

Stauffer assists Mosers merchandise cattle

The Mosers of Pennsylvania's Lalisa Holsteins were in the process of moving their farm from New Berlinville to Bally. Yet to talk with these pleasant people on a chilly day in October, you'd have thought nothing else was on their mind except a good visit around the table.

Outside, cement was being poured for the foundation of a new silo, while Linda and LaVerne Moser, seated inside the comfortable 1700 dated stone farmhouse, smiled and chatted about what the Holstein Association had been doing for them.

Cattle merchandising headed the list of what the Association had provided to them at a time when it was needed the most. "Our farm is strictly a family operation. We have only our two youngsters, Sandra and Mark, to help us out," Linda Moser said. "We found our herd of registered Holsteins was getting too large for us all to work and milk. We wanted to sell some of our animals," she said.

LaVerne Moser relates the next part of the story. "We put in a call to Clarence Stauffer, our Holstein Association consultant, who had given us some breeding advice when we were mating the herd.

"We knew about his selling experience and we knew his track record was good," said Moser.

The Mosers waited for Stauffer to find buyers for the more than 30 Holsteins they wanted to sell out of the 125 registered cow herd. They didn't have to wait long.

"Stauffer was fast. Within two weeks he had the animals sold. Actually, Clarence brought two sets of buyers, one party purchased all 30 animals," said Mrs. Moser.

"Sure, we had potential buyers looking at the animals before we called Stauffer, but they were all within easy driving time from the farm. Clarence brought us buyers well outside this driving range," she said.

LaVerne Moser said he liked



Linda and La Verne Moser used the national Holstein Association marketing network to find buyers for their cows.

having Stauffer handle the details of the sale. "What pleased us most was we didn't have to answer the phone to screen buyers, which meant we saved our time for other chores!" he said.

So appreciative were the Mosers with the Association services, they placed an advertisement in the Pennsylvania Holstein News thanking Stauffer for coordinating the transactions. Wisely, they also reminded News readers they were still in the Holstein business, having 20 bred heifers to add to the remaining older cows in the herd.

Broaden Economic Base

Linda and LaVerne Moser have taken other safeguards to protect their dairy investment. They are looking to improve functional type through the Association's herd classification program.

The Mosers have joined a local sire syndicate to help broaden their potential revenue base. The couple have used the Association's Holstein Sire Development Service to sample some of the syndicate's bulls.

Embryo Transfer Work

LaVerne Moser feels if you own good animals, important things will happen to you. A case in point

is their Lalisa Emperor Elevation Alice cow which has five embryo transfer calves. This was their first ET experience and Alice has bred back well for them. "We will do it again when we get the opportunity," Moser said.

Somehow, Mrs. Moser finds time to use her skills as an artist. In her own studio, she teaches art and produces work for sale.

Active in the county Holstein club, LaVerne is serving as its president. The children are involving their teen years with activities of the local 4-H clubs while learning how to exhibit animals at cattle shows.

Use of Computer Is Promising

Not long ago, the Mosers installed a "baby computer" to systematize the farm's herd feeding programs. LaVerne feels computerized feeding has helped them to raise milk production in the herd.

Linda Moser claims the credit for doing all the legwork in gathering information on computers before the family sat down to decide on the equipment. "At this point, we plan to put our accounting records on computer for easier access to them," she said.

Md. ag graders have busy year

ANNAPOLIS, Md. — Maryland agricultural producers and processors are going the "quality route" if figures from the Maryland Department of Agriculture's Grading Services Section are any indication.

Chief of the section, Thomas O. Meredith, says services provided by the trained full and part-time employees of the section showed substantial increases in many categories of fruits, vegetables and eggs in 1982.

"Indications so far in 1983," says Meredith, "are that our workload will increase again as more producers and packers sign up for grading".

Grading is a voluntary service provided processors who contract and pay for it. The standards used by Maryland graders are the nationally standardized USDA graders or company specifications giving consumers assurance of quality and uniformity in product.

"We expect production to be up on peaches and apples, if the weather cooperates and frosts don't cut the crop as they have in the past two seasons," Meredith said.

A third large, new, egg production and packing operation on the Upper Eastern Shore is expected to go into operation in early April, thus increasing the egg grading workload, he noted.

A staff of approximately 50 graders are used by MDA with most of them cross-trained so that they can grade different items such as vegetables and grain, insuring a more efficient use of personnel in view of the seasonal nature of agriculture.

A look at the 1982 services provided by the Grading Services Section of MDA reveals the size of the program:

Grain — some 5.3 million bushels of corn, 3.1 million bushels of soybeans and almost 300,000 bushels of wheat were graded at elevators.

Fruits — 32,000 quarts of strawberries, 560,000 cartons of fresh apples, 96,000 cartons of fresh peaches and 1,480 cartons of nectarines were handled.

In addition, processors contracted for the grading of six million pounds of apples and one-half million pounds of peaches.

Vegetables — grading was performed for 30.8 million pounds of pickling cucumbers, 61,000 pounds of fresh cucumbers, 460,000 cartons of fresh tomatoes and 18.8 million pounds of processing tomatoes.

Poplaski to attend D.C. talks

NEWARK, N.Y. — Chester E. Poplaski, of Newark, will represent the New York Beef Cattlemen's Association at the Washington D.C. meeting of the National Cattlemen's Association Wednesday to Saturday.

Poplaski who has a Polled Hereford herd at Poplaski Farms, Oneida R2, has been a member of the New York Beef Cattlemen's Association for six years and is vice chairman of the Western Division of the state association. He is employed at Newhart, Inc.

The Washington meeting will involve delegates from Region I of the national organization. The

Eggs — all told, 21.5 million dozen eggs were graded with some 10.7 million dozen of them serviced for consumer labels for direct sale as packed on standard USDA grade designations. In addition, some 5.6 million pounds of frozen eggs were graded.

Poultry — over 328 million pounds of fresh chickens were graded of which over 213 million pounds were graded for consumer labels. Some 29.4 million pounds of fresh turkeys were graded with some 14.5 million pounds for consumer labels.

Meredith is also responsible for administering the Maryland Egg Law and reports that in 1982 egg law inspectors checked 8,592 lots of eggs as presented for sale and shipment by dealers. Of these, only 7.4 percent or 635 lots, failed to meet state standards having such defects as dirt, cracks, blood clots and mold.

region includes the states of New York, Ohio, Pennsylvania, Virginia, West Virginia, Maryland, Indiana, Kentucky and Michigan.

Highlights of the session will include discussions of how to get additional packing facilities in the area, how to improve dairy-beef relationships for greater legislative and consumer impact, and meetings with Senators and Congressmen from the Region I states.

Poplaski will present a report of the Washington session to the New York Beef Cattlemen's Association Council at its next meeting.

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