a volunteer, farmer-led board, we work together to bring value to Pennsylvania soybean growers."

 MacNamara holds a bachelor's degree in agricultural business from the University of Guelph in Ontario, Canada and a master's degree in agricultural management from Lincoln University in New Zealand. She's worked in Canada, the Western United States and New Zealand, primarily in crop research and agronomy, and is currently employed in the agricultural finance field. She and her husband operate a first-generation farm with 2000 acres of soybeans, corn, winter wheat and hay in Fayette and Westmoreland counties. They also have a flock of sheep, a small herd of beef cows, and a custom spraying business.

• Stephens graduated from Penn State with a B.S. degree in agricultural sciences with a minor in agronomy. She is a territory manager for Corteva Agrisciences within Pennsylvania and western Maryland. She and her husband operate a small grain operation in Centre County where they rotate corn, soybeans, and wheat.

• Schettler graduated from Penn State with a B.S. degree in agricultural systems management while minoring in agronomy. He is a Certified Crop Advisor (CCA) at Centerra Co-Op, a full-service farmer-owned cooperative in Volant, Pa. He and his wife farm near Connoquenessing, Butler County where they grow corn, soybeans, wheat, and pumpkins.



# Data drives dairy forward if you pay attention

MADISON, Wis. – Thanks to data management tools, we can reflect on where we've been and use insights to guide where we want to go. Reviewing your dairy's data routinely will help you understand your farm's complete picture.

"Numbers in a table are great, and looking at a graph can help visualize precisely what is happening on your dairy," says Taliah Danzinger, senior manager of dairy intelligence at VAS. "Using those graphs to look at data collected over an extended period, 18 months to two years, can highlight seasonal or annual trends."

One way to make an informed decision about the future is to look to the past. Is there a challenge that happens every year on your farm? Do you have a similar issue that occurs every spring?

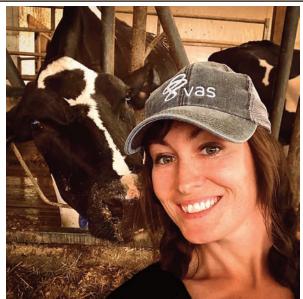
Data management tools, like HealthVAL and Reproduction Insights in DairyComp, allow you to pull graphs easily for various timeframes to zero in on your herd's health and reproduction performance. Once you can see the data, catching those seasonal and yearly trends becomes easier.

Then, understanding what caused those trends can help you better predict what may occur in the future and prepare for it. What may have influenced the trend? Have you made any recent changes in management, facilities or protocols? Changes in feed?

"When discussing seasonality and yearly trends, most think of heat stress and its effects. While this is a common example, there are other influences," says Danzinger. "In many cases, there is a logical explanation that can be solved with changes to management."

For example, a farm experiences more ketosis events each year around September. During this time, they transition to new crop corn silage in the ration. The dairy can potentially mitigate this issue by being more intentional with silage inventory and carryover.

With the right tools, you can pinpoint trends in your dairy's data, implement effective management changes and consequently enhance herd health and profitability. This



Taliah Danzinger is the senior manager of dairy intelligence at VAS.

proactive approach allows for better control and mitigation of recurring trends in the future.

Calf and heifer data

The data you collect on your calves and heifers, like illnesses and management, can help you analyze and anticipate lifetime and production potential.

"We have so much to gain from tracking data on our calves and heifers, and it has never been easier," says Danzinger. "With mobile cowside technology, or in this case, calfside, we can capture data on the fly and use it for long-term tracking." You can use data from birth through the heifer stage in a

variety of ways, including:

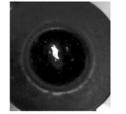


hank you for reading FARMSHINE

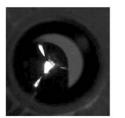
## Failure to close - you've got it

Your liners never close below the teat end during the rest phase. See closure photos at https://tridentpulsation.com/liner-closure and below to understand why your milking system shoves bacteria up the teat canal.

Now that your lying eyes have seen the harsh reality of what the teats of your cows experience a few hundred times a day getting slammed, does it matter? It certainly impacts milking speed and teat end health. TridentPulsation<sup>tm</sup> fully closes the liner providing fast milking.



Trident@TridentPulsation.com





Setting goals for how many health events are acceptable for a calf and creating a plan to reach that goal.
Managing inventory to determine who is best to keep

in the herd based on performance data.
Building a breeding program around the data that influences breeding, including market prices for calves and heifers,

culling rate in the herd, and desired age at first calving.
Assessing first lactation performance to evaluate how calfhood events influence lactation production and potential.

Prepare for a successful year (and future)

Without interpretation and analysis, data is just numbers. It can only work for us if we work with it. The key? Intentionality. Setting aside time to review your data routinely and make connections is the start of implementing good data stewardship and management practices throughout the year.

"How your data in different management areas of the farm connects tells the story behind the numbers," says Danzinger. "Without understanding that story, it is difficult to continue your dairy's success or build and improve upon its challenges."

The past explains where we have been and where we are today, but it can also inform us of what is to come. Keeping an inventory of your management changes can help you interpret their effect on your dairy's performance based on trends in the data.

All these things play into the story behind your data, and if you're intentional about reviewing it with your team and connecting the dots, you can set yourself up for a solid future.

"The best way to take advantage of your data is to lean on the people surrounding your dairy, your management team, trusted advisors and data experts, and the tools built to make data management easier," says Danzinger.

Visit vas.com for more information on how to arm yourself with the right herd management tools and data team to build on your herd's performance for the future.

# CERTIFIED ORGANIC CATTLE WANTED

### NICHOLAS MEAT LLC

Modern Meat Processer Paying a Premium For Your Certified Organic Cattle

### Purchasing on Dressed Weight and Grade Basis

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

### Cattle can be taken to:

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

#### Weikert Buying Station

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

#### New N.W. Sales Company

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

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

**R&C Calf Farms, LLC** 13071 Emerson Rd., Applecreek, OH 44606 Mon. -Thurs. 9 A.M. to 2 P.M. *(Behind sale barn in Kidron)* 

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

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

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

# Star Rock's mature cow repeats as 'Challenge' champion

INTERCOURSE, Pa. — Now in its second year, the 2024 Lanchester On-Farm Challenge took place February 27-29. Thirty Holstein breeders in Lancaster and Chester counties were able to showcase their cattle in the comfort of their own barns. Justin Burdette from Windy Knoll View Farm in Franklin County was the official judge of the 174 cows presented.

A banquet was held at the Intercourse Fire Hall on March 1 for anyone who participated in the contest. Prizes were awarded for the top three placings of each class, namely 1st lactation, 2nd lactation, 3rd lactation, 4th lactation, and 5th lactation or more.

Named grand champion was Star Rock Afterschock 207, the same cow that won the inaugural contest a year ago. She competed in the 5 lactations and over class and is owned by Star Rock Dairy in Lancaster County. Additionally, she was named best bred and owned.

The reserve grand champion title went to Elquest Rosanna P, a fourth-lactation cow owned by Glen Peachy.

Honorable mention was third-lactation class winner Gajan D.B. Jolie, a Diamondback daughter in the Galen C. Martin herd.

Judge's choice was Ariane-Acres Lambert Lynn, a Lambert daughter owned by Lamar Zeiset that placed 6th among the oldest shown cows.

Following are the top five of each class: • 1st lactation:

1. Chestersprings Lambda Bluberri,

owned by Ben Kauffman. 2. Chestersprings Doc Interia, owned by Ben Kauffman.

**Bradford** County

Calf & Heifer Sale

Saturday, April 20 at 10:30 a.m.



Star Rock Farms, Conestoga, Lancaster County once again had the top cow in the On-Farm Challenge. With the same cow. In this picture from a year ago, Dick Mellinger, right, congratulates Tom Barley as Jonah Barley, left, and Ed Facer look on.

