

Pa. Jaycees

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started his full-time farming career in 1963 when he arranged to farm on the halves with his father, R. John Yost. The elder Yost provided the farm and cattle, while Ivan furnished the equipment and labor. Since that time, Ivan has increased his operation from 100 acres to nearly 500, and went from 28 cows to 54. Production per cow and per acre were also increased substantially over the years by careful planning and management practices.

Besides increasing the size and productivity of his business, Yost has also diversified himself somewhat by becoming involved in a number of other enterprises. He sells Trojan seeds; does custom combining, drying and storing; and is a sales representative for a company manufacturing grain bins and steel buildings. Auctioneering and over a dozen organizations such as the Mennonite Church, Farmers Home Administration, and the Pennsylvania Farmers Association also keep him busy. In addition, he is a regional director of this state's Republican Agricultural Committee and he admits to having a desire to "to serve agriculture

through some form of representative government service." "Growing was my main problem", answered Yost unhesitatingly when questioned about difficulties he may have had over the years. Establishing and maintaining good credit in order to keep a steady cash flow was one area where adjustments were needed. By keeping accurate records and analyzing them, the Yosts were able to plan their future with relative certainty. Ivan has most of his monetary records handled by the Pennsylvania Business Analysis Service, an organization which files his income taxes and also provides a computer analysis of the complete business picture.

The Yosts' herd of registered Holsteins is housed in a remodeled barn with 51 stanchions in two rows, and several large pens. "About half of the original herd", he says, "was purchased at my father's public dispersal, and some of the animals still carry his prefix." A number of animals from the farm have been sold to no less than half a dozen different states, and one animal even went overseas to Italy. Ivan explained that he had sold a calf at the Golden Harvest Sale and it eventually wound up in the Paclamar herd, which was sold to Italian dairymen.

An unusual feature of the Yost dairy operation is that all bull calves are raised, almost all of them for breeding purposes. Ivan finds good markets for his Ivanhoe bloodline cattle, particularly among the Amish. After having had one of his bulls in a bull stud down South, the enterprising Yost has since been selling most of his bulls at half-interest only.

Although Ivan has been getting away from plowing in recent years, he is the recipient of a number of awards which cite him as an outstanding "plowman". Well over 300 acres of Ivan's cropland are devoted to corn, making it necessary for him to use extensive soil and water conservation practices. Being a firm believer in soil testing, Ivan has consistently harvested yields which are above average and occasionally has won trophies for having had the best corn crop in his area.

Several years ago he took a soil management course at Garden Spot High School, and says it taught him the value of soil maps, different types of soils, and their potentials. He says all of his land is under district soil conservation management, which has helped in setting up strips, contours, sod water ways, terraces, and tile drainage as needed.

"Cainsdale Farms" is what the Yosts call the various rented properties from which they derive their living. None of the farms are actually owned by Ivan, and he has been at his present location for only six years. In spite of the size of the operation, Ivan is able to get his work done with the help of his wife and only one hired man, Denny Kauffman. Mrs. Yost and Denny take care of the milking and barn chores while Ivan spends most of his time working in the fields.

Large, properly maintained equipment and minimum tillage ideas are partially responsible for the efficiency at Cainsdale Farms. Ivan prefers haylage to hay and double-crops much of his land with rye, followed by no-till corn. Weeds receive just as much attention as the crops. Ivan has made it a habit to check the effectiveness of various herbicides and sprays accordingly. Similar management practices are put to work in pastures and even woodland, always showing respect for the soil and environment which nourishes his family, livestock, and thousands of consumers.

A trip to Europe last year, which was part of a Public Affairs Leadership course offered at Penn State, has enabled the Yosts to have a better understanding of the world, its peoples, and mutual as well as specialized needs. The program also included seminars in economics, sociology, communications, and management. The National Young Farmer Institute provided the Yosts with the opportunity to travel to California, and it too was a learning experience for them. Most of us only dream of going to Africa, but Ivan is one individual who can say he's been there. He spent two years in the east African nation of Somalia, returning home

in 1961 to further pursue his dreams of farming on his own.

In 1962 Ivan married Verna Hershey. A year later they made arrangements with the elder Yost to farm on the halves, and Ivan's goal was partially fulfilled. Ivan states: "I entered farming because of love for the rural life, the opportunity to raise my family in a farm environment, the chance to manage my own operation, and involve my family in my daily life." Verna and Ivan have two children. Ivan Roy Jr., 10, is a fifth grader at Octoraro, and his sister, Karen Joyce, 6, is in the second grade. Both want to join 4-H as soon as they're eligible.

Yost was sponsored in the OYF contest by Summers-Zim's, Inc., of Gap and Atglen, and was nominated by the Octoraro Area Jaycees. In addition to the two plaques, some other prizes and gifts included: two \$100 savings bonds, one each from A.O. Smith Harvestore Company, and International Harvester. Royster seed company presented him with a bushel of seed corn, and Curtiss Breeding Service is entitling him to use one ampule of Royslane Reflection Shamrock without charge.

Asked for his opinion concerning what opportunities there may be for young men interested in going into agriculture as a full-time career, his answer was quick and short: "terrific opportunities". Yost is a 10 year member of the local, state and national Young Farmer Association and has served that group as vice president, president, and chairman. He recommends partnerships and/or financing through FHA, depending on the young man's abilities, requirements, and circumstances.

What about the future? "With today's world markets wanting more and more of our agricultural commodities, and agricultural products being one of the few things we can trade with other countries, and domestic demand being what it is, the future for the next few years looks good. However, with the abundance of dairy products in the European Economic Community, and politics involved locally, I wouldn't want to guess what the future would be for dairying. We may have to make our own markets for dairy products. Grain and cattle feeders are enjoying now what the dairyman had a few years ago. The dairyman was better off with \$6.00 per hundredweight for milk than right now. Also, we're going to have to learn to live with the environmentalists."

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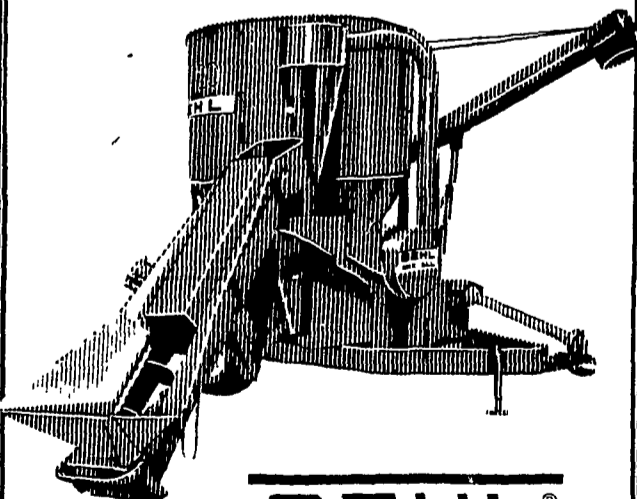
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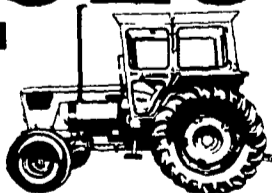
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