

# Wolff

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requirements were not very great and the price was about the same as here. But AMS became familiar with our herd and we became familiar with their export service. It has just continually grown over the years."

Knowledge of the purebred Holstein industry has done much to advance the growth of his European market.

"We feel the main value of our cattle are the number of cattle we have with high indexes," claimed Wolff. "It has been our bread and

butter the last four to five years. They are the cows the bull studs in this country will mate and buy bull calves from and that foreign countries want bull calves from."

Keeping that in mind and the requirement for high butterfat test by European buyers, Wolff has tailored his breeding program toward high TPI and PDM bulls. There are now six cows in his herd with an index over 2000 M. He uses bulls with a high PD for fat when planning matings targeted at the European market, bulls such as Very, Jemini and Spirit. Because buyers in Hungary have a preference for red Holsteins, Wolff has recently purchased an out-

standing red Holstein cow for flushing.

Over the last four years, Wolff has exported over 100 bulls to France, and sold 50 bulls into A.I. service in the United States. His bulls and embryos have also been sold to bull studs in Spain, Russia, and Hungary. Despite his relatively large volume of European trade, he still has not made the trip himself, but hopes to in the future.

Through ET, Wolff was able to prove a valuable young cow, indexed at 2580 +M, free of mule foot. It was thought she might be a carrier of mule foot, so she was bred to Wayne Spring Fond Apollo,

a carrier of the mule foot. She was flushed and the embryos were implanted in recipient heifers. Sixty days after implanting, the fetuses were aborted by a veterinarian and examined for mule foot. The fetuses' hooves were cloven, proving the cow to be free of mule foot. The cow was bred back to Browncroft Jetson, the highest PD milk bull in the breed. She freshened last week, giving birth to what Wolff believes will be his most valuable bull calf ever. See the accompanying photo.

Calves are housed in kennels and hutches until they are three months old, then they are trucked over to the VPI double slope heifer barn, where heifers are grouped by age. At 12 months of age the heifers are transferred to a free stall barn, where they stay until they are implanted. Almost all the heifers are implanted rather than bred.

First and second calf heifers are bred back artificially and not flushed, in order that they establish a calving interval and lactation records. Then if their pedigree and production records are worthy of ET they are flushed as a four year old. A favorite with

four groups is Inka Whirlhill Pabst Della, an 18 year old cow. Della has a lifetime record over 300,000 pounds of milk, and is part of the herd foundation. Wolff has sold 12 of her sons into A.I. service in the United States, and exported six others. She still is being flushed.

Wolff has several cows, like Della, that he says he will continue to flush without allowing them to carry a calf for a full gestation, as long as they respond to flushing. He has one cow he has been flushing for three years without calving. Flushes on individuals are a minimum of sixty days apart.

Wolff sells his milk to his parents, who operate the two retail milk stores. One store is located on the farm, the other is in Bloomsburg. The two stores process and sell 3500 gallons of milk per week, as well as cream, orange juice fruit punch and drink. Mary Steinruck has been responsible for processing for 13 years, and has learned the likes and dislikes of her customers.

Knowing and responding to the preferences of buyers has been the key to successful marketing at Pen-Col Farm.



The ET room in the heifer barn has facilities for implanting ten heifers at once, allowing an entire flush to be implanted immediately.

## Ephrata YF wins tourney

QUARRYVILLE — Ephrata Young Farmers emerged as champions among the 14 teams that competed in the regional volleyball tournament at Solanco High School on Tuesday.

The runnerup team was the Garden Spot YF, of New Holland, tied for third were the Penn Manor and Solanco Young Farmers. The 14 competing teams came from

Young Farmer chapters in Lancaster and York counties.

Members of the championship Ephrata team include Earl Stauffer, Rick Pfautz, Clark Stauffer, Neil Crouse, Kevin Smoker and Dennis Saylor.

The top two teams will now move on to competition at the Pa. YF Summer Convention at Mifflinburg on July 8 and 9.



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