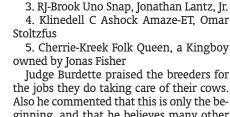
3. ZBW-JP Mirand Joyous; Elmer S. King. 4. Landis-MRK Fit DN Diey, sired by Fitters

Choice, owned by Nathaniel Beiler 5. Chestersprings Select Cary, Ben Kauffman

• 2nd lactation:

1. Cocalico Jordy Pia; Paul Zimmerman. 2. Misty-Z Solomon Brooklyn, Dale Zimmerman.

3. Gajan Artist Barbra, Galen C. Martin 4. RJ Brook Myboy Marvel, Jonathan Lantz



5. Cedar-Crest Hancock Pledge, David K.

2. Glennview Artist Anita, DB&J Holsteins

3. Misty-Z Tattoo Madelyn, Dale Zimmer-

4. Star-Rock Diamond Ring 3844, Star

5. Soapstone Jacoby Payday, John B.

1. Elquest Rosanna P, sired by Ammo P,

2. Cedar-Crest Lanita, sired by Crush,

3. Ro-Ben-Run Brewmaster 445, owned by

4. Lin-Ro Denver Lasey, owned by Paul

5. Kulp-Dale Jordy Lucky-Red, Melvin

1. Star Rock Aftershock 207, Star Rock

2. Oakfield Sanfernando-Red-ET, sired by

1. Gajan D.B. Jolie, Galen C. Martin

Stoltzfus

man

Rock

Stoltzfus

• 3rd lactation:

4th lactation

Ruben Bender

Zimmerman, Jr.

Stoltzfus

owned by Glen Peachey

owned by Joseph Blank, Jr.

• 5th or higher lactation

Ladd-P, owned by Neal Martin.

ginning, and that he believes many other counties will soon follow with this type of contest. The contest was sponsored by the Chester County Holstein Association, Lancaster County Holstein Association, Paul Horning, Triple-Hil Sires, Masterpiece Genetics, R & J Consulting (Steve Snyder); Farm Credit, Scott Umble; Dick Mellinger, Select Sires, NoBull, ABS/St. Jacobs (Jeff Piefer), Stol-

haven Genetics, Fisher & Thompson, Daryl Martin, Ed Smith, Bill Isle, Allied Milk Producers and Daryl's Consulting. The 2024 on-farm challenge committee

The 2024 on-farm challenge committee members were Ken Umble, Dick Mellinger, Glenn Ranck, Jeff Peifer, Mark Welk and Caitlyn Degnar.



717-768-0600

 Descention

 Descention



**NOTE:** Most creamery equipment bought new in the last three years.

**SALE ORDER:** Start time 10 AM, large farm equip. at 10:15 AM. Followed by dairy & creamery equipment. Preview: Fri. March 15, 11:00 AM-4:00 PM. Go to www.kikoauctions.com for complete listing.

**ONSITE TERMS:** Driver's license or State ID required to register for bidder number. Cash, Check, Debit Card, Visa, or Master Card accepted. 4% buyer's premium on all sales; 4% waived for cash or check when paid sale day. Information is believed to be accurate but not guaranteed. Multi Par auction process may be used.

**ONLINE TERMS:** Visa, MasterCard, and Wire Transfer accepted. Wire transfers required on invoices over \$3,000. 10% buyer's premium on all sales. Information is believed to be accurate but not guaranteed. Multi par auction process may be used.

Auctioneer/Realtor: Randall L. Kiko, 330-831-0174, randallkiko@kikocompany.com, Russell T. (Rusty) Kiko, Jr., C.A.I., 330-495-0923, rustykiko@kikocompany.com.

Auction By Order Of: Lad & Brenda Hastings and Milk Maid LLC.





Pictured from left to right are senior division semi-finalists: Madison Benfer, Kristen Houser, Jordan Anderson, Elise

Lydia Couch, Makenna Mase, Amelia Russell, Kimber Hough;

Hoover, Colton Uber.

# Pa. Holstein Juniors recognized with 'Distinguished' status

STATE COLLEGE, Pa. — The Pennsylvania Holstein Association recognized 13 outstanding youths last month as semifinalists in the Distinguished Junior Member Contest. Four were named in the senior division, five in the intermediate division and four in the junior division.

In the senior division, contestants completed a thorough book listing their accomplishments in Holstein activities, schoolwork, community involvement, leadership and their ideas of the future in agriculture and the Holstein industry. They also had to furnish a resume and multiple video presentations highlighting their ideas on the future of the dairy industry and how our industry can better relate to Holstein breeders and the consumers who use our products.

Each finalist was also interviewed by a panel of judges,

## HAUSA regional rep. must live in Lancaster County

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 employ-

ment@holstein.com



### **PUBLIC AUCTION**

Ashelman Farm Machinery Dispersal Located on farm at 753 Bowman's Mill Road, **ORANGEVILLE, PA (Columbia Co.)** 

Saturday, MARCH 16, 2024

Starting 11 a.m. Not many small items-be on time (Mostly all JD & NH)

TRACTORS, SKID LOADER, COMBINE 6 JD TRACTORS: 71 & 72 4320s; 4020; 2640; 2520 Diesel; 37 Unstyled B; JD 250 skid loader; JD 4400 combine; full line of mostly JD & NH equipment. Auctioneer's Note: Equipment is super clean & field ready. TERMS: Cash or good Pa. check day of sale. In person and internet bidding.





Muncy, PA 17756 570-546-6907 | fraleyauction.com Lic. AY001971

Watch fraleylive week of sale for pictures and descriptions. Larger listing in last week's paper.

who then combined their achievements, video information and interview scores to select two winners.

- The semifinalists named were:
- Elise Balmer, Lancaster County Jordan Anderson, Centre County
- Kristen Houser Whitehill, Centre County
- Madison Benfer, Blair County

The winners were Centre Countians Jordan Anderson, daughter of Don and Angela Anderson, and Kristen Houser Whitehill, daughter of Jim and Teresa Houser. They will represent Pennsylvania in the National Distinguished Junior Member Contest to be held in June at the National Holstein Convention in Utah.

In the intermediate division, the selection process was the same as in the senior division. Named as semifinalists were:

- Amelia Russell, Huntingdon County
- Kimber Hough, Centre County
- Lydia Couch, Huntingdon County
- Trevor Raney, Crawford County
- Makenna Mase, Crawford County

Makenna, daughter of Garrett and Maggie Mase and Lydia Couch, daughter of Travis and Becky Couch were named division winners. Both girls will have their books submitted for the National Young Distinguished Junior Member Contest sponsored by Holstein USA, Inc.

In the junior division, semifinalists were selected based on a scrapbook listing their activities and involvement in Holstein work, school, and community activities and leadership positions. They also had to complete a story highlighting their work on the home farm and tell what some of their future plans will be. And they were also interviewed by a panel of judges.

- Named semi-finalists were:
- Colton Uber, Crawford County
- Emily Couch, Huntingdon County
- Evelyn Maulfair, Lebanon County
- Jason Hoover, Cambria County

Evelyn Maulfair, daughter of David and Rachel Maulfair and Jason Hoover, son of Chad and Ashley Hoover, were chosen as division winners.

# **Zuck Registered Holsteins** Complete Dispersal On the farm at 135 Fox Rd., Lebanon, PA 17042 Tuesday, April 2, 2024 @ 9:30 A.M.

### 300 Reg. Holstein lots sell including 135 milking & dry cows,

150+ heifers from springers to baby calves along with several embryo packages. BAA 110.6 (12/23 classification 43-EX, 59-VG, 17-GP) • RHA 29,634M 3.7% 1,106F 3.0% 900P SCC 99,000

February 21st test avg. 93 lbs. milk 3.8%F 3.1%P (35 cows over 100 lbs. up to 179 lbs.!) \*Many show age heifers & calves will sell from multiple gen. EX dams including 23 head due for March show babies!

\*Note: Bred for profitability, longevity, production and eye appeal! Tremendous cows, great people and deep pedigrees all add up to make this sale one of the greatest herd dispersals in years and you will not want to miss it!

#### **Cows and Cow Families selling include:**



#### Kar-Je Mr A Little EX-94,3E EEEEE

LTD 306,087 3.7 11,206 2.9 8864 The lovely Lillie is preg & due Oct. to Luster-P, peaked at 154 lbs and looks as great as ever! This must see cow sells w/ Parfect embryos along with several descendants sired by Delta-Lambda, Unix, King Doc, Sidekick, etc.



