

## Scarff Bros. Have New Barn For Family Business

Fallston, MD—Pick out any of the 1200 open or bred heifers the Scarff Brothers have on inventory and Howard will tell you where she came from and where she is going—going to maybe Texas, Florida, Colorado or even Puerto Rico. This ability to remember each animal and an educated eye for good Holstein replacement stock have made Howard, age 25, and his brother Lance, age 22, among the youngest, successful cattle dealers around.

"I taught the boys to work," says their father W. Conly Scarff. "And while they have had a lot given to them, they also earned a lot themselves."

The brothers now own the cattle business that was started by their grandfather in 1928 and the 165 acre family farm. In addition, they lease another 335 acres from their grandmother's estate. They raise 225 acres of corn for silage to feed their growing Holstein heifer replacement business.

The Scarffs buy heifers from dairy herds in the "country" that weigh from 400 to 600 pounds. These heifers come mostly from farmers in Pennsylvania and New York. Then the heifers are contracted out to farmers to feed until they are springing with their first calf. They sell the bred heifers by the trailer load to commercial dairymen across the country.

"We look for a large framed heifer that shows a lot of youthfulness," Conly said. "We don't want a stunted heifer. And since we sell 90 percent of our heifers without the buyer seeing them until they are at their new home, we want them to be thriving, healthy heifers. Our reputation depends on it."

Because of the optimism for the future of dairying, especially the export market for dairy animals, the Scarffs have just completed a new 122'x284' barn and loafing pen that's divided into six parts. The barn, built by A.K. Petersheim & Sons, Narvon, had Lapp's Barn Equipment, Gap, as general contractor and uses Zimmerman stalls. A 68x225 Sollenberger trench silo was built beside the new barn. The barn houses 500 heifers and was patterned after the Pennsylvania Holstein Association barn in Middletown.

The barn is 14 feet high inside and has a ventilator in the roof to siphon off the hot air from the animals. They also installed vent doors in back to adjust the air flow as needed. The barn faces east and allows the morning sun to shine back into the pens.

"The new barn is rather a luxury for us," Conly said. "Our family has been raising heifers out in the open for quite some time. My father did it before us. Until recently, the business was not large

enough to justify a new barn. In addition, my father put every extra dollar into land. He thought barns depreciate but land appreciates."

And the Scarffs have reason to believe their father and grandfather was right. The land around their farm sells for \$100,000 to \$125,000 for one or two acres. But they still feel that their new barn was needed to keep better hands-on management of the heifers.

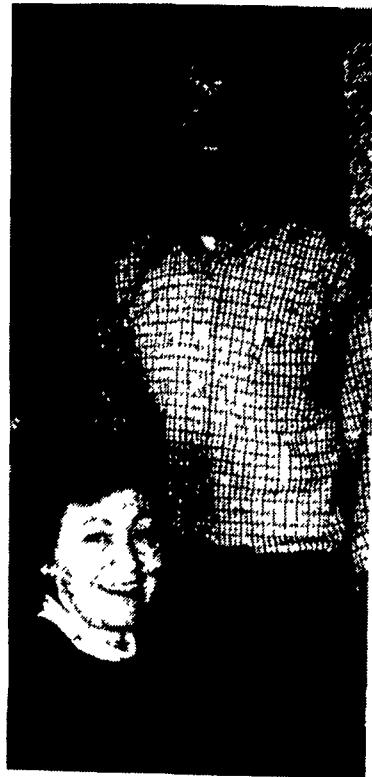
"No question the cattle business supports the farming operation," Conly said. "But we're proud to keep the family business going right in the heart of this area where development pressure has pushed many of our neighboring farms into \$350,000 to \$650,000 homes. I'm not sure what kind of a job you must need to have to own a house like that, but they sell them as fast as they build them."

Conly expressed appreciation to other cattle dealers who helped his sons get established in the business. He said that competitiveness among dealers is common. But many dealers, especially in the Lancaster area, helped his sons when they were inexperienced. "These dealers could have taken advantage of the boys, but they didn't," Conly said. "And we want to thank them for that."

Back in the late 1800's, Thomas Winfield Scarff bought the first ground for the family. Succeeding generations include: C. Howard Scarff, Sr., W. Conly Scarff and the Scarff brothers, C. Howard II and Lance N.

"It feels good to be on the land where your family has lived for generations," Lance said. "And even today we keep things in the family. We do all the work, the buying and selling. We have hands-on management that gives us a chance to discern the needs of our customer and his operation too."

And with this fourth-generation, farm-cattle business team of Howard and Lance in charge, this hands-on family management is likely to continue for quite some time.



Betty and Conly Scarff and sons C. Howard II and Lance N.

## Rutt Named To State Ag Board

HARRISBURG — Rep. John E. Barley today announced that a southern Lancaster County farmer has been named to the state's new Agricultural Land Preservation Board.

Barley said Kenneth M. Rutt, of Edgefield Farms near Quarryville, was appointed to the board by House Republican Leader Matthew J. Ryan for the 1989-1990 session of the General Assembly.

"Ken Rutt is well qualified to serve on the state board, having been recognized by his peers as a successful farmer and agribusinessman," said Barley. "He's been very active, not only in the agricultural community, but in many civic and community endeavors."

Barley pointed out that Rutt was recognized as a Master Farmer in 1983 and has served as president of both the Lancaster County 4-H Council and the Lan-

caster County Extension Service. He served on the Lancaster County Planning Commission's Land Use Advisory Committee for 12 years and was manager of the Solanco Fair Association from 1967 to 1978.

Rutt is also a director of the Lancaster Chamber of Commerce and serves as chairman of the Chamber's Agriculture Committee.

Rutt will be one of two Lancaster countians on the 17-member State Agricultural Land Preservation Board. Rep. Kenneth E. Brandt (R-98th District) will serve by virtue of his position as Republican chairman of the House Agriculture Committee.

The board was created under House Bill 442 (Act 149 of 1988), which was cosponsored by Barley and enacted into law in December. The panel is responsible for reviewing farm preservation proposals from counties around the state and approving funds to support those preservation efforts.

"Agricultural land preservation is crucial to Lancaster County and our county is expected to be the largest recipient of preservation funds from the state," noted Barley. "We're very fortunate to have both Ken Rutt and Rep. Brandt on the board representing the southern and northwestern portions of the county."



This new barn houses 500 bred and open heifers.



The Scarff Brothers farm at Fallston, Maryland with new barn shown on right.

