

# Growing Beef

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the Hesses several advantages. "We wanted to be marketing throughout the year," Karl stated. "Using Holstein calves gives us the opportunity to keep the feedlot full and utilize the calf barn, which we already had. In addition, there's minimal stress on the calves once you get them here: they're not getting trucked all over."

Because Holstein calves are available all year round, the couple can sell large groups of beef to packers four or five times each year rather than once or twice. This not only keeps the cash flowing, it also allows the Hesses to take better advantage of the market.

Raising the cattle from calves also allows the Hesses to spot poor doers earlier. "With feeder cattle, you don't know their background and some guys unload their slow doers as feeders," commented Karl. "When you raise calves, before you have invested \$200, you will have a pretty good indication if any need to be culled. You can cull calves at 200 pounds at a lower expense than if you bought it as a feeder and fed it a few months."

Extensive records are kept on the calves and their performance. Among the facts noted include where the calf was purchased, its weight going in, purchase price, feed consumed, and health problems and medication needed.

Rather than buy the calves themselves, the Hesses put an order in with a buyer. "It would take a lot of phone calls and running around to get 70 calves in two to three days," said Karl. "I don't have the time to train my eye to see problems that a buyer could. A borderline calf may look good at its home farm, but putting it through the stress of moving could push it over into poor health."

Another reason they use a buyer is that he can almost always get a better price. Usually farmers who buy their own calves want to fill the truck up that day and will spend extra money in order to do so. Buyers can fill orders over a few days at a lesser price per head.

Once an order is in, Karl does the trucking and moves the calves

onto his farm within three to five days.

Weaning begins almost immediately with the calves being fed grain as well as milk replacer. As they get older, the animals are fed mostly grain with a small amount of hay.

"We feed about 1 to 1½ pounds of hay or the equivalent in silage," said Elma. "Some calves' bodies can't tolerate high energy feed and their body quits. Karl found that feeding a little hay gets the rumen working. In fact, with a little forage, it's even possible for poor doers to do well on grain."

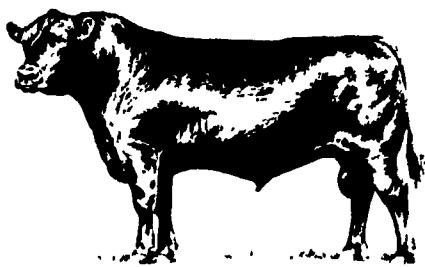
The Hesses farm with their sons Konrad, 12, Jonathan, 10, and Michael, 4, on a 350-acre property that was deeded to Karl's family in 1754 by Thomas and Richard Penn. Karl set out to become a doctor, but as a medical student began yearning for farming. The couple rented a farm for a couple years before returning to the home farm.

Karl plants corn, soybeans, and alfalfa. He feeds all the corn and the soybeans function as a rotational crop. Some alfalfa is fed while the rest is sold.

The Hesses began buying Holstein calves last summer and contracted with a packer on a limited basis to raise beef-cross steers. They welcomed the opportunity to be in a contract because they were able to learn more about the beef-production industry at a lesser risk. But they will be just as glad when the beef-cross cattle are moved out. "Being on contract has been advantageous," commented Karl. "We've learned things to do and not to do."

Once of the things they've learned is the advantage of a herd-health program. Currently they are working with their veterinarian to develop a vaccine program for the calves by using blood samples.

Karl enjoys working with Holstein steers because he feels they're feeding patterns and growth are more predictable than that of a beef-cross steer. "My theory is that the Holstein gene pool is smaller than that for traditional beef crosses. Feeding patterns are likely to work from group to group because of their close genetics."



# Atlantic Awards NICE Scholarships

**SOUTHAMPTON (Bucks Co.)**— Six high school students have been awarded scholarships by Atlantic Dairy Cooperative to attend the 1989 National Institute on Cooperative Education (NICE), July 24-27 in Indianapolis, Ind.

The youth scholars, sons and daughters of Atlantic members, were selected to attend the NICE conference based on their participation at the 1989 Pennsylvania Association of Farmer Cooperative's Summer Institute. The four-day program was held June 25-28 at Shippensburg University.

The Atlantic scholars are: Steven E. Dietrich, Germansville; sisters Linda C. and Penny Fisher, McVeytown; Paul Rauhauser, Dover; Clinton W. Shontz Jr., Vincentown, N.J.; and J. Chris Zimmerman, East Earl.

Steven Dietrich, the son of William and Imogene Dietrich, is a junior at Northwestern Lehigh High School. He is a member of the senior high band and is active in the Lehigh County 4-H dairy and swine clubs. He is a member of Jerusalem Red Church.

Linda & Penny Fisher are the daughters of William and Faye Fisher. Both girls are juniors at Mount Union Area High School. Linda is a member of the French Club, the FFA, the Girls Athletic Association and the Outdoor Sign Club. Penny is involved in the FFA and the Girls Athletic Association.

They are both members of the Atkinson Mills United Methodist Church and the Wayne 4-H Club. Additionally, Penny is a member of the Mifflin County dairy and sheep clubs.

A senior at Dover Area High School; Paul L. Rauhauser is the son of Charles and Patricia Rauhauser. Paul is studying vocational agriculture and is a member of the FFA. He is also active in the Dover Young Farmers and the Central 4-H Dairy Club.

J. Chris Zimmerman, the son of John and Cheryl Zimmerman, is a junior at Garden Spot High School. He is a member of the FFA and participates on the soccer

and baseball teams. He is also involved in 4-H, a local youth group and sports.

Clinton W. Shontz Jr. is the son of C. Wayne and Roberta Shontz. A 1989 graduate of Northern Burlington County Regional, Clint plans to attend Cook College, Rutgers University. He is Central Region vice president of the FFA and is involved in 4-H activities.

The American Institute of Cooperation, based in Washington, D.C., sponsors the National Institute on Cooperative Education to explain the role of cooperative's in today's business world. The theme of this year's conference is "Cooperatives Indeed!"

## Swartz Named Interim Director

**UNIVERSITY PARK (Centre Co.)**— David L. Swartz has been appointed interim director and agricultural agent for Penn State Cooperative Extension in Perry County.

He has served as an agricultural agent in Chester County for the past five years, specializing in dairy production, farm management, agronomy and water quality. Before joining Penn State Cooperative Extension, he was an assistant herd manager for J.B. Brymessenger Sons, a large dairy operation in Cumberland County.

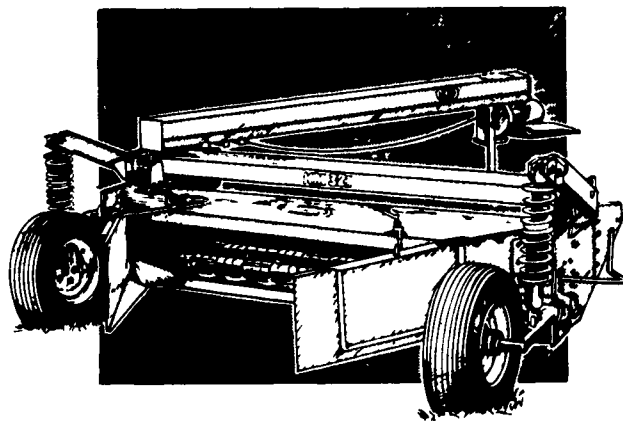
Swartz received a bachelor's degree in dairy science with a minor in agricultural education from Penn State in 1982. He is a native of Cumberland County and



**David Swartz**

is looking forward to working with Cumberland County neighbors in Perry County.

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