Kar-Je Mogul Blizzard EX-94,3E EEEEE LTD 263,222 3.6 11,533 3.1 8,382 Blizzard sells w/ Addison & Lambda embryos and has records over 40.000M! Also selling is 2 beautiful fresh Delta-Lambda & fancy yrlng Tatoo daughters

along with more descendants. Deep

Sale Host: Zuck/Kar-Je Reg. Holsteins

c/o Travis Zuck 717-821-3432 135 Fox Rd, Lebanon, PA 17042

pedigree w/ multiple EXs.



Golden-Rose Goldrush EX-94,3E EEEEE

6-09 305 39,900 4.8 1928 3.5 1392 The spectacular Goldrush is an 18th gen. EX cow and sells ready to flush along w/ 20 descendants! Young VG milking dau's sell sired by Altitude, Awesome, King Doc, Denver, Artist, Moovin & more along with their calves. ALSO, several embryo lots sell from Goldrush herself!



#### Kar-Je Shottle Orchid EX-94,4E EEEEE

LTD 335,055 3.6 12,290 3.1 10,307 Orchid sells along with 25 descendants including EX Corvette w/ 128 Ibs last test, EX Mogul w/ 98 lbs, VG-88 Lambda w/ 95 lbs, EX Shottle w/ 101 lbs and each one with daughters selling!

More Highlights Include:

- 20th generation EX R&W Jordy sells along w/ embryos and 3 daus including GP-84 pt polled R&W 2yrold & gr' daus that are pot. 22nd gen. EX!
- EX-94,2E McCutchen sells w/ over 110 lbs 1st 5 tests along w/ daughters by Eye Candy, Sidekick & Jordy!
- EX-92,3E Dorcy sells milking 134 lbs last test along w/ EX Mogul sister making over 45,000M due May to Sidekick, along w many more family members!
- EX-92 Explode milking over 100 lbs/day along w/ just fresh Howard 2yr-old dau.
- EX Aftershock sells X EX Mogul X EX-91 Gold Chip along with several family members
- EX-93,2E Phoenix sells X EX Zenith along with several family members including an EX-92,2E Gold Chip & EX Crush
- EX-93,3E Atitude sells and had 156 Ibs 1st test, along with other family members
- VG-88 Silver w/ 51,160M last lactation, fresh again w/ 179 lbs last test X EX Atwood
- Many more great young cows and heifers sired by Delta-Lambda, Aristocrat, Eye Candy, Warrior, Dynasty, King Doc. etc.



Ph: 717-821-1238 Fax: 717-867-5493 E-mail: brandtfive@comcast.net



### **CDE DAIRY MARKETS & MANAGEMENT UPDATE** All prices — MAR. 6, 2024 — except where noted

2023 Pennsylvania Dairy Statistics: Total dairy farm numbers were herds in Pennsylvania released released in USDA's most recent Milk Production Report in late February. Dairy farm numbers fell 5.8% across the nation to 26,290 farms, while Pennsylvania's dairy farm numbers were down by only 1.2% at 4,940 farms. Pennsylvania remained second in the number of dairy farms. closing in on Wisconsin's dairyland, now at 5,920 dairy farms. Although Pennsylvania held relatively stable in the number of dairy farms, milk production in the Commonwealth did fall nearly 1% from a year ago to 9.859 billion pounds in 2023. Nationally, total milk production was down 0.1% to 226.364 billion pounds.

The average herd size in Pennsylvania crept up 1 cow to 94 cows per herd, while nationally the average herd size is 356 cows. When you look at the Top 7 dairy-producing states, which are, in order, California, Wisconsin, Idaho, New York, Texas, Michigan and Minnesota, the average herd size is nearly 500 cows. Milk production per cow in Pennsylvania in 2023 was at 21,157 pounds annually, about 2,960 pounds below the national average. Nationally, Pennsylvania is ranked 6th in the total number of milk cows and 8th in total milk production.

Milk production per cow is the one area where our Commonwealth continues to lose ground when compared to other major dairy states. With the 2023 numbers, Pennsylvania was the 32nd state in the ranking for milk production per cow. Comparably, when this report was released in 2004, Pennsylvania was ranked 9th in milk production per cow. Over the 20-year period, the U.S. average milk production per cow increased by 27%, while Pennsylvania's average milk production per cow increased by 15%. Michigan and Minnesota each have fewer cows than Pennsylvania, but both produced more total milk in 2023 than Pennsylvania. That's because average milk production per cow in those two states is significantly higher than it is in Pennsylvania.

The Center tracks data from DHI-tested dairy herds located in the Commonwealth in our Pennsylvania Dairy Performance Scorecard. The latest data from DHIA is from December, and it shows that milk production per cow on DHI-tested herds averages about 23,569 pounds, which is up about 8% in the past 5 years. The DHI-tested herds average about 2,500 pounds, or just over 7% more than the rolling herd average of all dairy

by the USDA. This shows that the herds that intentionally monitor and measure their herd performance do, on average, have higher production levels than those that do not.



Alfalfa

Grass

Straw

Grass

Straw

Alfalfa

Mixed hay

Timothy

Grass

Straw

Steers

M/L-1-2

Heifers

M/L-1-2

M/L-1-2

Calves: 422

Hol heifers

Steers

Choice

Select

Choice

elect

Heifers

Choice

Select

Steers

M/L-2

Heifers

M/L-1

M/L-2

Bulls

M/L-1

M/L-2

Calves: 386

Utility bulls

Cattle

Dairy cows

Feeders:

Dairy

Heifers

Steers

Calves:

Rulls

Bulls:

Orchard

Corn fodder

Mixed hay

Mixed hav

Many dairy farm financial advisors will tell you that the last 10 pounds a cow produces on your farm are typically the most profitable for your dairy. That is because you are spreading your "fixed costs," like your facility and overhead costs, over more pounds of milk. Each individual cow also has a "fixed cost," which is your cost to feed her what she needs for maintenance and health. If she is giving more milk, that fixed cost is spread over a higher level of milk production, which makes her a more profitable member of your herd.

Since 2019, some milk markets have placed base excess programs on their suppliers, which have limited farms' ability to grow, both in total milk production and in milk production per cow. However, many herds have gotten around those restrictions by increasing components per cow. Nationally, both butterfat and protein levels have been steadily increasing over the past few years. USDA's Mailbox Milk Price Report provides component test levels for each month. In the latest report from November 2023, butterfat levels were at 4.28%, while protein levels were at 3.38%. Consider comparing where your herd's component levels are to those national averages.

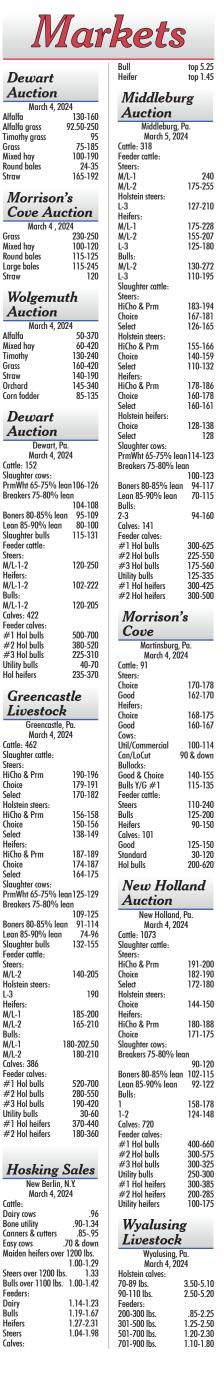
Getting to that next 10 pounds or those higher component levels is often in the details of your dairy operation. Having a well-balanced ration with high quality forages that meet your herd's performance levels is important. But being consistent with your protocols for both your milking procedures and your reproductive strategy can also make a huge difference. Cow comfort and foot health can also have a big impact on a cow's ability to reach her full potential to produce.

Some farms have found success in putting together a team of their key advisors - called a Profit Team -- to help them identify opportunities and bottlenecks in maximizing their milk production. The Center does offer grants to cover discovery costs and meeting expenses associated with a Profit Team. Call Melissa Anderson at 717-788-0296 to learn more.

