



OPINION

DHIA Management Information: Don't Be In Business Without It

For a farmer to belong to and support a farm organization, the organization must provide help with management, marketing or the legislative process. Pride of ownership and farming as a way of life just aren't good enough anymore.

The Dairy Herd Improvement Association, nationally, regionally and in Pennsylvania particularly, provides useful information to the dairymen. While the banker may want to see production per cow and feed costs to establish a base for a line of credit, the dairyman may pay for the milk testing service many times over by reducing the length of dry periods or the somatic cell counts.

Jay Mylin, Lancaster DHIA manager, has compiled figures that prove the economic value of DHIA records. At \$12 milk on a 50 cow herd, only small management changes based on DHIA reports can increase profits dramatically. For example, if you decrease the calving interval from 14 months to 13 months, you increase your income by \$6,200. If you decrease your somatic cell count by 50 percent, you increase profit by \$3,400.

Save one pound of grain per cow per day by having records to feed according to the production and body weight needs of the cow and you gain about \$1,300. And if you increase the rolling herd average by 1,000 lbs., even with the extra feed costs to get the production, you still have a \$5,000 higher income.

Not many dairymen can afford to be without DHIA records. Commercial dairy herds certainly need the production and management information spit out of that big computer in State College. But even the registered breeder needs more than the top fat production records to stay in business. All dairymen must have a profitable bottom line.

As Mylin says, there are 101 different management decisions you can make to change the income for your dairy herd. And because of the large capabilities of computers, the information that DHIA now compiles in the monthly test reports to the individual member helps the dairyman make intelligent decisions that are based on facts.

The need for DHIA management information on your herd is so great we highly recommend that you don't be in the dairy business without it.



NOW IS THE TIME

By Jay Irwin
Lancaster County
Agricultural Agent

To Consider Manure Nutrients
Did you know that on the average, more nutrients are brought onto the farm in feed for the animals than fertilizer purchases? Well, that may be a surprising fact but research has shown this to be true in southeast Pennsylvania. This serves to make a point for considering the importance of manure management. In the past, management of manure nutrients has "taken the back seat" to other management problems. The research done in this area in the past several years has had the same conclusion: taking a closer look at the benefits you are receiving from manure applications is a profitable idea! Consider the nutrients in manure when planning your fertilizer program for 1991.

To Assist With Food Safety
Our food producers, processors and retailers are proud to supply the American public with an abundant amount of wholesome, safe food. In order to ensure that this same high quality product reaches your table, consumers are encouraged to please observe several guidelines when preparing foods for your family. According to Chester Hughes, Extension Livestock Agent, it is not possible to eliminate all bacteria from the environment, therefore, good food-handling practices remain the last, best defense against bacterial problems in food. Remember to avoid contact between raw foods and cooked foods -- don't prepare raw meats and then use

the same unwashed cutting board and knife to carve the cooked meat. Cook raw food thoroughly, to at least 160 degrees F. to kill any bacteria present. Never leave food at room temperature over two hours. Bacteria grow rapidly at room temperature. Thaw meats in the refrigerator, microwave, or in cold water changed every 30 minutes. Keep refrigerator temperature at 40 degrees F., the freezer at 0 degrees F. or lower. Eat cooked foods immediately -- the longer the wait, the greater the opportunity for bacteria to grow. Remember, if in doubt, throw it out.

To Review Partnership Agreements
There are a number of advantages to establishing farm partnerships, but an annual review of the agreement and its value in relation to current needs is essential.

I would like to offer a few suggestions for those who have entered into farm partnership agreements.

Once a farm partnership is drawn up, the agreement should be reviewed at least once a year. This should be done for two reasons. First, to see how well each of

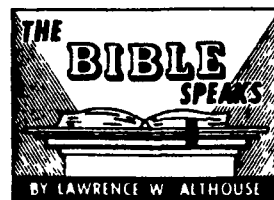
the partners is meeting their obligations -- and secondly, to carefully evaluate the agreement to see if it is doing its intended job.

Then too, farming is a rapidly changing business. So, don't be surprised if the agreement you set up just a couple years ago isn't entirely adequate to meet today's needs.

So review it carefully. If it doesn't quite measure up to current needs, plan to make necessary changes before 1991 rolls around.

