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forced Spahr's comments about weekly adjustment of rations for cows at their peak. "Computerization allows weekly adjustment of the grain allotment, which has been proven to increase production in early lactation," commented Muller. In a review of the scientific literature, he found 23 publications reporting on 35 experiments that showed an increased yield of milk as well as fat.

The benefits of computer feeding that Muller outlined included: opportunities to feed more according to production and nutrient needs, improved control over grain utilization, minimized over-feeding, and reduced feeding labor. But, he cautioned, "for a computer feeding system to succeed and be profitable, it must be managed."

Dr. A.J. Heinrichs, who along with Muller organized the second annual Penn State conference, offered advice to farmers considering computer and software purchases. He described the kinds of software available — spreadsheets, word processing, and data base systems — and the sources of these programs.

"When you are interested in computers, find the software first," were Heinrichs' sharpest words of advice to the dairymen. Deciding what you want the computer to do, whether it's herd management, accounting, ration balancing, crop records, or inventory management, should be one of your first considerations.

Networks

Other Penn State speakers at the conference were Art Hussey, director of the Northeast Computer Institute, Bill Heald, associate professor of dairy science extension associated with the Pa. DHIA, and Dan Bernitt, senior research associate at the Penn State Computer Center. All discussed the concept or applications of computer networks.

Bernitt described the concept of networking, which is simply a way to connect things together. Two big advantages of a computer network, said Bernitt, are electronic mail and data transfer.

And setting up such a computer network is exactly the goal of Art Hussey, who is directing the development of the Pa. Extension Computerization Project. He

described the progress of the project, which was funded by a special \$2 million appropriation from the legislature last year.

While microcomputers have now been installed in each of the 67 county Extension offices, and are usable, stand-alone units, they will eventually be linked in a state-wide computer network. The state-wide network will be designed to reach as many people as possible at the lowest cost per person, which will, in most cases, simply be a local phone call.

Hussey predicted "a return on investment of at least five to one for the Commonwealth of Pennsylvania." The Extension network will function to deliver information, and provide communications and services, which for dairy farmers may vary from feed ration calculations, to sire selection, to culling analysis.

Similarly, the national and state DHI programs represent networks that will be changing and advancing with the development and incorporation of new technologies. Bill Heald described what's on the drawing board for Pa. DHIA and some of the changes that dairymen can expect in the future.

Scientific and Creative

Heald reminded the dairymen to get involved in these decisions and changes and remember that DHI is their organization. And in his conference wrap-up, A.J. Heinrichs offered some guidelines for good computer decision-making, such as defining your needs, determining who will use it,

obtaining and evaluating software, and gaining access to tailor-made answers to your problems.

But, concluded Heinrichs, "to be a good manager you're going to have to be more scientific, and especially in the computer area, have to be more creative."

You'll have to learn how to use that new tool for optimum results in your dairy business.

Lebanon Co. ASCS Elects Committees

Committee persons were elected to the County Agricultural Stabilization and Conservation Committee in Lebanon County recently.

Farmers elected to committees were:

Heidelberg and Millcreek Townships: Donald Bollinger, chairperson; Vernon Balmer, vice chairperson; Warren Bucher, regular member; Walter Heisey, first alternate; Eugene Hoffman, second alternate.

South Lebanon, North Cornwall, West Cornwall, Cornwall Boro, and North Lebanon: Mark Hitz, chairperson; Cyrus Bomberger,

vice chairperson; Frank Reist, regular member; Phil Arnold, first alternate; Mark Ruhl, second alternate.

Annvile, South Londonderry, North Londonderry, and North Annville: John Alger, chairperson; Elvin Hostetter, vice chairperson; Timothy Tyson, regular member; Adam Brandt, first alternate; Lawon Hemperly, second alternate.

Union, Swatara, East Hanover, and Cold Spring: Kenneth Blatt, Chairperson; Thomas Shuey, Vice chairperson; Jeffrey Werner, regular member; Clair Wagner, first alternate; Dennis Hetrick, second alternate.

Jackson and Bethel Twps.: Ray Sattazahn, chairperson; Earl Ziegler, vice-chairperson; Dale Maulfair, regular member; Mark Hunsicker, first alternate; J. Clyde Bowman, second alternate.

ASCS county and community committees are in charge of local administration of national farm programs such as Agricultural Conservation, Production Adjustment, Wool and Milk Programs. Last year, over 200 farmers about 20 percent of all farmers in the county—took part in one or more of the programs administered by ASCS committees.

Pork and sauerkraut

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giving to the fire company," Rodgers explained.

Andy Burger, a fire company volunteer, has been helping with the project for two years now. He says he volunteers because he wants to help the fire company. And, he adds, "It's a real fun day."

Rodgers, who is in command of the small army of volunteers, says no one has assigned jobs. "We try to let people do what they like to do," he explains. Volunteers just help out wherever they are needed, whether it's in the dining room carrying back empty plates, or in the kitchen mashing potatoes.

The men and women work together, with the men doing the heavy lifting and even washing the dishes, while the women seat and serve the customers.

They try to have the food ready to serve by 11 a.m., even though they advertise that the meal begins at noon. As soon as they are ready and have at least 16 people in line, the volunteers begin to serve.

The dining room seats 192 people at a time, with 16 people to a table. An entire table is always seated at the same time, because the meal is served family style. This way, every customer is assured a fresh, hot meal.

Since they never run out of food, leftovers are inevitable. However, they are quickly sold. If any pork and sauerkraut remains, it is easily used up during the company's bingo games.

Apparently, the fire company volunteers have been sampling their leftovers, since their fundraiser has been successful for so many years.

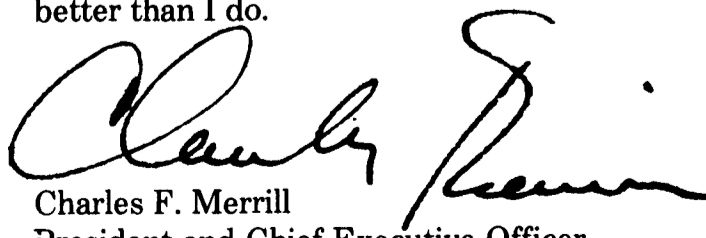
It's simply not true.

The last few years have been tough for farmers in south central Pennsylvania. You've had to deal with the deadly Avian influenza and an unusually dry year that produced low crop yields. You've suffered through low egg prices, reduced milk prices, and marginal pork prices. And, in general, you've experienced high interest rates.

As a major lender committed to the agricultural industry, Commonwealth National Bank has witnessed these bad and difficult times firsthand through many of our agricultural customers. The pressures brought about by the events of the past few years have caused many of these customers to turn to us for help. As a result, we've spent a great deal of time working to get them out of some tight spots. We've restructured loans and, where appropriate, we've offered extensions. In all cases, we've worked hard to provide good, sound advice on the best course of action to follow. In short, we've remained committed.

To some, our commitment to lending may seem to have waned as we continue our work to help those among you who need it most. But be assured that our commitment has never stopped. When you need us, we'll be there as strong as ever—with aggressive prudent lending, competitive rates, and just plain hard, honest work.

Commonwealth National Bank not committed to agriculture? *It's simply not true*, and no one knows it better than I do.



Charles F. Merrill
President and Chief Executive Officer

 Commonwealth National Bank