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 — MAR. 6, 2024 AT THE CLOSE \*AVG = Average MAR-24 APR-24 MAY-24 JUN-24 JUL-24 AUG-24 SEP-24 OCT-24 NOV-24 DEC-24 JAN-25 FEB-25 TREND basis for CLASS III MILK FUTURES (\$/CWT) vs. wk ago: Mar-Jul24 down \$0.75-1.50, Aug-Dec24 down \$0.30-0.50, Jan-Feb25 fully steady. North-12-Month Avg. 17.60↓↓ East and 16.53 16.00 16.51 17.22 17.71 18.12 18.40 18.33 18.30 18.00 18.11 18.00 Ш Mid-East CLASS IV MILK FUTURES (\$/CWT) vs. wk ago: Mar24 generally steady, Apr-Dec24 down \$0.15-0.35, Jan25 up \$0.15, Feb25 down \$0.50. 12-Month Avg. 20.37↓↓ \*MARGIN 19.99 19.80 19.96 20.20 20.55 20.76 21.00 21.19 21.17 20.86 19.76 19.28 Ш = Milk CLASS III MILK (\$/CWT) OPTIONS - PUTS - Daily Strike Price / Premium Price over **16.50** 0.09 **16.00** 0.37 **16.50** 0.57 **17.25** 0.72 **17.75** 0.80 **18.00** 0.80 **18.50** 0.99 **18.25** 0.96 **18.25** 1.04 **18.00** 1.11 **18.00** 1.12 **18.00** 1.21 Feed MILK BASIS (\$/CWT) - 2017-22 PA BASIS AND AVG PA/NY/VT/OH - YOUR INDIVIDUAL BASIS WILL VARY (MAILBOX - CLASS 3) Cost **PA** 1.53 2.29 1.82 1.58 0.99 1.03 0.95 0.79 0.60 0.79 1.17 0.62 per cwt. YELLOW \*AVG 2.55 2.15 1.25 1.15 1.66 1.45 1.31 0.69 0.74 1.38 0.85 1.67 DMC OFFICIAL GROSS MARGINS per cwt(USDA All-Milk, com, alfalfa & III. soybean, feed for ALL CLASSES of dairy cattle on farm) Updated with NEW prem. alfalfa feed cost payment 
 FEB-23
 MAR-23
 APR-23
 MAY-23
 JUN-23
 JUL-23
 AUG-23
 SEP-23
 OCT-23
 NOV-23

 6.19
 6.08
 5.84
 4.83
 3.65
 3.52
 6.46
 8.44
 9.44
 9.58
 DEC-23 \*JAN-24 DMC NOV-22 DEC-22 JAN-23 triggered 7 94 10.89 9.76 6.46 8.44 9.44 9.58 8.44 \*8.48 11 U.S. AVG PREMIUM ALFALFA & ALFALFA/GRASS HAY 20-22% CP - Source: USDA Monthly National Dairy Comprehensive Report 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 \*FEB-24 \*224.50 ↓↓ 277.00 290.00 292.86 244.27 254.92 243.50 238.50 289.50 296.50 266.60 297.25 217.82 240.41 231.70 254.85 U.S. AVG. BRED COWS & HEIFERS (3rd trimester) per head as reported by USDA Monthly National Dairy Comprehensive Report 1250 1352 1342 1330 1400 1559 1540 2108 N/A 1635 N/A 1290 1300 1502 1500 1741 U.S. AVG. FRESH COWS per head as reported by USDA Monthly National Dairy Comprehensive Report 1526 1531 1436 1487 1493 1544 1469 1792 1615 1634 1634 1643 1830 1988 \*N/A 1792 N/A CORN FUTURES (\$/BU) **JUL-25 MAR-24** MAY-24 **JUL-24** SEP-24 DEC-24 MAR-25 **MAY-25** SEP-25 **DEC-25 MAR-26 MAY-26** TREND 4.180 4.286 4.440 4.480 4.610 4.740 4.804 4.830 4.722 4.742 4.832 4.866 MIXED - WEEK AGO 4.132 4.284 4.402 4.500 4.632 4.820 4.846 4.726 4.744 4.836 4.874 4.756 SOYMEAL FUTURES (\$/TON) AUG-24 SEP-24 **OCT-24** DEC-24 **JAN-25 MAR-25 MAY-25** JUL-25 AUG-25 TREND MAR-24 MAY-24 JUL-24 334.9 330.4 333.4 334.1 334.6 334.3 337.3 338.7 339.3 340.7 343.2 343.0 11 WEEK AGO -331.3 327.5 330.8 332.4 333.5 333.7 338.4 339.9 342.2 338.7 342.5 341.1 PA MILK MARGIN & IOFC-LATEST PSU VALUES \*DEC. 2023 CME DAIRY CASH-SETTLED FUTURES (\$/LB) 03/06/24 SPOT CASH TREND <sup>≮</sup>=NEW MAR24 APR24 MAY24 JUN24 JUL24 AUG24 SEP24 1.188 1.177 1.173 1.195 1.217 1.232 1.247 03/06/24 FEED COST PA MILK MARGIN IOFC (\$/COW Ш 1.1500↓↓ NFDM FEED (\$/CWT milk) (\$/CWT milk) @ 75 lbs milk) 0.440 0.442 \$/CWT. \*DEC. (estimated) WHEY 0.464 0.441 0.445 0.460 0.450 11 0.4100↓↓ \*8.11 °10.27↓↓ \***16.35**†† BUTTER 2.810 2.834 2.835 2.870 2.893 2.900 2.915 11 2.850011 IOFC = PREV MO 7.79 11.48 17.33 1.655 1.724 1 599 1.782 1.820 1.840 Ш CHEESE 1.640 See Below \$/COW **YR AGO** 9.45 1913 9.45 12.04 19.13 lactating feed, based on 75 lb herd avg, Buff., NY soy price CME SPOT CHEESE: BARRELS 1.6250 / 40 LB BLOCKS 1.4900 👭 / 👭 \* = NEW ANNOUNCED FEDERAL ORDER PRICES (\$/CWT) ALL-MILK BF \*MAILBOX \$25.80 3.94 \$24.17 \$25.70 4.02 \$23.71 CURRENT FEDERAL ORDER VALUES (\$/LB) \* = \*NEW CL III111 CL IV 11 \*ALL-MILK-U.S \*ALL-MILK-PA WEIGHTED AVG. 4-WK FEB. 1-24, 2024 FEB. 2024 CLIADV<sup>††</sup> CLII<sup>††</sup> \$25.70 4.02 \$23.71 \$25.80 4.16 \$23.12 \$23.60 4.31 \$22.81 \$23.20 4.28 \$22.55 N/A N/A \$22.29 PRODUCT VALUE MAKEALLOW NET 19.85(FEB) \*20.10(JAN) ↓↓ \*21.30(DEC) ↓↓ **COMPONENTS** 18.80(MAR) 20.53(FEB) 16.08(FEB) 4.34F 1.225511 1.3944 11 PROT 4.35F **CHEESE** 1.5947 0.2003 MONTH AGO ----BUTTER 2.7339 0.1715 2.5624 11 B.FAT 3.1031 \$22.60 4.14 \$22.28 \$22.80 4.17 \$21.64 estern PA 20.60 **4.35** F 21.80 **4.22** F 17.99 20.04 15.17 19.39 1 0447 11 N FAT 1.0343 NFDM 1.2125 0.1678 YEAR AGO \$24.20 4.58 18.99 20.83 17.78 18.86 23.10 4.23F 23.90 4.14F **DRYWHEY** 0.4649 0.1991 0.2658 11 OTHER 0.273811 
 \$21.70
 4.32
 \$20.80
 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, \$21.80
 4.28
 \$20.80
 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, \$21.80
 4.28
 \$20.80
 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, \$21.80
 4.28
 \$20.80
 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, \$21.80
 4.28
 \$20.80
 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, \$21.80
 4.28
 \$20.80

