

Family Enthusiastic About Dairy Farming

(Continued from Page A1)

sary," says the younger Hess of RCMA. The father-son partnership were cooperative members before deciding to go the independent route with Johanna. Little in their relationship with their milk dealer has changed since joining RCMA.

Milk tests, hauling and quality work are handled by Johanna. The dealer also writes the regular milk checks. RCMA bargains for over-order prices and the money is passed on to each farmer as it is received by RCMA.

Neighbors want to know if the Hesses have any second thoughts on the "co-op" in RCMA. Not according to the younger Hess. "I think of RCMA as a farmer-owned operation doing business for farmers. It doesn't charge dues. And it can't assess me. That's all in the contract."

At current levels, the Hesses will receive more than \$3,000 a year in RCMA premiums. Still, these premiums are running lower than expected due to the ongoing difficulties RCMA is having with Farmland Dairies and the need to

increase RCMA membership in sections on New York and Pennsylvania.

"If the remaining independents join RCMA, we could see 40 to 50 cents per hundredweight," said RCMA President William Zuber. He said the organization is working hard to sign-up new members to join the more than 22,000 farmers who already belong to RCMA. During April, 43 dairy farmers joined RCMA.

Joe Hess Jr. likes the idea of farmers having a say in pricing their milk. He says RCMA premiums "help make up for lower federal order prices." He would also like to see more dealers offering quality premiums.

"By upgrading milk quality," the younger Hess points out, "dairyman can improve shelf life and increase sales." He also feels that protein pricing has a place in the farm income picture.

RCMA's leadership in paying over-order premiums — a total of more than \$11 million in six months — has spawned many private dealer premiums. The Hesses get premiums from both RCMA

and Johanna Farms.

"I've had calls from Farmland Dairies, but we weren't about to change handlers again," Joe Jr. says. "With RCMA you don't have to."

The Hesses don't do anything in halves. When they decided to go dairying in 1973, the farm team put up a 140-cow free stall barn and double eight parlor, all in one shot. Then they bought three herds to fill it.

Penn State plans were used in building the free stall barn and converting a tobacco shed. The farm team did most of the work.

It was a busy first year. Joe Jr. married Linda Wilson; father and son formed a partnership; and the Hesses hired Linda's dad as herdsman to keep them on track.

The partners own the cattle and machinery, and rent the land and buildings from Joe Sr. The herd is strictly grade with just a sprinkle of registered animals.

"You can't beat your own replacements," the young dairyman notes. The Hesses carry 120 heifers, grouping them according to age and size.

"Bringing cows together in 1973 created a lot of health problems," Joe Jr. recalls. "Home-grown are acclimated and better adjusted."

"The only other animal on the farm is a dog," Joe Jr. says.

"And cats," adds Linda.

The Hesses feed cows a total mixed ration, with all corn and

alfalfa home grown, protein bought in bulk. The latter includes wet brewer's grain, whole cottonseed and soybean meal.

Milkers are divided into two production groups, with top producers fed for 65 pounds production, and a second group for 40 pounds. In April, the Hesses were shipping 51 pounds per cow. Dry cows make up a third group.

Corn is the big crop, some 200 acres. It's blown into concrete stave silos as silage and high mois-

ture ear corn. Some silage is baled, but most of the 65 acres is put up as haylage. Partners count on four cuttings every year, some years they get five. Fill-in crops include wheat and soybeans, both at 30 acres in 1987.

Joe Sr. agreed to go dairying, but he wasn't about to quit tomatoes. The Hesses contract 50 acres of a meaty, Italian-type tomato with Furman Foods of Northumberland, Pa., that ends up on pizzas and as spaghetti sauce.

RCMA Names Howalk Division Services Manager

BATAVIA, N.Y. — The Regional Cooperative Marketing Agency Inc. has named John D. Kowalk as its Central Division field services manager.

Kowalk will be responsible for member relations and membership sign-up activities in New York State and sections of adjacent states. RCMA has 22,000 members in 11 Northeastern states. The organization collects over-order premiums and distributes that money to its member dairy farmers.

Prior to joining RCMA, Kowalk

was with the New York Farm Bureau as a regional organization director. He has spent time teaching with the Brigham Young University Department of Agriculture Economics, and in managerial roles with companies involved in processing and distribution of commodities.

