

# The Dairy Business

By  
Newton Bair

## "Salute to Ayrshires"

Every breed association holds a meeting annually for its members. It is always an exciting and memorable event, and serves to hold together an exclusive group of people dedicated to a singular purpose. Everyone benefits from their enthusiasm.

The recent convention of Ayrshire Breeders at Grantville, Pa., was one of those rare opportunities to witness that dedication and enthusiasm. Like most of the

"colored breeds," Ayrshires do not dominate the field in numbers, but certainly do have the potential to hold their own when it comes to beauty (type) as well as productivity. And Ayrshire breeders are well aware of it.

On a dismal, damp and snowy April day, eight busloads of them were given the opportunity to see Pennsylvania history and agriculture. And both are intertwined with the present and the

future of dairying, as well as the breed itself. For the farms they visited were located in the heart of history, between Harrisburg and Philadelphia. And the operations all typified what makes America great and will guarantee the success of the Ayrshire breed.

The small family operations like the Charles Gable's Conebella Farm, and Earl Keefer's Sycamore Meade, are perfect examples of what can be accomplished by farm families that have a vision and a dream. And the dream is enhanced and enlivened by other, more broadly inspired institutions like Masonic Homes in Elizabethtown and Ardrossan Farms in Villanova. Unlike the family operations, the latter have their own reasons for being besides producing a family living. Love and money both play an important role.

All of the Ayrshire farms mentioned, as well as others that could be seen in the central Pennsylvania region, are making a major contribution to the dairy industry. That contribution is the preservation and improvement of a breed that is minor in numbers but major in quality and service to mankind. In spite of their minority they constitute a basic foundation

of strength in the dairy business.

The great potential of Ayrshires to produce high quality as well as profitable quantity is exemplified in the Ardrossan herd. It has emerged as one of the truly outstanding herds of the Ayrshire breed and of all breeds. And every one of the over 200 cows in the herd are descendants of nine cows imported from Scotland in 1910! The current Rolling Herd Average is 19,699 pounds of milk per cow, with over 825 pounds of fat. Holsteins beware!

Holsteins naturally dominate the dairy industry in the U.S. Economically, it is only natural that they should. But there is a niche, a very important niche, for all of the colored breeds. Not that they all need to compete with Holsteins for size and production.

There was and still is, a very good reason for the development of the Ayrshires in Scotland, the Jerseys and Guernseys in the Channels, and the Swiss in the

mountains of Central Europe. Simmentals and other dual breeds were bred and developed for special reasons. And each breed has its devotees that love and pamper their favorites. Each must find its own economic niche as well.

Color alone is not the issue, although it breaks the monotony of black on white or white on black.

I sincerely hope that the world is never reduced to a monochrome of color, or a standard of size and shape. That hope applies to cows as well as people, and other creatures also. And I might even include my computer screen! A little color sure would help relieve the monotony there too. As it now stands, I must supply the color with words, and that isn't easy.

Let's hope that the colored breeds of cattle are never reduced to a few words in the history books. They deserve to be nurtured and improved, for their own benefit and the welfare of all people.

## Hay named DHIA Manager

UNIVERSITY PARK - Larry J. Hay, recently joined PA DHIA as Regional Manager. A native of

Berlin, PA, Somerset County, Larry holds an Associate Degree in Agricultural Business Administration from Pennsylvania State University, as well as work in pre-veterinary medicine at West

Virginia University, Morgantown. He brings with him a background rich in agricultural related experience, ranging from farm operation to coordination of support services furnished by Ralston Purina and Pennsylvania Harvestore.

Perhaps most significant to the members of PA DHIA, Larry has developed considerable ability to organize and coordinate activities,