 \$21.80
 \$28
 \$20.80
 \$20.80
 \$20.80
 \$20.80
 \$20.80
 \$20.80
 \$20.80
 \$20.80
 \$20.80
 \$20.80
 \$20.80
 \$20.80
 \$20.80
 \$20.80
 \$20.80
 \$20.80
 \$20.80
 \$20.80
 \$20.80
 \$20.80
 \$20.80
 \$20.80
 \$20.80
 \$20.80
 \$20.80
 \$20.80
 \$20.80
 \$20.80 \$20.50 4.37 \$19.80 4.26 Bred Springing HEIFERS: Bred Springing Beefx Open: 300-600 lbs BeefX 600-900 lbs BeefX 900-1100 lbs BULLS(800-1300/b COWS: Fresh 1975 1900 1750 LTD 1700 1800 700 825 N/A N/A 1650 2100 \$21.50 4.38 \$19.60 \$20.70 4.66 \$19.52 A \$19.60 4.52 \$19.37 NM \$20.30 4.19 \$19.01 2075 1600 2125 N/A 975 1350 1150 FED HOLSTEIN STEERS (\$/CWT LIVEWEIGHT) CURRENT Beef X WEEK AGO YR AGO PA Auction Markets Feb. 29-Mar. 5, 2024 A AUGUOII Markets Feb. 29-Mar. 5, 2024 averages do not include lower-end Premium White Breakers Boners Le Price Choice & Prime 1250-1550 lbs light test 149.75 N/A 136.25 11 BULL CALVES: No. 1 & 2, 90-130 lbs Breakers Boners Lean 550.00 875.00 485.00 850.00 172.00 11 'common 110.8511 105.1011 106.0011 70-85 lbs 575.00 885.00 525 00 970 00 177 00 11 WEEK AGO -Average brought to you by: 107.00 99.25 100.00 N/A to high dressing YEAR AGO -----FARMSH DairyEXCELLENCE pennsylvania 88.75 82.10 N/A 94.00



Classifieds "Say you saw it in FARMSHINE

### 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 Panda leon 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 - CUS-**TOM 3x3 and round baling, along with individual wrapping. Out of southern Lancaster, Pa. 717-826-3775.

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

**BOB & MILLIE'S DISCOUNT** signs. The cheapest guys in town. Free delivery on all sign orders. bobthesignman@yahoo.com. Real Estate-Con-struction-Banners-Yard Signs-Decals-Magnetic Signs-End of Lane Farm Signs. appletreesigns.com. 410-708-1341.

**COMPOSTECH LLC. IS A lo**cal 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. 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.

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

**RELIEF MILKING-farm sitting.** 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.

**BARNS FULL? WITH 8+** years experience raising heifers, I am the solution to your problem. Space available now. Call today to discuss this opportunity. 717-860-8867.

**CUSTOM HEIFER RAISING.** Weaned calves to calving. 19 years experience. Modern housing, free stalls, AI breeding, TMR, monthly vet visits. Lebanon Co., Pa. Call 610-451-3006.

**GARDNER CUSTOM HEIFER** raising. 40 years experience. TMR in fenceline feeders with

R,

三

( (

lockups, dairy veterinarian manages, adolescent to springers, competitive prices. 540-871-0246, dlggar@aol. com, gardnerheifers.com.

**CUSTOM HEIFER RAISING.** 300-400 head capacity. Al breeding, hauling available. We do not have state of the art facilities but are committed to an accelerated feeding pro-gram. Call for pricing. Reach us at 240-291-0286

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

**CUSTOM HEIFER RAISING.** 

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

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

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

ADAM'S HOOF TRIMMING. 22 years of experience. 717-813-1358.

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

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

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

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

Sale Barn

Pedigrees

Art Kling

717-414-6657

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

HOOF TRIMMING Service. 717-755-0770.

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

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

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

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

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

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

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

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

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

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

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

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

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

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

SILO DEMOLITION. 717-786-6063.

HARVESTORE SILO RE-PAIRS, extensions, and roof replacements. Call us at 717-786-6063.

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.



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

Group 1 consists of 27 top, young cows hand picked from one 400 cow herd, 26,000 RHA. They are mostly 2 and 3 yrs., mostly fresh last 60 days except a few due this fall. Mostly AI sired. Cows milking up to 129 lbs. This is a super milky group of cattle from one closed herd. Cows milked in parallel parlor. This group will make many people happy! Cows milked in tie stall two weeks prior to sale.

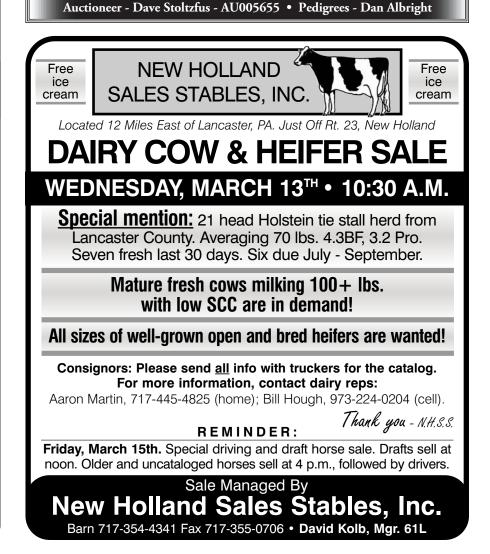
Group 2 consists of many good, young, fresh cows and heifers from overstocked herds, *including*:

• Reg. VG-85 4 yr. Millington dau., fresh, milking 115 lbs.

• 5 young, fresh cows sell from one 27,500 herd.

Plus many more. Watch for more details next week. Free chocolate milk • Not responsible for accidents

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



## **10 BROWN ROAD, SHIPPENSBURG, PA** Thursday, March 21 @ **10:00** A.M. Special Dairy Cow & Heifer Sale

- ★ We are expecting a good selection of fresh and fancy, 2 and 3 yr. olds out of local overstocked herds and heifer growers. Mostly A.I. sired with several good Registered cows, most on test w/low SCC and milking well!
- ★ Brandt-View sends 5-7 fresh cows w/ deep pedigrees & genomics, milking up to 100 lbs.!!
- \* Six top, *Fresh and Fancy* cows from one high producing herd! Smashing udders, and good feet and legs, all recently fresh and milking up to 120 lbs. with low SCC! The kind everyone wants!!
- ★ 4-5 Jersey cows, all recently fresh, from one consignor.

 $\star$  Also a nice selection of heifers from healthy calves to close springers!

★ Nine breeding age bulls out of good cow families!

**NOTE**: Looking to replace some worn out cows with some quality dairy cows? You're looking at the right place! We're getting a great selection of dairy cattle right off the farm. All cattle vet checked and vaccinated. Trucking available. ~ More quality consignments welcome! ~

Can't make the sale? You can now participate online at Cowbuyer.com. For on-line questions, call Katie Shultz 717-543-7883.

Manager/Auctioneers Jason Brubacker Lic. AU5608 Ivan Brubacker 717-729-0173 COWBUYER Darryl Jones Lic. AU5194 717-226-0776 pril 18th, 2024!

oin us for our 'Annual Heifer Turn Out Sale' Thursday April We will be selling dairy cows, bulls and heifers!

### Farmshine, Friday, March 8, 2024 — 27

SERVICE DONE ON ALL

brands of fence energizers

and battery chargers. Call

Sensenig's Electronic Repair 717-445-9905 for all of your

Equipment

**BUCKET MILKERS - 3** 

DeLaval and 4 Surge, pails and strainer. Western New

York. 716-200-6354. (3/22)

**NEWLY REBUILT GAULIN** 

200E milk homogenizer. Rated

for 200 gallons per hour. New

pistons, valves, seals, gauges, etc. Asking \$29,500. Call

Randy at 814-663-0921. ()

Dairy

repair needs.

3

**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 lea! Full service repairs and restorations. Agriculture and industrial repairs. York Co. 717-368-1354.

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

**DISCBINE DOCTOR - Re**pairing all makes. Buying & selling. After market cutter bar, bearings, or NH/JD/ Kuhn



FOR MORE INFO: SHERMAN L. GLICK 717-935-5195

717-483-6565

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

AUCTIONEER:

570-878-6100. Scott Township, Pa.18447.

