

# Schultz Brothers Make Partnership Last A Lifetime

BY HELEN KELCHNER

Columbia Co. Correspondent

**BLOOMSBURG** — The Shultz Brothers of Bloomsburg R.D. #9 have a successful dairy and farming operation in which cooperation and good management have served them well.

Leo, Clark and Paul established the family partnership 32 years ago. Their father died in his late 40's and the boys worked the farm for their mother until 1953. At that time they bought the stock and equipment from her, combined two farms in the operation and have succeeded in building a herd of 150 registered Holsteins.

Their present acreage amounts to 448 acres, 378 tillable. A creek runs through the farm bordered on both sides by a stand of trees.

The Shultz Brothers manage their farm business with an eye toward thriftiness. Clark says they try to save big interest dollars by avoiding borrowed money on items they can do without. For instance, no towering silos mark their farm and their equipment consists of good, well-maintained machinery that has been in use for many years. Leo says they have several tractors which are old, but in good condition. Their well run machine shop repairs breakdowns and keeps the operation running smoothly.

This careful management does not mean that modernization is sacrificed. Far from it. A 38-by-150 barn built in 1962 accommodates 60 milking head. It is equipped with a Surge Pipeline milking system combined with Tru Test metering.

The cows are fed with a feed cart which was designed and constructed by the brothers.

An isolation transformer is very much in evidence just inside the barn entrance to protect the herd from stray voltage. Leo says the transformer protection amounts to about the price of a cow, but could amount to a great deal more in lost

revenue without it. He added, "We couldn't afford to gamble." A transmission power line runs through the farm. Shultzs were alerted that a problem existed when shocks were experienced in the cooling room sink during clean-up.

As for silo storage, Clark, the youngest of the brothers, proudly points out a 58-year-old wooden structure that was under construction the day he was born. This 12-by-30 storage for grass silage is kept in good repair and is quite adequate on the farm where the heifers and dry cows are kept. An additional 100 ton capacity trench serves as storage for the heifers mixed feed. Just a short distance up the road, the second farm has a 12-by-35 Marietta storage bin used either for grass or corn.

Milking cows are fed a balanced ration twice daily and about 16 pounds of silage. Each cow is given about 20 pounds of hay in the morning. Carts fashioned by the Shultz brothers are loaded with silage and pushed or hauled by trailer to the respective stock. This had been a 25-year-nutrition practice following guidelines from DHIA.

The brothers are also alert to energy saving methods. They have installed a 125 gallon pre-heating water tank which uses heat generated from the milking system compressor. This tempered water goes into the hot water tank in the milk storage room.

The Shultz farm operation finds methods of getting around the \$60 to \$100 a ton bedding when their straw runs out. Clark says that good dry fodder goes farther than straw. They chop their corn stalks in the field, turn it over in rows like hay and gather it for bedding.

Leo explains another bedding material they harvest from timothy. First, they run a combine through to harvest the seed which amounts to about 150 bushels.

Following this, they cut the stalk for bedding, a yield of about two tons per acre. They keep enough seed for their own use and sell the balance. This profit recovers the cost of the combine and the bedding is a bonus.

The only other grain they merchandize is shelled corn when they have a surplus.

Seventy milking head of Holsteins fill the new barn with some juggling of 10 over capacity. About 40 dry cows and 40 heifers are housed and pastured on the adjacent Shultz farm. The heifers from 15 months are kept out all winter. They are brought in each morning and fed grain individually with free choice silage. A hay cart is available out in the field. When the heifer is about a month from freshening, she joins the dry cows in the "dry yard." This latter group is never turned out.

The herd average in June for 74 cows was 18,751 pounds and tops Columbia County with 785 pounds of fat, as listed with DHIA.

Sire Power's Elevation, Jet Stream, Gemini, Stewart, and Chairman are used for breeding. The herd was produced 50 daughter from Chairman.

Shultz Brothers Farm has taken the high producer award in Columbia County several years in the past.

One cow in their herd, Shul Bro Job Dolly, produced 20,357 pounds of milk with a 5.1 percent test, and 1,043 pounds of fat in 315 days. Her dam, out of Elevation, was sold at the Reading State Convention Sale.

Two years ago, Shul Bro Jet Stream Jill completed a 305 record of 29,040 pounds of milk with a 3.19 percent test and 1,136 pounds of fat. She was sold at the Pocono Sale in 1982 to join the "Excellent" herd of former president Jimmy Carter in Huntington County.

A Marshfield Elevation Tony son from the Shultz herd is destined for Taurus service.

Every year about 25 cows are sold for dairy purposes after their first or second record.

The Shultz's have been involved with consignment sales for nearly a dozen years. They feel it has given their stock good advertising and they've made money over and above their milk and grain sales.

