

# The Dairy Business

By Newton Bair

The story of the Netherlands, inaccurately referred to as 'Holland', is unique in the history of nations. Nearly 27 percent of the land area of this pocket-sized country lies twenty feet below sea level! Nearly half of all Dutch families live below sea level.

For more than 1700 years, the Dutch have built dykes and reclaimed the fertile land to build cities and farms. They are still at it, and when the present project is finished, in about 20 years, they will have added another 750,000 acres of prime farmland to their country.

It is from this vast area and its surrounding environs that the Dutch have created the series of ring Canals, drainage ditches and supporting dykes that make possible the formation of arable land called Polders. The Polder farms, reclaimed from the bottom of the sea, are among the richest farmland in the world. The soil is many meters deep, composed of silt carried in and deposited by the mightily rivers flowing out of Central Europe over hundreds of centuries.

Each time new areas are drained, many interesting items

are found. Museums are filled with bones of prehistoric animals, ancient cannons and balls, anchors and remains of thousand year old ships. One of the recently drained polders revealed many remains of fighter planes downed or crashed in two World Wars. On a Polder farm which we visited, we were shown some of these artifacts, including a cannonball and some stone age tools found by the farmer.

Dairying is one of the more important farm enterprises in Holland. Driving through the vast, flat, Polder plain, you get the impression that Holland is heavily populated with well fed cattle. It's easy to recognize the big Black and White Friesians, which had their origins in the regions of Holstein and Friesland, just to the East of Holland. But there are also plenty of Dutch Belted and quite a few Red Holsteins. And they are certainly well fed, because there is an abundance of the lushest, greenest grass you'll ever see.

The fields and pastures are well defined by drainage ditches and canals. Although some of the smaller ditches are green with algae and duckweed, the water is

not stagnant. It is constantly moving, either as slightly brackish water out toward the sea, or as 'sweet water' moving inland from the freshwater lakes supplied by the river Yssel or the Rhine itself.

One farm we visited converts the total production of milk into Gouda cheese. The herd of 40 Red Friesians produces 800 liters of milk a day, which translates into about 350 pounds of delicious Gouda cheese. The cows are housed in a new and very modern barn, separated from the original farm house. The older buildings, which included both living quarters and stables, are converted into the cheese factory and sales room. It's a small family operation, and typically Spic & Span, just like the Old Dutch Cleanser.

We also visited a bulb farm, north of Volendam. It was also a family farm operation, growing 25 acres of Italian Ryegrass for seed, 22 acres of Gladiolus bulbs, and 45 acres of Tulip bulbs, mostly for export. The flowers were not in bloom, but we did get to see how the millions of bulbs are cleaned, graded and packaged for storing and for sale. Each visitor received a pack of tulip bulbs to bring home, so Lebanon County should be bursting with blooms next spring.

Flowers are a major farm product of the Netherlands. The flower market at Aalsmeer is the largest flower auction in the world. From the visitors gallery spanning the length of the vast building, we could view a sea of fresh-cut flowers. Four large and very efficient auction rooms sell an average of 9 million cut flowers and 700,000 plants each day. The building itself is impressive, covering nearly 60 acres—the largest commercial building in the world. Over 4000 buyers are registered to buy flowers. Over 50,000 transactions are handled entirely by computer. Many of the

large purchases are on their way to other parts of Europe or North America within minutes of purchase.

A visitor to Holland can still see windmills and wooden shoes, but

you come away feeling that the Dutch farmers are right on top of modern technology. They have to be, considering that they farm land that was once on the bottom of the sea

## Price Herefords named Benchmark Dams

HARRISONVILLE — Two Hereford females from the Richard Price herd, Harrisonville, were recognized by the American Polled Hereford Association as Benchmark Dams.

Prices Polled Hereford (PPH) Ms. Perfect 326 710 and PPH Fairlady 608 joined 525 other females selected for the honor Ms. Perfect, received recognition last year as a Benchmark dam

Only 25 percent of a cattleman's herd, in any one year, is eligible for Benchmark recognition. Price said his two winners is rather significant considering his herd numbers 11 animals.

Benchmark Dams are recognized for "the consistent, superior productivity essential to efficient beef production." The honor is determined by the American Polled Hereford Association.

## Farm Energy

### Fact Sheets available

UNIVERSITY PARK — Farmers can pick up valuable tips on energy saving from Penn State James W. Garthe, Extension specialist in agricultural engineering, has prepared a series of fact sheets, Farm Energy, which detail energy conservation practices from various farm settings.