WESTFALIA SURGE autotandem milking parlor, good condition. 2x4 stalls, metatron meters, 5 hp variable speed vacuum pump, plate cooler, receiver. All for \$8000. 570-809-6567

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)

**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)

4' X 6' COW MATS. GOOD mat for the money and easy to install. \$80 each, including hardware. 717-304-6684.

**USED MILK TANKS - 375** gal. Milkeeper; 600 gal. Mueller M; 800 gal. Mueller OH; following tanks are stor-age only: 1500 gal. Mueller O; 800 gal. O. T. H. Horning. 717-438-3104

**GUTTER GRATES FOR tiestall** barns. Innovative design prevents hoof injuries. Call for more information and current pricing. 717-464-6476



SOLLENBERGER SILOS 5778 Sunset Pike Chambersburg, PA 17202 maximum feeding value Poured Concrete Silos High-energy, bypass protein and palatability for Farm and Industry Toxic enzymes and molds Since 1908 destroyed Custom roasting in MD, DE, PA & Southern NJ For information call: Ken Mansfield 717-503-8909 www.sollenbergersilos.com Fresh cows for sale



3/32" FINE GROUND CORN

bulls. Phone Aaron Coons, 30,000M, 1200F. Stump JUST FRESH, 1ST LACTA-



Embryos HELSEL-HILL HAS expanded.

6 Dairy Bulls

TION Reg. Holstein cows.

Good quality, well grown an-

imals. 3-4 generally available

each month. 570-297-5118.

717-816-4118

**OCEAN-VIEW SEXATION** grandson. A2A2, proven breeder, ready for cows. Dam Joseph dau. with 31,000 lbs. with 4.1 BF. 2nd dam Redman, 27,000 lbs., 4.7 BF. 3rd dam Advent. 4th dam Shottle from the Gloryland Liberty Rae family. \$2375. Martin-Dale Holsteins, Lancaster, Pa. 717-445-6548. (3/22)

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

WANTED - Registered Jersey bull, 12-15 mos. old. Call 856-478-2942. **REG. HOLSTEIN BULLS for** 

sale. Ar-Joy Farms, Cochran-ville, Pa. 610-637-7423. **HOLSTEIN BULLS** ready for

free stalls and younger. High genomic tested bulls from contract matings and high type cow families. 610-932-6062. Call btw. 8-8:30 a.m. **BULLS FOR SALE & LEASE -**

Reg. Holsteins, any age out of dams with records to SOYBEAN

**ROASTING ON** 

**YOUR FARM** 

Full-fat roasted soybeans for

HORST GRAIN ROASTING

Chester Co., PA

(717) 926-4310

Acres. York Co. 717-792-3216.



Call or text Keith Helsel for No Bull sires, Blondin sires, Resolution-Red, Furnace Hill Zas Endure, and more. 814-515-5455.

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

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



GEHL 1540 SILAGE blower, \$400 OBO; antique John Deere 1 1/2 hp hit and miss engine, \$775 OBO. 973-703-5148.

9

NEW HOLLAND 3PN corn head for FP240 harvester. Nice, original condition, field ready, late model. Call for more information. \$8900. 717-351-0353.

2017 MCHALE VALERO round baler with wrapper, only 1600 bales, heavy duty pickup package. \$107,500. 859-608-9745. (3/29)

AND NEW HOLLAND Ariens parts inventory sale. Retired dealer 40 years selling in lots, remaining current and older model parts. Western, Mass. Serious inquiries. 413-738-5379

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.

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

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

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

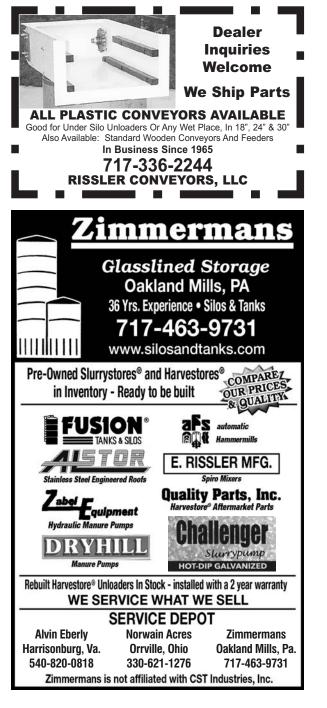
**ROOFERS BUGGY-RENT** for \$125/day or \$500/week. Lancaster Co., Pa. Call 717-808-4155.



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

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

**CERTIFIED ORGANIC KELP** meal. Redmond minerals.



Dealers available in select areas. Hess Farm Supply. 717-354-9492

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



**GOOD QUALITY GRASS** hay. Small square bales. Wyoming Co., Pa. 717-250-1399. (3/29)

LARGE SQUARE BALES, 3x4x8 timothy orchard grass 2nd cutting, bales weigh 1100 lbs., very good quality, \$90 per bale; 1st cutting large square bales, \$45/bale. Sullivan Co., Pa. 570-419-8981.

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

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

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

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

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

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



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

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

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

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



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)

#### Vehicles & 5 Trailers

TRAILER PARTS, TOWING accessories, trailer hitches, and cushion hitches. UPS to your door. Weaver Distributing. 1-800-Weaver-D. Save!

# 6 Fencing

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

Silos

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

**SILO DEMOLITION.** Contact Beiler Silos. 570-745-3574. HARVESTORE SILO ROOFS.

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

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

**BEILER SILOS - SILO PARTS,** sales and service. New and used silos. Shotcrete relining. Foundation repair with Shot crete. Tear down and rebuild.



Special Riding Horse Sale ...... May 25, 11 a.m. Monthly Horse Sale ..... May 31, 7:30 a.m. You may start bringing horses in

Thursday, March 21 at 2 p.m. Sale the last Friday of every month.

<u>Auctioneers:</u> Atlee Shetler AU005270 | Vernon Yoder AU005267 Silo doors made to order. 20 years experience. Serving Lycoming and surrounding Co. Jersey Shore, Pa. Call 570-745-3574.

I BUY USED SLURRYSTORES. 315-404-6721/315-495-6506.

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

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

S & S SILO SERVICE - We erect silos, repair silos with shotcrete, repair concrete walls, stone walls, and foun-

dations with shotcrete. Serving the shotcrete and silo industry for 25 years. 610-273-3993. MANUFACTURERS of silo doors and hardware. Double

thick tongue and groove cedar poly and plywood doors. Hardware is powder coated. Agri-Door. 717-949-2034.



FARM FOR SALE - 158 acres, 100 acres tillable. 37 tie stall barn, 2 sheds. 6 bedroom house. Somerset Co., Pa. 814-267-3875.

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

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

6

**TO BUY/SELL REAL ESTATE** in Pa. call Thomas Hershey at 610-209-7096. Hershey Farm Agency, Inc., HersheyAuction-LLC.com. 800-880-3831.

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



**BUYING HARVESTORE** silos & Slurrystores. 717-517-2080. **ISSUES OF HOLSTEIN** World, Jersey, Brown Swiss, etc. (all other dairy cattle breeds) magazines, sale catalogs and sire

directories. 716-255-5625. I AM STILL LOOKING FOR used books and publications about dairy farming, printed early to late 20th century. Interested in all farming related topics. Paying cash. Phone Owen Backus, 608-479-0811.

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



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

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

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



**OUT OF RESPECT FOR** animal welfare, "Pets or Doas 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 wellbeing in mind.

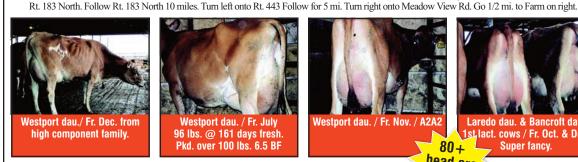
A.B.C.A. REG. BORDER Collie puppies. Trial winners on both sides of pedigree. Two rounds of vaccinations and up to date on worming. \$500. 740-363-6235 or 740-803-0105. (3/8)

NEED SOME HAY? Look under heading 11 in Farmshine's classified section.