To Prepare For Slippery Conditions

Slippery roads, walks and steps will be a common hazard through the next few months. Many people use salt too freely in cutting the ice; it may get the job done but also may injure nearby turf or shrubbery. I'd suggest the use of sand or sawdust. These materials will make the surface safe without possible injury to vegetation. In areas without any vegetation, salt will give good results. Along our main highways there is some evidence that the constant use of salt is inflicting injury to nearby trees and shrubs. Don't let this happen to your favorite tree, shrub or the turf lining your walk.



ASKING HIM TO STAY
December 13, 1990

tians." It was not just a matter of disagreement between them or of old scores to settle. The Jews regarded the Samaritans as heretics and they took every opportunity to display their contempt. Jesus knew all that, but this was another wall that ought not to be there and he destroyed it, too.

"Go, call your husband, and come here," he tells her. When she answers that she has no husband, he startles her by saying, "You are right...for you have had five husbands, and he whom you now have is not your husband..." Apparently, like some of us, the woman decided that when you're trapped, it's time to ask a religious question! Which is the right place to worship: Mt. Gerizim or Mount Zion? You're a prophet, so who's right: the Samaritans or the Jews. **NO MORE WALLS**

Instead of haggling with the woman, Jesus reveals what is this "living water" which he had told her he could give her: direct access to God, who is spirit and not limited to either material things or human speculations. Access to God is available to all who turn to him "in spirit and truth." Neither her status as a woman, a Samaritan, nor a notorious sinner can keep her from God if she will turn to him.

Forgetting the barriers that once separated them, she shares the good news with her neighbors so that "they asked him to stay with them." And, in a sense, that's what all of us need to do -- to ask him to stay with us until we too can say: "It is no longer because of your words that we believe, for we have heard for ourselves, and we know that this is indeed the Savior of the world."

(Based on copyrighted Outlines produced by the Committee on the Uniform Series and used by permission. Released by Community & Suburban Press.)

Background Scripture: John 4:1-42.

Devotional Reading: John 3:31-36.

I've been to the well at Sychar several times. The picture of it is fixed very well in my memory. Not because the place is remarkable in its appearance or its setting -- just a dusty street like many others throughout the Holy Land. But the current appearance of this street, the well and its shrine is deceptive, obscuring the dramatic event that took place there. The writer himself underplays this event, but in these simple verses there is spiritual dynamite that breaks down some very formidable walls.

"Give me a drink," Jesus says to the woman, and the first wall is struck a fatal blow. No rabbi would dare to speak to any woman in public, let alone a woman with an unsavory reputation. Didn't he realize what trouble this encounter could bring him? Apparently he did, but it did not matter. The wall did not belong there, so he broke it down.

UNTOUCHABLES

The second wall was even higher and thicker. "The Samaritan woman said to him, 'How is it that you, a Jew, ask a drink of me, a woman of Samaria?'" "For Jews have no dealings with Samari-

Farm Calendar

Saturday, December 15

Sunday, December 16

Monday, December 17

Pesticide application recertification training, Clayton Hall, U. of Del., 9 a.m.-4 p.m.

Berks Co. Ag Elections, Community and County Convention, Ag Center, 11 a.m.

Octorara Young Farmers' Association dairy management meeting, Octorara High School Ag Room.

Tuesday, December 18

Milk Equipment and Mastitis Workshop, Susquehanna, Wyoming, and Lackawanna counties.

Wednesday, December 19

Susquehanna Co. Milking Equipment and Mastitis Workshop, The Mountain View Restaurant, Clifford, 9:45 a.m.-3 p.m.

Thursday, December 20

Bradford Co. Milking and Mastitis Seminar, Bradford Co. Cooperative Extension Office, 10 a.m.-3 p.m.

Friday, December 21

Winter Begins
Corn Equipment Clinic, Hegin's Fire Company Hall, Hegin's, 9:30 a.m.-3 p.m.

Saturday, December 22

Sunday, December 23

Monday, December 24

Tuesday, December 25

Merry Christmas!

Wednesday, December 26

Thursday, December 27

Friday, December 28

Saturday, December 29

Sunday, December 30

Monday, December 31

Tuesday, January 1, 1991

Happy New Year!

Wednesday, January 2

Penn State area tax meeting, Shadow Brook Dairy Barn, Tunkhannock.

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