

Dairy Pipeline

(Continued from Page D13)

efficient; maybe it is our greed, our failure to manage our total milk output, and our failure to market our products and distribute them to the people who want them or need them.

Can we afford to rest on our accomplishments of the past or to become complacent about production efficiency? The consumer demands a good quality product at the best possible price, and they are our market - our future. If we can't satisfy them, or if we refuse to satisfy them, they will search elsewhere, just as they did for automobiles, motorcycles, radios and many other items. And once that market is lost, it is very hard to get back.

Each producer will have to decide for himself, how much production, how much efficiency, and how much new technology he really needs and is willing to adopt. Some producers need more milk so they can pay their bills; for them, it is a matter of survival. Other producers may have no problem with bills, and don't have the need for extra milk.

Both groups of producers, however, may be interested in improving their efficiency, perhaps with the help of new technology. This could result in more milk per cow and more milk output per farm.

If producers increase total milk per cow, do they also have the responsibility, individually and collectively, of voluntarily placing a constraint on their own total milk output, perhaps by reducing herd

size? Farmers who desperately need more available cash will find this difficult to do. However, farmers who are better off financially might want to pull harder to reduce work loads to improve herd averages, to improve margin of profit per cow, and to reduce operating costs.

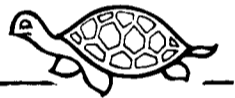
Another option for improving available cash is to reduce operating and overhead costs. Look to see where current costs can be reduced without seriously jeopardizing herd performance. Are you making maximum use of good quality, home-grown forages? Are you wasting good feed on poor cows?

Before spending your hard earned dollars on new devices or on new technology ask yourself if it is really needed. Are there other areas of management that can be improved without the need for big expenditures? Don't fall prey to magical cure-alls; there is no substitute for good management.

If expenditures are necessary, spend dollars first on those things that promise a quick return and a good return. Deal with people you can trust, people who you can rely upon for service, and people who honestly have your welfare at heart.

Farmers are being challenged, and it's bringing out the "best" in many people. The future belongs to those who utilize good business principals, to those who set goals and pursue the future with a purpose, and to those who keep an open mind and are willing to adjust to the times. I look forward to seeing you there - in the future.

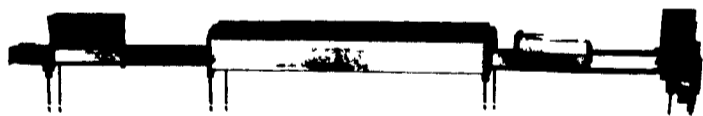
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BE
SLOW**



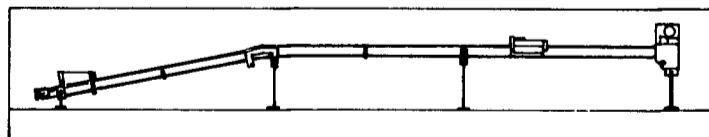
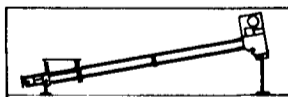
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Lancaster County DHIA Monthly Report

**LANCASTER COUNTY DHIA
October, 1985**

A Registered Holstein cow owned by Randy J Stoltzfus, R#3, Mt Joy, completed the highest 305 day lactation 58 produced 24,663 lbs of milk, 1,087 lbs of butterfat with a 4.4% test. Second high lactation was completed by a Registered Holstein cow owned by Joseph C Wivell, R#1, Columbia Lolly produced 24,456 lbs of milk, 1,056 lbs of butterfat with a 4.3% test in 305 days

**FIRST 305 DAYS OF LACTATION WITH
750 OR MORE LBS. OF BUTTERFAT**

Owner Name or No.	Brd.	Age	Days In Milk	Lbs. Milk	% Fat	Lbs. Fat
Randy J Stoltzfus						
58	RH	7 9	305	24,663	4.4	1087
153	RH	7 2	305	21,696	4.3	936
152	RH	5 5	291	19,433	4.3	830
59	RH	4 11	305	20,684	3.9	811
169	RH	6 8	288	20,389	3.9	803
78	RH	4 1	305	19,472	4.1	792
Joseph C Wivell						
Lolly	RH	7 3	305	24,456	4.3	1056
Judyann	RH	4 3	305	20,305	4.0	806
Eve	RH	11 3	305	19,875	3.9	781
Graywood Farms						
171	GrH	7 0	305	23,933	4.4	1045
26	GrH	7 2	305	24,519	4.0	977
136	RH	5 4	305	20,877	4.2	875
264	GrH	4 6	305	22,040	3.9	867
321	GrH	4 11	303	18,494	4.5	836

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Prof wins ABS award

DEFOREST, WI. - Dr. G.E. Bradford, Professor at the University of California, Davis, has received the J. Rockefeller Prentice Memorial Award in animal breeding and genetics.

The annual award, in the form of a plaque and \$1500, was presented by Dr. Robert E. Walton, President of American Breeders Service, the award sponsor, at the recent annual meeting of the American Society of Animal Science in Athens, Georgia.

Dr. Bradford received his Bachelors degree from Macdonald College of McGill University and his Masters and Ph.D. from the University of Wisconsin. He joined the Department of Science at the University of California, Davis in 1957.

Working with sheep on a project to study profitability, Dr. Bradford determined that one of the most important factors is the reproductive rate. Selection for multiple births was proved to be an effective means of increasing efficiency of lamb production.

Since 1978, Dr. Bradford has been actively involved in international work with the Title XII Small Ruminants Program and is currently studying the genetics of reproduction in prolific breeds of sheep in Morocco and Indonesia.

Dr. Bradford is the author and co-author of over 150 publications and abstracts, and is co-author of a book documenting the performance of sheep in fifteen countries.

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