Friday, March 15, 2024 @ 10:30 a.m. Eastern Daylight Time Location: On-site Sale @ Meadow View Farm, 112 Meadow View Rd., Pine Grove, PA 17963 (Schuylkill Co.) Directions: From Pine Grove follow Rt. 443 East 5 mi. Turn left onto Meadow View Rd. Follow 1/2 mi. to farm on right OR from I-78 take Exit 19 for



Herd Info. - 150 Hd. registered Jersev herd. and a few crossbreds. Maiority are A2A2 cattle. "A free stall/parlor herd - should adapt well to tie stalls." 130+ fresh cows, 4 springer cows, 10 springing heifers. 45 hd. fresh Nov. & Dec., 25 fresh Jan. & Feb., 10+ due in March, 11 due May & June. 110 hd. are 1st & 2nd lac., 20 hd. are 3rd & up. Dec. test Avg. 55 lbs., 5.2 BF, 3.8 Pro., SCC under 100,000

Top Jersey @ 94 lbs. Few crossbreds 100+ lbs. Herd was awarded Less than 100,000 SCC 3 out of the last 4 yrs. A few 1st lact. cows milking 70 lbs.

20+ hd. confirmed A2A2, many more being tested - results by sale time. Cattle are on bi-annual vacc. program w/9 - Way. Herd will be vet checked, tested and ready for interstate shipping. Herd is bred for production w/functional type for over 40 yrs. Sires include: Westport, LemonHead, Bancroft, Denmark, Rockwell, Closer, Made-Rite and other TOP Sires.

cial Mention: a few offspring from a 152,000 LT and a 147,000 LT cow. Also some maternal families have bulls in AI genetics. a 91 Pt. cow sells in 6th lact./Sired by Access/made 100,000/her dam made over 100,000 LT. She has offspring selling: (1) 1st & (1) 2nd lact. Bred sexed semen and due sale time.

uctioneer Note: This is an outstanding herd of cattle. Showy - Milky - You name it - they've got it! Super good udders throughout. There are cattle in this herd w/ potential show toppers. This is now officially a complete milking dispersal for Craig Rhein. Craig is sad to see them go but came to the stage in life to make changes.

Sale Staff: Tim Weaver 717-354-9524. Dave Stoltzfus 717-768-7526. Alvin Lapp 717-768-4689, Dan Z. Stoltzfus 717-283-7282, Jeff Peiffer 717-371-3003, Herby Lutz, Pedigrees 614-570-2444. Tim Weaver

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



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

NEED SEED OATS? We can obtain almost any variety. Also publish quarterly oat marketing newsletter. \$12/ year. J.C. Goss, Box 312, Hurley, MO 65675, 417-708-7860

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

Laredo dau. & Bancroft dau. 1st lact. cows / Fr. Oct. & Dec.

Super fancy.

80+

head are

Auction Info. - Auction will begin @ 10:30 AM Eastern daylight Time. Online

bidding available @cowbuyer.com Auction Co. and sellers are not responsible

for accidents. Auction day announcements take precedence over all advertising.

Auction for: Meadow View Farm / Craig Rhein, 570-640-6673

COWBUYER

ant terms. Cash Annroved check or credit card w/3% fee Auction hel

Transportation available from Lancaster Co.

\$45 max round trip. Bus stops @ Peach Bottom, Bart, Ronks, Leola, Brownstown areas, Trucking available to

Lanc. Co. Contact Dave @717-768-7526 to schedule.

**Pre-Registration &** 

**Pre-Approval Required** 

Contact Aaron Ray Tompkins

336-363-4639

Steve Schuler 717-666-4381 Matt Martin 717-738-0328

1st lactation cows

heated tent. Food Stand on premises.

AUCTION SERVICE

717-354-9524

#### 30 — Farmshine, Friday, March 8, 2024

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

ALFALFA, CORN, SOY-BEANS and more! Call us for all of your crop needs. Growmark FS-Eighty Four. 724-222-4303, www.grow markfs.com.

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

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

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

**APPLY AGROWSIL TODAY** Quick and long lasting PH increase, increased yields, soil nutrient release, disease and stress tolerance, and drought tolerance. 1-800-850-0527.

- Lykens/Gratz Area -

Stoltzfoos FARM DISPERSAL

68 Hd. Holstein Herd - 50 Cows - 18 Heifers



**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 03/14/24 at the Trinity Point Church of God in Clarion, Pa. Visit westernpagrazing.com. STOP FLIES. GREAT products. Fly parasite plans. Cedar

solar traps (the best). Zapper that just keeps zapping. www.dairyflyparasites .com. 888-771-3276. Useful Farm Products.

LOOKING TO GET RID of insects? Buy bluebird or tree swallow houses. Plus more. 717-529-2326, ext. 1.

**CLEANING OUT YOUR** attic? We'll take any magazines, newspaper, books, etc. for old man to shred for horse

year old. Visit Youtube and search "4th Gen Dairy Farmer" for videos. Call 716-474-1705 for more information.

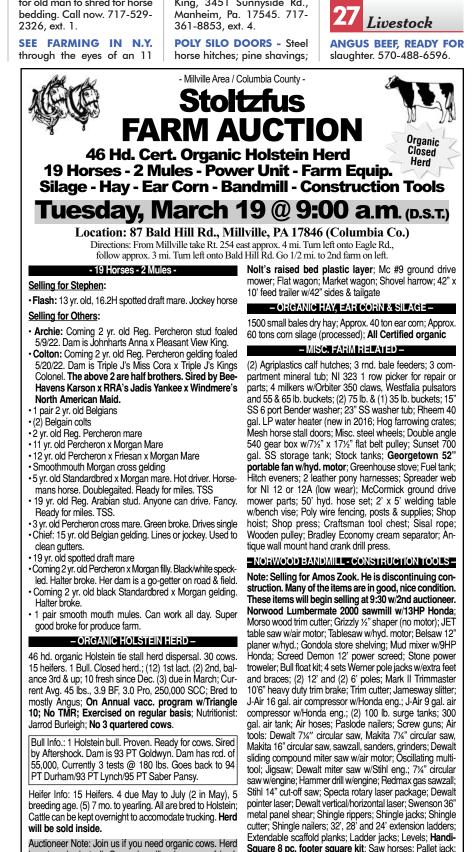
HORSE, DONKEY AND calf blankets. Reasonably priced. Dealers welcome. Call 717-361-4474.

LIGHT UP YOUR BARN with custom made clear poly carbon doors. Also custom manufacturing and repair. Jonas King, 3451 Sunnyside Rd.,

pine bedding pellets; Meadow Springs Farm, Gordonville, Pa. 717-768-3337, ext. 1.

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

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



#### Top Herd 6 Horses - IH Tractor - Power Cart - Power Unit < of Cows Milky Herd 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 Berrysburg 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. Dec./Hurricane dau./140 lbs. low SCC/her dau. also sells

Royal 5 yr. old

- 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 accomodate trucking. Cows sold in heated tent. Call Dave Stoltzfus @ 717-768-7526 w/any questions. Call Alvin Lapp @ 717-768-4689 to order buy cows.

#### -6 HOF

Royal: 5 yr. old, 18.2 H sorrel Belgain 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 Belgain 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.

#### - TRACTOR - POWER CART **POWER UNIT - FARM EQUIPMENT**

72 IH 1066 tractor w/turbo, TA, 540/1000 PTO, dual hvd.. 3 pt. on rubber tread stl. whis: 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 whils; <u>Hay Equip.</u>: 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 rnd. baler, auto net wrap, bale slice, monitor, on belting whis; Techno-Bale 900 bale wagon: Dry Hill hvd. rnd. bale hugger (S/L attach); <u>Corn Harvesting:</u> NH 782 harvester w/Horn-ing processor, long gooseneck, tandem/torsion axle, elec. controls

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

Tim Weaver



NH 782 w/824 Head

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 & 5½HP 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" rnd. bales - inline wrapped);160 gal. fuel tank; (2) 8" x 38" 8 lug. rubber block stl. whis.; (2) 10" x 25" rubber block stl. whls. (off a Vermeer wrapper); 1 wagon load misc. smalls & leftover dairy supplies; Surge vac. pump w/ elec.motor, oil reclaimer & trap tank; 16' belt conveyor w/ elec. motor.

