

Lancaster Co. DHIA

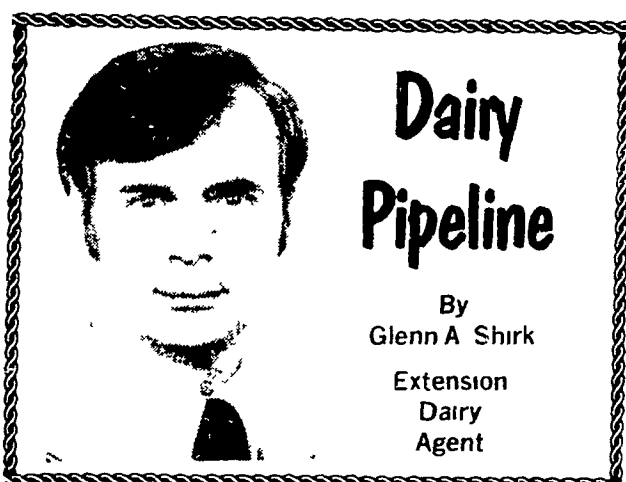
(Continued from Page C27)

David S Zimmerman																				
141	GrH	4.6	305	20 423	3.7	74.7														
121	GrH	5.6	305	21 557	3.4	73.4														
Roy C Neff																				
Reba	RH	7.3	305	19 586	3.8	74.7														
J Wilmer Conrad																				
Holly	RH	5.0	304	22 913	3.3	74.5														
Chochoo	RH	9.4	305	18 120	3.9	70.9														
Lester M Weaver																				
24D	RH	4.4	305	22 552	3.3	74.5														
David L Landis																				
Marie	RH	4.10	305	19 501	3.8	74.5														
Dottie	RH	4.7	305	20 554	3.6	73.1														
C Victor Groff																				
66	GrH	4.8	305	18 088	4.1	74.4														
72	GrH	2.4	305	18 606	3.9	72.7														
J Carl Zander																				
Banner	RH	5.1	305	20 976	3.5	74.3														
Twin Oak Farms																				
700	RH	8.7	288	17 442	4.3	74.2														
Dan S Stoltzfus																				
Heidi 19	RH	2.1	305	19 025	3.9	74.1														
G & J Hershey Bros																				
Glenda	GrH	4.2	305	18 697	4.0	74.1														

Jacob S Dienner																				
Jerry	RH	5.2	288	18 346	4.0	74.1														
Shoemaker Bros Farm 1																				
Ossie	RG	4.4	305	14 963	4.9	74.0														
Tracy	RG	4.5	305	12 973	5.5	71.0														
Wilmer L Shertzner																				
53	GrH	9.10	305	20 573	3.6	73.9														
Elam P Bollinger																				
Jubilee	RH	9.0	305	18 209	4.1	73.9														
John L Beiler																				
Dandy	RH	4.2	305	21 069	3.5	73.8														
Paul S Smucker																				
Yankee	RH	7.3	305	19 523	3.8	73.8														
John E Kreider																				
Faith	RH	4.2	305	18 730	3.9	73.8														
Jacob M Conley																				
Annette	RH	4.6	305	19 864	3.7	73.6														
Norma	RH	3.5	305	16 818	4.2	71.1														
Swaying Maple Farm																				
Tilda	RH	6.6	305	22 720	3.2	73.5														
Amos E King Jr																				
Sadie		0.0	305	20 181	3.6	73.5														
J Earl Horst																				
Skycros	RH	4.1	305	16 856	4.4	73.5														
Sandra	RH	3.5	286	19 219	3.7	71.2														
Jonas B King																				
Lydia	GrH	5.0	305	22 468	3.3	73.4														
Aaron S Glick & Sons																				
71	RH	5.5	305	21 170	3.5	73.2														
J E & Shirley Hershey																				
Golock	RH	6.3	296	17 024	4.3	73.2														