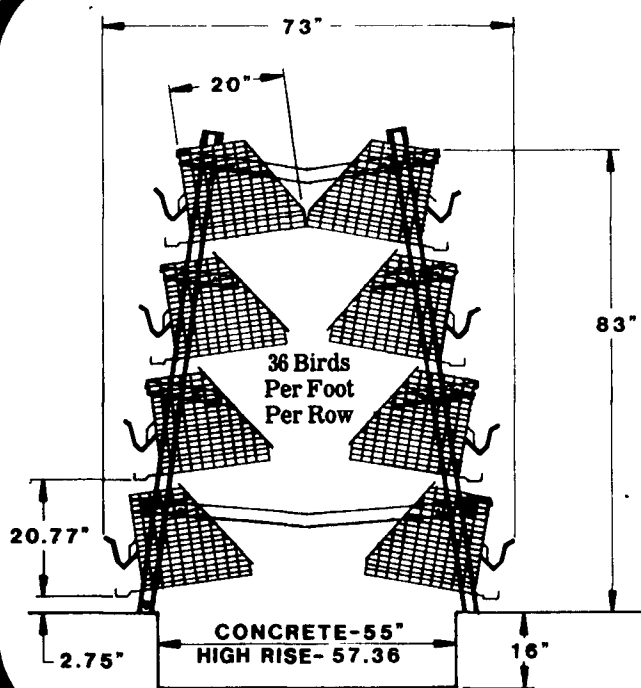
while at the same time retaining the capacity to work harmoniously with people. He should excel in a member owned organization such as DHIA.

Larry, with his wife Gale and three children, currently resides at Berlin, PA. After several weeks of

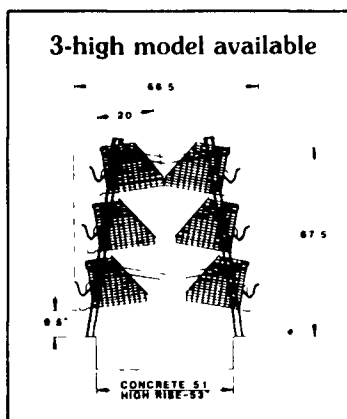
training at various locations in the state, he will assume permanent base in Region 5, Southeastern Pennsylvania.

# NEW from CHORE-TIME

## 20" deep SSS curtain back cage layer system



- Ideal for new construction or modernizing older cage houses
- Boosts density of old stair step houses by up to 125% or more
- Boosts density of old 3-high houses by up to 33% or more
- Famous Galv-A-Weld cage construction with 10-year pro-rated warranty



### Get The Only New Technology Available For Cage Systems

Chore-Time's new 20" deep SSS 4-high system puts 33% more birds into the same row lengths as old style 3-high systems - without dropping boards and without a need for greater building width. That means at 6 birds per 16"x20" cage (53.3 square inches) a 52'x536' building can house over 108,000 birds.

But, just as important, with this Chore-Time system you also don't have to sacrifice the features and benefits you've come to expect from Chore-Time: single file egg belt, our all galvanized, SOFT TOUCH® II egg collection, a gentle cage floor slope to prevent checks and cracks...rugged A-frame cage support and legs every 4 feet to protect against cage sag and trough

wear and Galv-A-Weld (welded black then galvanized) cage construction for long, trouble-free life... a choice of feeding systems to help you take control of feed costs: Meal Master Feedkar (traveling feed hopper), M.T. (rotating Flex Auger), and NEW Ultraflex (80 ft. per minute circulating Flex Auger).

And, with Chore-Time feeding systems you can take full advantage of the new production-boosting, feed-saving MEAL-TIME® feeding method developed by Chore-Time. Our feeding systems are designed to minimize waste and provide each bird with fresh, Un-Picked-Over feed.

### NORTHEAST AGRI SYSTEMS, INC.

P.O. Box 187  
Fitchville, CT 06334  
Phone: (203) 642-7529

Local Representative  
DAVID NEWMAN  
(717) 299-9905

Our New Warehouse Is Now Under Construction At  
FLYWAY BUSINESS PARK, Located By The LANCASTER AIRPORT

**Northeast**  
agri  
systems

**CHORE-TIME**



As your authorized Roto-Master distributor, we offer new and rebuilt turbochargers for most popular diesel applications, including IH, Case, John Deere Massey, AC, M & W and others

- \* New - Rebuilt - Exchange
- \* Custom Rebuilding Available
- \* Turbine Wheels & Shafts Dynamically Balanced And Straightened As Required
- \* New Bearing, Seals & Gaskets w/Each Turbo
- \* All Makes Serviced
- \* Service Since 1952
- \* Free Hat With Each New, Rebuilt, Or Exchange Turbo Thru 5/31/86 (Limited Supply)

**PENN DIESEL SERVICE CO.**  
Interstate 81, Exit 27  
Harrisburg, PA 17112  
**PA 800-223-8836**  
**717-545-4207**