About 150 acres of corn are raised on the farm with 40 to 50 acres of wheat and the balance in hay.

Milk is sold to Farmland Dairy, Wallington, N.J.

The only help on the farm besides the three brothers is Leo's son Larry and Larry's son Jason, who is in 10th grade, in addition to Paul's son, Mark recently graduated from Danville High School. Mark was in FFA and received a Keystone Farmer Degree.

Leo, Clark and Paul have no special jobs. They all pitch in



"The Shultz Feeder" is what Clark, Paul and Leo agree this ration cart should be labeled. It was designed and constructed by the brothers to meet their herd's individual needs.



Leo, Clark and Paul reconstructed this former hog pen — chicken house into a drive-in maintenance shed. When a bargain overhead garage door was purchased, the brothers simply extended the entire two floor building to enlarge the original 5 foot opening to accommodate the 6 foot door. The door was advertised in a local paper and Clark saw the value in the almost new door with a selling price of \$50.

where work needs to be done.

An interesting project they recently completed was the remodeling of a hog pen which had a second floor chicken house. The finished job is a roomy cement-floored, drive-in workshop for machinery repair. When the project was nearing completion, they had a 5-foot opening, but no door.

Some time ago, Paul saw an ad for a used overhead sliding door, but found out it was 6-foot wide. He passed it by, but sometime later, he noticed the door was still for

sale. He arranged to look at the door and get a price. As it turned out, the seller was asking \$50 for an almost new sliding garage door.

Clark bought it on the spot, but he still had only a 5-foot opening.

No problem for the Shultz brothers. They just moved the entire side of the two floor building about two feet to accommodate a 6-foot door. This required a strip of cement on the interior floor as well. Transite siding covers the exterior making an attractive and durable addition to the Shultz Farm complex.

## Chesapeake Bay Foundation

### Names Pa. Coordinator

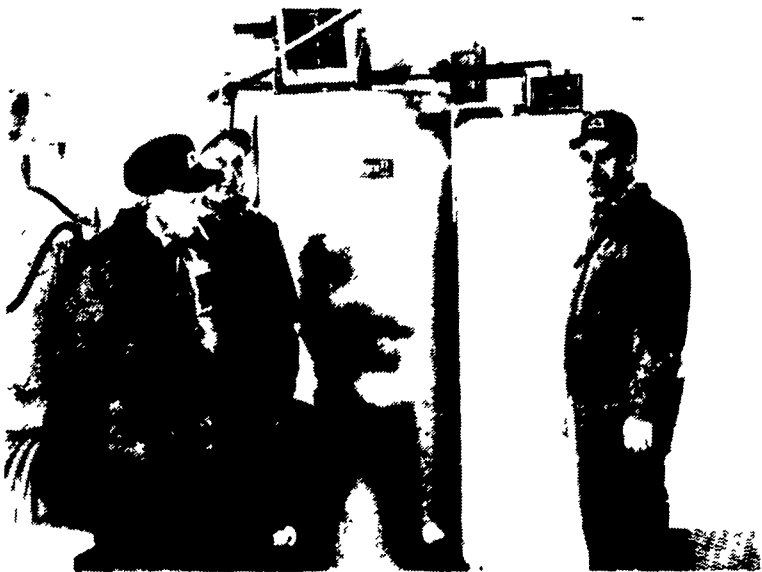
**HARRISBURG** — The Chesapeake Bay Foundation announces the appointment of Thomas P. Sexton III, a Pennsylvania native, to head the Foundation's new Harrisburg office. As Pennsylvania state coordinator, Sexton will oversee development of CBF's environmental defense, environmental education and land conservation programs in the Upper Bay area. Sexton comes to CBF from a senior staff position for a U.S. Congressman from Maryland.

"Tom Sexton's broad experience in the fields of environmental education, natural resource planning, and legislation, coupled with a long-standing familiarity with the state of Pennsylvania, will be indispensable as he shapes CBF's Pennsylvania presence," said Foundation president William

C. Baker.

Sexton's immediate challenge is to show Pennsylvanians the direct link between their treatment of tributaries and the health of Chesapeake Bay. "The Susquehanna River drains an area of 27,500 square miles (half the state of Pennsylvania) and supplies half the Bay's fresh water," he says. "How we, in Pennsylvania, treat the Bay comes right back to us both in recreational opportunities and the food products we enjoy. A healthy Bay is in everyone's best interest."

CBF, with over 37,000 members in 50 states, maintains its headquarters in Annapolis, Md. and a second field office in Richmond, Va. Establishment of a CBF Pennsylvania office is made possible by a grant from the Richard King Mellon Foundation of Pittsburgh.



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The heifers from 15 months old are kept out in this field all winter. A stream provides water and they are brought in every morning for individual feeding. Free choice hay is available in the field.