Kowalk holds a bachelor's degree from Brigham Young University in food industry management and animal sciences and a master's degree from BYU in agribusiness management, marketing and finance.

TROY-BILT

Roto Tiller Sale

In stock & ready to go!




TROY-BILT
ROTO TILLERS
Authorized Dealer

- Rear tines, powered wheels!
- So easy, you guide it with JUST ONE HAND!
- Models sized for every garden!

HOLLINGER'S

Lawn & Garden Equipment



Financing Available






656-2710 <small>2274 New Holland Pike LANCASTER</small>	738-1131 <small>1755 W. Main St EPHRATA</small>	533-4060 <small>1515 Chocolate Ave HERSHEY</small>
---	---	--

Is Your Property Immune From Attack?

Termites? Ehrlich in. Termites out




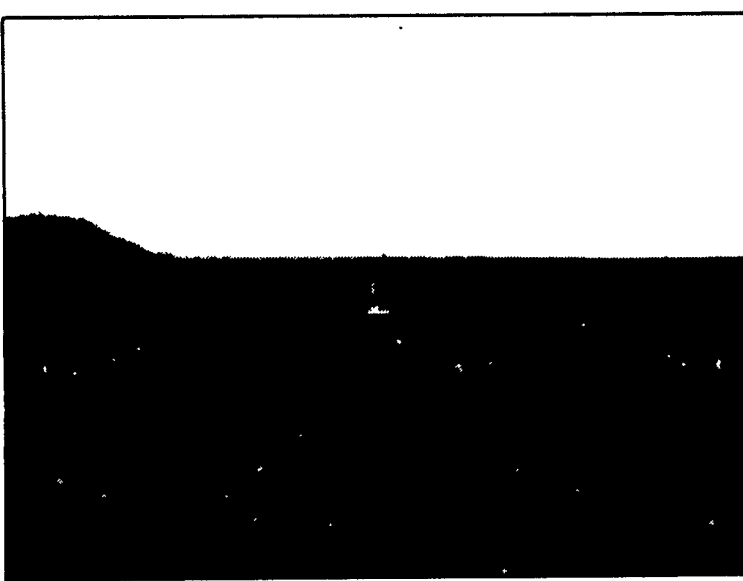


1278 Loop Rd.
Lancaster, Pa.
17604
717-397-3721

Since 1928
Pest control is too important to trust to anyone else

MILK AMERICA'S HEALTH KICK™





ADJA FOAM MARKER

A long lasting Foam Marking System that leaves highly visible strips or balls of foam. The ADJA Foam Marker is a new concept in foam generation which eliminates the need for compressors, pumps or solution tanks etc.


The simplicity and reliability of this state of the art marker make it the most reasonably priced marking system presently available to the farming community.

Simple electronic controls allow in cab control of on/off switch left or right marking foam mark size and distance between marks. The ADJA Foam Marker is ideal for use on a variety of surfaces such as summerfallow stubble, cultivated or disced stubble, green crops, green grass or brown grass. A totally new formula produces foam that will last for one full day or more.

ATTENTION OWNERS OF DYE OR SILVER MARKERS —

With the use of a very simple adaption kit the ADJA Foam Marker can be added to your existing system at very little expense. This will allow you to mark with dye or foam depending on your field conditions.

ADJA INDUSTRIES LTD.



For The Name Of Your Nearest Dealer, Contact

HAMILTON EQUIPMENT, INC.

567 S. Reading Road Ephrata, PA 17522
(717) 733-7951

Introducing Nutri-Shield.



Spray it on forage crops and they shed water like a duck's back.

Nutri-Shield comes in powder form. You mix it with water and spray it on your bales, stacks or cubes. It dries to a resilient, plastic-like coating that shields the crop from moisture, inhibits mold and rot, saves nutritious alfalfa leaves and helps bit, round bales retain their shape.

Crop losses are significantly reduced. Animals get more palatable feed, protein and fiber.

FDA approved Nutri-Shield contains no acids or harmful chemicals. You could consume the ingredients in Nutri-Shield without danger.

Free Nutri-Shield Demonstration Kit and Informative Brochure Plus Price and Discounts.

TWIN OAK FARMS
 372 Puseyville Road
 Quarryville, Penna. 17566
 Phone 717-786-2146

Nutri-Shield (Patent Pending) is manufactured in the farming community of Courland, Kansas. Population 377.

Spray equipment is available through your Nutri-Shield dealer.