Garthe's work with the Governor's Energy Council has received national recognition. A series of six manuals are available from Penn State. Subject areas and Farm Energy numbers are:

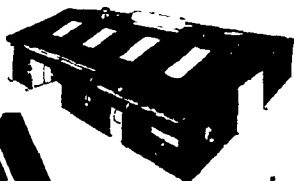
1) Energy Conservation Ideas for Livestock Operations (Farm

- Energy #1)
- 2) Efficient Grain Handling Practices (Farm Energy #2)
- 3) Heat Reclaimers on Dairy Farms (Farm Energy #3)
- 4) Heat Pumps for Pennsylvania (Farm Energy #4)
- 5) Selection and Efficient Operation of Agricultural Equipment (Farm Energy #5)
- 6) Just for the Record: A Maintenance Log for Tractors and Equipment (Farm Energy #6)

You can receive the fact sheets by writing to: ENERGY, University Park, PA 16802 (order manuals by using the Farm Energy number).

## VERNON MYER, INC.

Steel Building & Grain Storage



247 Old Mt. Gretna Rd.  
Lebanon, PA 17042  
Phone: 717-867-4139



Local Distributor for vac-u-vator®  
Dealer inquiries invited in some areas.



LOOK MFS REDEX RX20 DRYER  
BPH 280



Buyers Market Sale  
Only One Machine  
One Year Factory Warranty

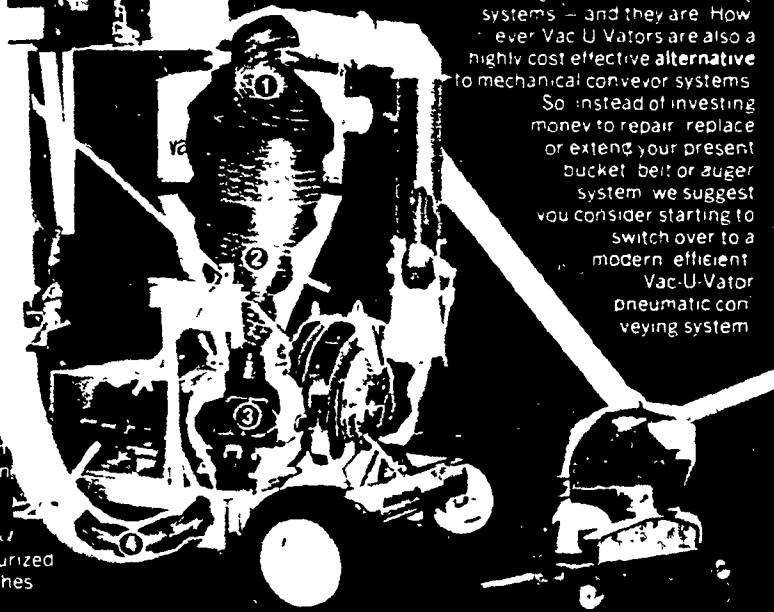
List FOB - \$27,329  
Reduced - \$14,329  
YOU PAY - \$13,000

## Compare the cost effectiveness of a vac-u-vator before spending money to repair or extend your present auger or belt conveyor system

Pneumatic conveyors are used by all major seaports around the world to discharge and transfer shiploads of grain. The reason is pneumatic conveyors have proven to be most cost effective way to move grain. Most grain farmers and grain transfer storage companies think of Vac-U-Vators as being a versatile, practical supplement to their existing mechanical conveying systems — and they are. However, Vac-U-Vators are also a highly cost effective alternative to mechanical conveyor systems.

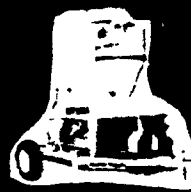
So instead of investing money to repair, replace or extend your present bucket, belt or auger system, we suggest you consider starting to switch over to a modern, efficient Vac-U-Vator pneumatic conveying system.

Efficient dependable operation  
1. Vacuum pulls grain into the system  
2. Gravity separation in the cyclone allows grain to pass through the 3 airlock and into the 4 pressurized airstream which pushes it to its destination



VAC-U-VATOR HI-CAPACITY MODELS  
SELF-POWERED  
(vacuum feed pressure discharge) Capacities up to 8000 bu/hr

VAC-U-VATOR PTO MODELS  
SELF-POWERED  
(vacuum feed pressure discharge) Cap up to 3500 bu/hr



PUSH-PACS SELF-POWERED  
(gravity feed pressure discharge) Capacities up to 1500 bu/hr



### Mail Coupon Today!

- SEND VACUVATOR LITERATURE
- SEND STEEL BUILDINGS LITERATURE
- SEND GRAIN STORAGE LITERATURE
- SEND DRYER LITERATURE

NAME \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_  
TELEPHONE \_\_\_\_\_