

East German immigrant

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program and also ranked in the top 10 in the Keystone State for protein fat and 7th in the Holstein breed.

Joe said he's proud of his cows as he remarked, "For the first time ever, we had 12 cows produce 100 pounds plus on our December 1983 test."

One of the top cows, Bet, had the highest day average of 133 pounds and is projected for 28,000 pounds of milk and 927 pounds of fat. Another cow, Lori, had 129 pounds recorded and is projected for 28,000 pounds of milk and 971 pounds of fat. Two other cows, Gin and Trudy, are on their way to passing the 1,000-pound mark for butterfat.

Joe said he likes to freshen his heifers around 3-years of age. He runs a beef bull with the heifers for the first breeding, stating "its easier to catch them while they're cycling." Joe keeps most of his calves and markets a few. He raises 15 to 20 head of steers yearly and maintains 15 to 20 heifer replacements.

Joe attributes his record-breaking averages to a good feeding ration. He currently uses the AgriKing program consisting of custom, personalized feeds. Each month Martha looks over each cow's record and records the pounds of milk given. She also records the amount of corn, soybean and top dressing fed to cows producing over 80 pounds of milk. This information is marked on a chart and is hung over the front of each cow's stall.

In addition, the feed is tested to be sure of its balance. Joe added that his "blue silos" also help and are "number one as the feed never changes, therefore, the cows always have a good balance of feed."

Cow comfort is another high priority on his list of farm management practices. Mats are under all cows, grates are behind all stalls, cow trainers are hung over each cow, chopped bedding is used because of the liquid manure system, and tube fans are used to maintain a 55-degree temperature year round. Exercise is also important, and the cows are turned out for one to two hours daily.

Four maternity pens are situated along one wall, while individual calf pens line the other side. Calf hutches are also used, but not as much during bad weather. Calves receive whole

milk the first week and remain on milk replacer until 3-months of age. They are then grouped together and moved into a barn converted from a chicken-coop. As they mature, they are moved into loose housing.

Culling is also on Joe's list as well as breeding. Joe demands that his first and second-calf heifers meet high standards to remain in the herd or go for merchandizing purposes. To better his breeding knowledge, Joe attended the American Breeders Service school in 1975. Most of the older cows are sired by ABS bulls, but the younger stock is bred mainly to Atlantic Breeders bulls as Joe is enrolled in the young sire program.

To manage the farm labor situation, Joe oversees the field work, raising about 150 acres of hay, 90 acres of corn and about 20 acres of oats. Hired hand Mike Campbell is responsible for milking, feeding and keeping the cows and barn clean. A native New Yorker, Mike worked on neigh-

DOVER, Del. — The Delaware Department of Agriculture is looking for any state agribusiness not yet contacted for inclusion in Delaware's first Agricultural Trade Directory.

Hundreds of applications have been mailed to agriculture and food related companies compiled from various lists, but the department is concerned some companies may have been overlooked.

"We have compiled list after list, and done exhaustive cross-

boring farms while he attended high school.

Returning to Germany for three weeks in 1980 to visit relatives and friends, Joe said he's thankful for the move to the United States in 1954. Having to see the way farming is done under the rules of the East German government, Joe said he appreciates his U.S. citizenship and the freedom to farm his own land the way he chooses.

checking, but there is still likely to be many agribusinesses who were not on our lists," said Bill Sammons, Marketing Manager.

"Any company or individual who produces or sells a farm related product or service is eligible to fill out an application. There's no charge, and their ad will end up in the hands of hundreds of potential customers."

So far, hundreds of Delaware companies have responded. Categories for the directory include Aerial Applicators, Apiary Products, Auctions, Brokers, Certified Seeds, Dairy Products, Eggs, Farm Supplies, Forest Products, Grains, Horticultural Products, Livestock, Meats, Nursery Products, Pharmaceuticals, Poultry, Seafood, Specialty Foods, Special Services and Fresh and Processed Vegetables. Information on transportation, growing seasons, banks, and other marketing details will also be included, according to Sammons.

The directory will be published and made available to both domestic and foreign buyers under a cooperative agreement with the Foreign Agriculture Service. Extra copies will be sold locally.

Sammons hopes to have the directory published by the end of summer. Any agribusiness wanting an application should contact the Department by writing: Agricultural Trade Directory, Delaware Department of Agriculture, Drawer D, Dover, DE 19903.

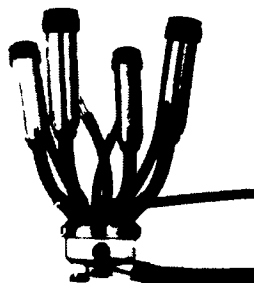


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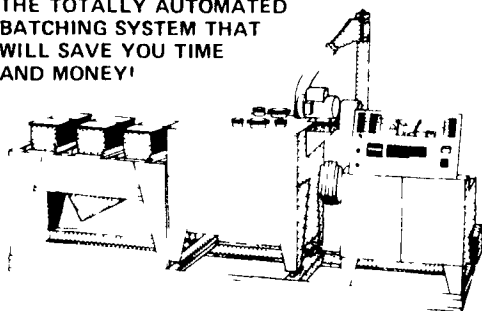
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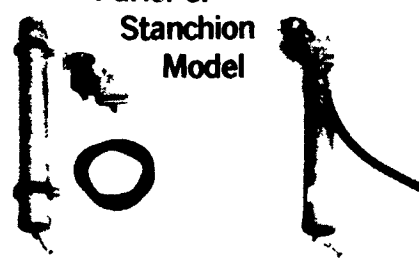


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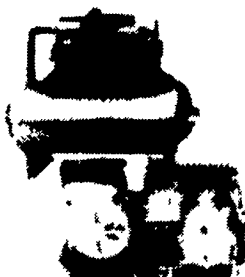


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