

ET spells 'European trade' for Dennis Wolff

BY TRISH WILLIAMS
MILLVILLE — As part of its annual tour Thursday, the Lancaster County Holstein Club visited Pen-Col Farms, and examined the purebred Holstein herd owned by Dennis Wolff. Receiving tour groups is nothing new to Pen-Col Farms, Wolff sometimes hosts several groups a week. The popularity of his herd and farm extends the bounds of the state and the country, some of his cattle's

offspring and embryos are in demand in Europe as well. The demand is the result of good management, knowledge of the purebred cattle industry and years of work to develop marketable trait and production characteristics in the cattle.

Dennis (Denny) Wolff's parents, Christian and Pearl, were once residents of Lancaster County. They moved from Quarryville to Millville over thirty years ago.

Their farm has been a growing enterprise since the move, and many changes have been made to improve the operation. Two nearby farms were acquired and a retail dairy store was built.

Originally the Wolff's were Guernsey breeders but made the transition to Holsteins in 1972 when they became serious about merchandising their cattle, and Denny and his wife, Lois, became partners in the business with his parents. Denny and Lois are gradually buying out the parent's share of the business, and now own all the cattle and equipment. They have their own family of four children coming up. The children, Elizabeth, Corey, Benjamin, and Timothy, are still young and have not yet started working on the farm, but will get their chance soon enough, said Wolff.

A total of 500 acres are farmed, with 200 acres in alfalfa, 200 acres in corn and 100 acres in pasture and grass. The herd receives a ration of haylage, corn silage, high moisture shelled corn and soybean oil meal.

Wolff has expanded his herd to a total of 400 head, 130 are cows the remainder are young stock. The reason for the small proportion of cows to young stock is Wolff's extensive use of embryo transfer in his breeding program, thereby generating more offspring from his cows.

The rolling herd average is 18,000 pounds of milk and 700 pounds of fat. Twenty-five of the cows are classified as excellent, 19 as good plus and 65 as very good, leaving no room for slackers in the 97 tie stall barn. Wolff credits much of the success of his

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Retail dairy store



Mary K. Steinruck has been in charge of processing milk for the Pen-Col Farm dairy store for more than 13 years.

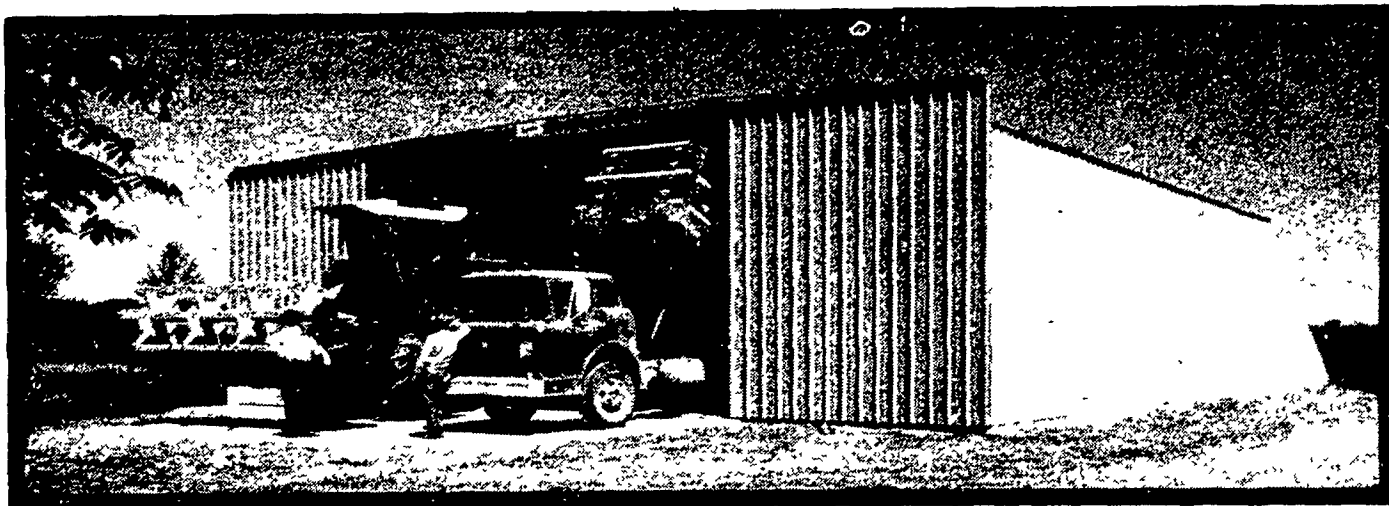
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