

Holstein Assn. Especially Strong In Export

(Continued from Page A1)

a particular export order we provide these local sales representatives with the specifications and ask them for assistance in locating the cattle that meet these various specifications. We also use these sales representatives to help select for the state association sales.

Q. It's always been a problem to have breeders register their animals on time. What involvement does the state organization have in getting the animals in the herd book?

A. Our involvement in increasing registrations or maintaining registrations is mostly tied to our membership. Right now the state membership is a minimum of \$20 with a 45 cent per registered cow in the herd of the member. This gives us the incentive to keep the animals registered and to increase the number of registered animals on farms throughout the state. Also we encourage registrations through our field day club activities and annual meeting. If our members or even a non-member comes to us with a registration problem we get involved with it right away.

Q. Can you give us a little explanation of the index numbers we now see in the official pedigrees of our animals?

A. Indexes are important because it provides a measure for the potential of the animal. But there is discussion about whether there is some possibility of affecting the indexes by management of the herd in terms of herd mates. Maybe there needs to be some changes made in the formulas and we expect to see some changes made. But the international buyers still look at the indexes. Recently we were host to some bull buyers from Japan. And their specifications called for young bulls to be out of cows with at least an 800 index. But when they got here it was difficult to sell a bull out of a cow that had less than a thousand index. The requirements keep going up. And the domestic market must look at the indexes because the foreign markets use them. The main concern is that we must be sure that the formula is correct so that we are all recognizing the best

brood cows in the industry and breeding from these cows. We will likely see some lively discussion at the national convention the first week of July in Milwaukee on this subject.

Q. Can you give us a little more information on how these cow indexes are formulated?

A. Basically the index comes from the sire of the cow and the performance of the cow herself in relationship to her herd mates.

Q. You mentioned the national convention coming in July. Can you give a little preview of the convention?

A. One of the important things for Pennsylvania members is to get Thomas Kelly elected as national director. The desire for Pennsylvania is to have two directors from our state. That certainly is the highlight of the convention for the Pennsylvania delegation. There will also likely be discussion about how to recognize the cow families a little more by giving a little less emphasis on the sires side when dealing with index numbers.

Q. Since the Pennsylvania State Association will be 75 years young next year, are you already planning some special things to highlight the state convention?

A. Yes. The next state convention will be held in the Sheraton in Wilkes Barre on February 25 and 26. We haven't done a lot of planning yet. But we want to have a place to display some memorabilia of the first 75 years of the Pennsylvania Association. Local clubs can already start thinking toward what they might bring along to the convention in the way of historical things. Of course some of the records of the early years were not kept as well as they have been in the last 25 to 30 years. So we are looking forward to some of the old things that show holstein history. We also will have a ballroom sale as a major activity. And we will be housing the cattle across the street in the parking garage.

Q. What would you like to tell the 120,000 readers of Lancaster Farming about your member relations program?

A. First of all, we'd like to tell everyone to keep active and involved. A lot of people right now

are considering whether they should keep on registering all of their cattle. It might look like they can't afford membership right now. But if they look down the road they will see that to let their registrations go on the young animals will place a handicap on their sales program three or four years from now.

Q. Can you elaborate on the dollars and cents aspect of registered animals over non-registered animals?

A. The average registered animal is worth \$300 to \$400 more. Our state average for membership fees is about \$33 a year. That allows the member to belong to (Turn to Page A46)



Kenneth Ramey



Jeffrey Harding

C.B. HOOBER & SON INC.
INTERCOURSE, PA
(717) 768-8231


CALL US....
It Could Be We Have It

WE SHIP PARTS DAILY
Via UPS - PPSH - BUS - AIR FREIGHT, Etc.

Case Authorized
UPS Station

HOOBER EQUIPMENT INC.
MIDDLETOWN, DE
(302) 378-9555

AG TEC
The All-Purpose
Sprayer



For:
Sweet Corn,
Nursery,
Vegetables -
Gives Them
Wrap-Around
Protection
Orchard & Vineyard
Heads Available

Featuring:

- 190 MPH Air Stream
- Rotating Head (3 Pt. Hitch or Pull Type) Sprays With The Wind
- Low Volume Efficiency Reduces Chemical & Fuel Cost

SHORT ON CASH?
If So Consider Our 3 Yr. Leasing Program
Available On Ag Tec Sprayers Only
See Us For Details

Lancaster County's Only Dealer Specializing In
Sprayer Sales & Service
LESTER A. SINGER
96 N Ronks Rd Ronks, PA 17572
(717) 687-6712 or 295-2308
Mon.-Fri. 8 to 5; Sat. 8 A.M. - 12 Noon



GRO-MOR PLANT FOOD COMPANY, INC.

281 Farmland Road, Leola, PA 17540
(Lancaster County)

717-656-4166

LIQUID FERTILIZER

**Thousands of Successful Farmers Can't Be Wrong...
LIQUID FERTILIZER WILL INCREASE
YOUR YIELDS AND PROFITS!**

Many Farmers In Lancaster County Enthusiastically Endorse Our Alfalfa Program!

We Are Committed To Helping You, The Farmer, Make Maximum Profits!

**We Are Known For...
Service & Performance!**


With More Than 20 Years In The Business
Our Experience Is Your Gain!



We At Gro-Mor Plant Food Co., Inc. Salute All The Dairy Industry and Say "Thanks" For Providing Us With Wholesome, Nutritious Dairy Products.


Spray proof AND high performance agricultural ceiling fans.

AG-TECH™ 56"




Rated at 21 000 CFM

AG-TECH™ 60"



Rated at 41 000 CFM

AG-TECH™ 72"



Rated at 52 000 CFM

Patent Pending

BY LEADING EDGE INC.

"THE FIRST COMPLETE LINE OF HI-PERFORMANCE AGRICULTURAL CEILING FANS!"

TRI-COUNTY SWINE SYSTEMS

**608 E. EVERGREEN RD.
LEBANON, PA 17042
(717) 274-3488
Hours: Mon.-Fri. 7:00 to 4:30**

Authorized Dealers

STOLTZFUS MOTOR REPAIR
RD 1, Box 123 Morgantown, PA 19543
(717) 286-5609

WITMER IMPLEMENT SERVICE
RD 3 Shippensburg, PA 17257
(717) 532-6139