R Edwin Harnish																				
37	GrH	4.3	290	15 367	4.8	73.2														
Neff Brothers																				
Mary	GrH	6.3	305	22 956	3.2	73.0														
Paul W Zimmerman																				
35	GrH	6.5	305	22 198	3.3	73.0														
Elvin H Hess																				
Holly	GrH	5.3	305	18 113	4.0	73.0														
Don Ranck																				
104 Jani	RH	6.8	305	16 856	4.3	73.0														
Sun Crest Farms																				
Carol	RH	4.3	305	18 196	4.0	72.9														
Jonas O Sensenig																				
31	GrH	3.7	305	17 368	4.2	72.9														
John T Byers & Son																				
83	GrH	5.6	305	17 014	4.3	72.9														
Amos B Lantz																				
Sue	RH	3.1	305	20 164	3.6	72.8														
Donald G Herr																				
11D	GrH	4.1	305	19 113	3.8	72.6														
9C	GrH	7.6	305	16 633	4.3	71.2														
Kenneth E Zurin																				
90	RH	3.1	304	15 966	4.5	72.6														
Aaron E Allgyer																				
Martha	GrH	5.6	305	22 285	3.3	72.5														
Kenneth L Balmer																				
Amanda	RH	0.0	283	18 714	3.9	72.5														
Sally	GrH	0.0	305	17 589	4.1	72.4														
Willis S Nolt																				
59	GrH	8.2	305	23 693	3.1	72.4														
John A Brubaker Jr																				
Miles 52	GrH	3.5	305	21 374	3.4	72.4														

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Dairy Pipeline

By
Glenn A Shirk
Extension
Dairy
Agent

All of us have heard about the problem of surplus milk production. We have heard the plea to cull low producing and problem cows.

"Fine idea", you say. But I'm not going to sell any of my cows until my neighbor down the road sells a few of his."

Trouble is, he's saying the same thing about you. Consequently, nothing is happening and the surpluses continue to mount, possibly inviting regulatory action by the "Big Uncle." Most farmers I talk to don't want to see this happen, they would much rather have control over their own market.

So, what are some of the options? I have already mentioned one; cull. It's a good option providing you work to improve production, and profit margins, on the remaining cows. You don't have to wait for your neighbor to make the first move. You can take the first step and encourage him to follow.

In addition to increasing your profits, you may also be saving your own market and helping to keep unnecessary regulations off your back.

How would you like to milk — and feed — 17 per cent fewer cows, produce four per cent less milk, make 20 per cent more profit, and have greater ability to survive future inflationary trends?

That's what could happen in a herd of 60 cows averaging 15,294 pounds of milk, when you sell off 10 of the poorest cows, and then manage the remaining 50 so they'll produce 17,565 pounds of milk each. These figures will vary considerably from farm to farm.

If you attempt to figure this out for your own herd remember, those higher producing cows will eat more feed and they'll need a higher quality feed. They'll also need a little more veterinary care and you'll probably be investing in some more expensive semen, too. And, don't forget that you need to feed the heifers, too.

In other words, be sure to include all the costs.

On the other hand, if you do a good job managing the herd, you'll probably have more higher producing cattle to sell as breeding stock. This bonus income should easily offset the added feed and veterinary costs, but, remember that it'll take a little while to reach that point.

If you are in a feed buying situation now, selling a few poorer cows will make more of what expensive feed available for the higher producing cows. They are

the cows that need it and they are the ones that will return more of a profit on that expensive feed.

If you have culled, if you have cut back slightly on total production, and if you have convinced your neighbor to do likewise, the job still is not done. There's a lot of milk out there to be sold to people who need it, but don't know they need it.

Let's promote! Everybody else is. And, they could promote the consumer right away from under our noses, unless we as an industry do a better job selling our product.

To do a good job selling, we need a good product. As producers, let's do everything possible to produce the best quality milk we can. Then, as concerned producers, let's insist that quality be protected all the way to the consumers table and let's make sure the consumer knows how to preserve that quality, too.

This is not an easy, nor a small task, but it's one worth fighting for!

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