

Good Stewards

(Continued from Page C3)

Junge Farms leukosis culls didn't go into other herds. "We won't sell leukosis animals to other farms. They go straight to the beef barns."

Team Management

While Ray is in charge of planning and managing Junge Farms he feels that decision making on an operation of this size should be a team effort.

"It's gotten too big for me to mind all the details. With everyone watching the details we can be sure everything is getting done. We kind of bump heads together for ideas. After all our decisions affect everybody," said Ray.

Perhaps part of the reason Ray is comfortable getting input from his employees is the high quality of the help at Junge Farms.

"Our nephew, Jay Garis, serves as our herdsman. He's been here about 12 years and is our longest full-time employee. He has a lot of input on breeding decisions.

"Our son, Jason, works full-time for the operation and he's our mechanic. He's mechanically inclined and very good help but of course don't tell him I said so.

"Karen is in charge of accounting and our youngest daughter, Suzann works part time with the calves and helps with the milking," Ray explained.

Their oldest daughter Leann Moyer is not employed on the farm. Her husband Michael works in an auto body shop.

The Moyers also feel lucky to have Harvey Shaner working on Junge Farms. "He just started in March but he knows the meaning

of hard work and he never has to be told anything twice," Ray exclaimed.

In the summer the Moyers have gotten a labor boost from Rev. Junge and his family. "Rev. Junge and his seven children have come up each summer to help with the haying, general maintenance and normally they take on a project such as helping to build a barn. Of course, the Junge family doesn't have to do this, but Rev. Junge believes in being useful. In fact, our farm motto is satisfaction in use," Ray said.

"Alf" Feeds The Junge Cows

One of the team's most recent decisions resulted in the purchase of a new Alfa-Delaval Automatic feeding system. "Alf" as the unit is affectionately called, dispenses feed to the milking animals nine times a day. So far the only labor involved has been keeping the hopper filled and making sure the high moisture corn is cleaned out each day. "Alf" does the rest. "Alf" runs along a monorail in front of the cows. An electric eye on the unit reads a magnetic strip above each cow.

"We figure feed separately for each animal, set the magnets on the strips and Alf does not work. We haven't seen any increase in milk production but I expect to have a decrease in feed costs and there is already a labor savings," said Ray.

A feeding decision that did result in an increase in milk production was to install a roller mill.

"I thought that running corn through the roller mill would increase production but our nutri-

tionists discouraged the idea. Then one of the dealers agreed to let us install a roller mill in the barn for three months at no charge. Within days of using it we saw our milk production go up by three pounds and butterfat was up by a pound. To say the least the mill is still here," Ray said.

Junge farms has 80 comfort stalls and milking is done with a pipeline. "We normally have one preper and two milkers. We don't teat dip. We discovered that feeding during milking, using individual towels to wash and dry the udders is effective in keeping the somatic cell count under 200,000."

Research — The Moyer Way

While the Moyers are willing to take advantage of technological innovations, they like to research their decisions carefully.

"I don't believe in change just for the sake of change. Take those isoacids for instances. We tried those for eight months and all we ended up with was less money and smelly hands. Now BST is being offered and that's fine for places like Bangladesh where they need more milk, but it will just hurt dairymen here in the long run," Ray stated.

Among the options that are being considered for the future are a new heifer barn and a new enterprise. "Suzann will be graduating in a couple of years and she would like to work here full time. There isn't enough work here to hire her presently so we are considering getting some miniature horses. They are smaller than many breeds of dogs and they are becoming popular. They don't require much labor so Suzann could manage them herself."

According to Ray the retail

price of miniature horses ranges between \$10,000 and \$50,000 apiece.

The Moyers are happy to see their children staying in production agriculture.

"You have to make up your mind that you're going to be a farmer then you have to make your attitude up. You have to forget about people making \$10 an hour and getting all sorts of holidays and concentrate on doing the best job possible.

"I don't believe hard work ever killed anybody, but stress can. We know so many farmers that are just holding on 'till they can retire and sell the farm. They encourage their sons to go to college and find off farm professions. The farms are sold and houses spring up on them.

"I keep wondering what our grandchildren and their grandchildren are going to do. We believe in being stewards of the land not only for our generation but for generations to come and Rev. Junge shares our concern. Ray can handle all the big decisions on the farm and all the worries but urban development causes him a lot of stress," Karen added.

Karen does see a ray of hope. "One young lady in the neighborhood had the option of building

her new house on the home farm or buying a hillside that couldn't be used for farming. She announced that she was going to build according to her convictions and now she has a lovely hillside home. We need more of that type of thinking instead of the get rich quick attitude." Besides encouraging their own offspring to become involved in the farm, the Moyers are trying to educate the public through farm tours for young people.

"We've had kindergartners, home schoolers and nursery classes visit the farm. We try to show them that we're like their parents. I tell them that I wear perfume and make supper like their moms but I have other jobs, too. We also try to show them a real farm is quite different from the story book version. There is more than one cow, one sheep, one chicken. Well you get the idea," Karen said. The Moyers have had between 300 and 400 visitors at the farm.

So what's in the future for Junge Farms?

"I hate to really set a goal. I could say 25,000 pounds but I think we'll beat that. I could cull the herd to 40 animals right now and have an average between 28,000 and 29,000," Ray said thoughtfully.



Hostetter Surge

Celebrating 30 Years Of Service!

Our Goal Continues... Good Service At Reasonable Cost!!



Meet Our Staff...

Pen W. Hostetter, Founder



Stephen Hostetter

"Store to Farm" Surge/Team Service



Rodney Hostetter

Electrical And Water Conditioning Sales & Service



Frank Lehman

Serving S.E. Leb. And Parts of Lanc. Co.

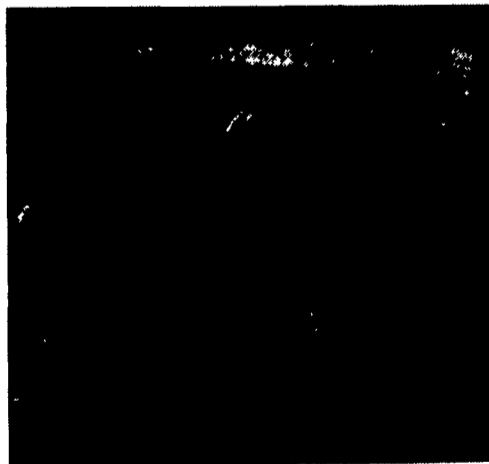


- No Cross
- High Capacity
- Visability
- Easy Handling

MILKING UNIT!



KUBE KOOLER



SURGE/TEAM "A Farm Store At Your Door"

Don't Settle For Less... Don't Pay More!

- The Right Products Delivered By A Trained Specialist!!



The TEAM MilkMonitor™ benefits the dairyman with

- Consistent milking
- Improved herd health by reducing the risks of overmilking.
- Time and energy saved. Less checking and rechecking.
- Peace of mind - relief milkers milk the way YOU want it done.



Call Us Today...

PEN W. HOSTETTER
RD 2, Annville, Pa.
Ph: (717) 867-2896

Ask About Special Discount For Mentioning This Ad!