5 bale rnd. 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.

begin at 9:30 w/a few smalls. Farm Machinery approx. Co. and sellers are not responsible for accidents. Auction day announcements take precedence over all advertising. wment terms; cash, approved check or credit card 3% fee. Food Stand. We accept absentee or phone bids. Call Tim before day of sale to place bids.



(recent tune-up/field ready); NH 824 2RN head (recent

#### SELLING FOR THE LATE JAKE ESH

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 10:30. Horses approx. 11:30 followed by Mixer & Feed room items. Cows & heifers last approx. 12:00. Auction

Auction for: 717-365-3855

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

Extendable scaffold planks; Ladder jacks; Levels; Handi-Square 8 pc. footer square kit; Saw horses; Pallet jack; Oregon chain saw sharpener; 12 ton hyd. pipe bender; Snow Defender SS snow stops; Alum. & steel trim coil; Asst. steel roofing & siding & trim; Asst. screws

#### – AUCTION INFO –

Join us for this Auction at the Stoltzfus farm. Stephen & Sarah are discontinuing the dairy farming to pursue produce farming. Also selling items from others. We will be selling w/2 auctioneers. Ring 1 will begin at 9:00 Sharp (daylight savings time) w/ misc. farm related items. Ring 2 will begin approx. 9:30 w/Construction items from Amos Zook. Hay, corn & silage sell approx. 11:00, followed by Farm Machinery. Horses approx. 12:00. Dairy Herd last approx. 1:00. 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 on remises. We will accept absentee bids for this auction. CALL Tim before sale day to arrange. No Phone service day of auction.

> Auction for: Stephen S. & Sarah Stoltzfus

> > Steve Schuler 717-666-4381 Matt Martin 717-738-0328 See more @ auctionzip.com,

## is not pushed at all. Owner is selling because of back trouble. Contact Dave @ 717-768-7526 OR Alvin Lapp @ 717-768-4689 to order buy cows. - POWER UNIT ·

Power Unit w/JD 4039 4 cyl. dsl. w/turbo, Tayloria 540/1000 PTO clutch (on 2 whl. chassis)

**- FARM MACHINERY -**JD 7000 4R x 32" planter w/dry ferti., no-till coulters & 5½ HP Honda w/hyd. unit; 12' weeder w/seat & long tongue (new in 2013); 1 older 12' weeder; McCormick 2 way sulky plow w/14" bottoms; 10' harrow; I & J 2 row cultivator; McCormick 1 row cultivator; McCormick corn binder w/narrow alum. loader & 9HP Honda w/hyd. for loader; NI 323 1 row picker; (1) Killbros and 2 other gravity wagons; Artsway 425-C grinder mixer: 120 gal, spraver w/27 booms, long tongue & Robin eng.; Auto-turn forecart; ELS SBR37A semi-liquid spreader (v.g. cond. - New Oct. 2023); Chicken litter spreader w/24" web & 2 spinners; Lancaster 50 bu. manure spreader w/poly floor

(good cond.); NH 56 rake w/22" whis; 8' chisel harrow w/trip; New Idea corn sheller; Small farm wagon; BZ 3' basket harrow; Tim Weaver

AUCTION SERVICE

717-354-9524



\$ Improving Your Bottom Line \$

As a dairyman, are you looking to improve the way your fresh cows transition, take off, peak and breed back? Looking to improve rumen health, rumen

function, overall health, digestion, feed efficiency, and YOUR BOTTOM LINE???

# RECALIBRATEWITHRECAL

The RECAL line of probiotics is **NOT** just another probiotic on the market. RECAL is a probiotic heavily weighted towards better digestion and utilization, primarily FIBER DIGESTION. There are a lot of nutrients in your forages that can be utilized by improving digestion.

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

# VANDERFELTZ DAIRY LAWTON, PA

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

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



Joe Vanderfeltz 570-396-0269

Joe Vulukat

We offer 30-day

free trials.

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

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

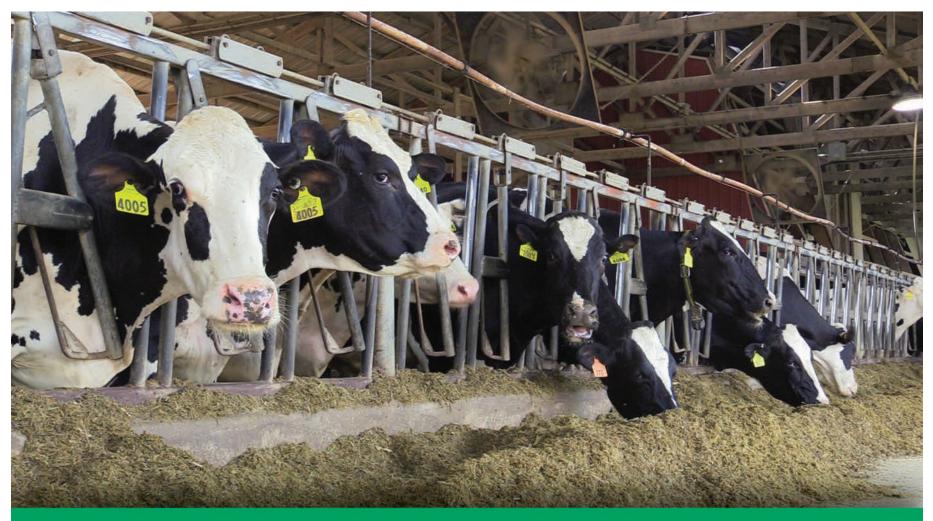
At the time we were feeding XP yeast and a clay binder. Jamie told me that we could pull the XP yeast out but he recommended keeping the clay binder in. He explained that clay binders do not work very well on vomitoxin but do work well on other toxins and that the RECAL Plus would take care of the vomitoxin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

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

> Go by what the cows say, they don't lie!!! For less than \$0.08/cow/day, you will see a difference

CALL TODAY ... IT'S ONLY COMMON SENSE!!!

FOR MORE INFORMATION CONTACT: RECAL Microbials, LLC • Jamie Troxel • 330-601-2142 • www.GETRECAL.com





SCAN TO LEARN MORE

# DAIRY NUTRITION BUILT FOR YOUR NEEDS

- Customized Nutrition Consulting
- Emphasis on Forage Value
- Innovative Nutrition Products
- In-House Lab and Tech Services

#### Southeast PA Regional Manager: Larry Wenger Leola, PA (717) 371-6226

Kirkwood, PA Les Hershey (717) 989-1808

Manheim, PA Steve Kauffman (717) 940-4474

Manheim, PA Brent Neely (717) 371-7391

Noah Gesford (717) 805-4075 Lititz, PA Scott Forbes

(717) 572-6182 Newville, PA Kyle Kotzmoyer (717) 422-1356

Lancaster Area PA

Regional Manager:

Brownstown, PA

(717) 314-2460

Mike Kosmicki

(717) 495-6289

Chad Martin

Felton, PA

Lebanon, PA

#### **Central/Western PA** *Regional Manager:* Dan Ingle Tyrone, PA

Tyrone, PA (814) 935-8610 Centre Hall, PA

Keith Hershey (814) 571-8795

Kittanning, PA Matt Smith (724) 525-0334

Millmont, PA Ken Heimbach

(570) 847-9150

Watsontown, PA Jim Ulmer (570) 490-4166 Winfield, PA Keith McCool (570) 847-8645

South Central PA Hollsopple, PA

Nathan Spory (814) 341-9134 Chambersburg, PA

Brian Horst (717) 360-0483

Shippensburg, PA Ed Okuley (717) 816-6082 Area-wide Tyrone, PA Dave Russell (814) 935-2640

Watsontown, PA Don Sanders (570) 713-4393

**PA Warehouse** Lititz, PA (717) 581-1558

(11)0/17071

**CAPTURING THE NUTRITIONAL VALUE IN FEEDS IS THE KEY TO PROFIT.**