

Pennsylvania DHIA Field Services

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the areas of feeding, breeding and animal care.

Marketing and Promotion

Probably the most enjoyable aspect of the Field Services division of PA DHIA is that of marketing and promotion of our programs. Each report generated and each option a member chooses has enough unique value to pay for the cost of the whole service. We recognize that increased knowledge about using our records effectively as well as information about new programs is vital to your success as a manager. We are conti-

nually searching for effective ways to increase members' profits through the use of our records. We are presently conducting a study of milk market incentives that can be attained by effective management and DHIA records. One of the most prominent incentives is paid for low somatic cell herds. Our Somatic Cell Report lists individual cow contributions to the bulk tank SCC and use of the report can help effectively control milk plant somatic cell levels. At least one marketing coop is assisting dairymen members with their DHIA costs. We want to be able to

pass this kind of information to you.

Sire stud incentive plans for young sire usage is another area where savings can result. We are currently putting together a revised list of the sire studs and their respective plans. We hear often of dairymen saving several hundred dollars a year through sire progeny programs. Our new heifer management program will really pay big dividends from accurate, up to date heifer herd management. It will aid dairymen in the areas of breeding, culling and merchandising.

The field staff is prepared to assist dairymen, county agents, veterinarians and nutritionists with the explanation and interpretation of DHIA data and reports.

Records Workshops

Our goal for the next three months is to conduct 100 member records workshops across the state. Plan to host one or at least call and request one in your neighborhood. These will be in the form of kitchen "klutches", fireside chats or county dairy days. Some

of these workshops will be more formal than others, but the information imparted is always important and geared toward increased knowledge of herd management skills through effective use of DHIA records.

Darrell Brumbaugh Blair Co. Distinguished Service



Darrell Brumbaugh

A review of what the Pa. DHIA "feels the ultimate supervisor is" provided Darrell Brumbaugh, of Martinsburg, Blair Co., with the DHIA's Distinguished Service Award.

Brumbaugh, who manages 51 herds in Region 2, has been a DHIA supervisor for 12½ years

and has won a Merit Award for each of those years.

Keeping the records accurate and timely for each farm helped achieve the honor. Brumbaugh attributes part of the honor to what he believes is his "main vocation" — DHIA supervisor.

MAIL BOX MARKET FOR SALE

Antique 4-prong hay loft hook \$25., snowblower attachment for Sears lawn tractor \$50 215-588-0198

Simmental bred reg heifer \$1,000 Like new 16' flatbed wagon \$500. Chester Co 215-326-2289

Black walking horse, 2 white socks, 10 yr. old, neck reins very classy \$1000 301-829-0307

1946 BN Farmall good rubber, new paint, ex condition. 814-849-2396 evenings

17 pc stainless steel waterless cookware set with steam control valve Never used, effective lifetime warranty \$325 717-922-1502 Union Co

Lumber-Jack wood sat 3 pt hitch, PTO 30" blade, Mervin Daugherty RD #2 (Brownton Rd) Felton, Pa 17322 717-244-3666 York Co

Gehl 308 Scavenger Spreader like new \$4750 New Idea 214 spreader with hyd end gate, new web \$750. Lanc Co 717-653-5991

JD 3300 combine 2 heads, IH 5100 drill, IH 460D hi-utility, Westfield auger, 300 gal sprayer, Rhino chisel plow, IH 540 moldboard plow, Mont Co 215-754-6358.

IH hydro 84 58 HP Diesel, WF 1630 hrs. 2nd owner, good cond. \$8500 Loudoun Co Va 703-882-3996 eves

60 HP JD engine, out of 2520 gas B10 starter for same good cond \$90 Berks Co. 215-944-0593

2 Surge milker pails 8 00 each Heat houser for Ferguson tractor Cumb Co 717-258-3350

Antique Columbian coal cookstove, good cond. \$525. Call 215-689-5893 Berks Co

Incubator 6 tray, 700 egg capacity, used 3 times. Cherry cabinet, cost new \$600. Will sell for \$350 Sch. Co. 717-647-4283.

Utility shed, wooden 12'x20' insulated, like new, used one year. Moving, must sell \$1,000. Negotiable. Lanc Co. 717-664-4335.

Purebred registered nubian buck born 2/9/90 from good stock \$200 York Co 717-225-5437.

14" table saw \$125, Cub Cadet 127 with mower deck and snow blade \$750 York Co 717-292-1802.

Tractor Model 154 lo boy Cub Int'l w/belly mower \$1975. 1967 Mustang Convert. Auto V8 289 runs good, collector's car \$4200. Clouc. Co. 609-468-6286.

1967 7500 GMC 14' flatbed V6 magnum 5x2 transmission 38,000 GVW, New Holland 371 flail spreader Washington Co Md 301-824-3209

Two John Deere snowmobiles, one 1982 spiffire with new motor, one snowfire both ex cond records kept Berks Co 215-562-4817

Border collie cross with springer spaniel puppies, very nice disposition, good natured, great for kids \$25 Adams Co 717-624-8206

22 gauge Pittsburg machine, large rotary shear, 42" power shear, crimper, beaders, bar folder 13" brake, etc York Co 717-792-9282

AC WD \$750-CA with w/f, plow, cultivators, sharp \$2000 wf & ps for D-17G other AC parts & equipment Lanc Co 717-284-2640

Boston terrier pups, 2 male, 3 female 1 AKC male pup 7 wks. old Dec 17 Lanc Co 717-354-7423

1978 International Loadstar 1600 dump, 5 spd. 2 spd. rear with trailer 1981 Eager Beaver 3-axle 6500 Hunterdon Co. NJ 201-782-0877

Liquid manure pump 6 ft, antique bathtub with claw feet and sink, Nashua wood stove with fan Leb Co 717-867-2071

Registered service age Holstein bulls, Mifflin Co 717-899-6777 or 717-899-6664

Wood splitter portable handles 24" logs, 5 HP engine, good cond \$600 cash. Lanc Co 215-267-7049

40 HP Wheel Horse tractor, 60" mower, three power takeoffs, four speed, high, low \$2000 Eve 717-588-6350 Pike Co

1985 Scottsdale 10 diesel 6 2 gray pickup loaded 59M \$6800. will trade on super cab, Fiberglass cap sport USA white \$450 Lyc Co 717-998-9638.

Chicago 8 ft. sheet metal brake, 18 gauge capacity, new edges. \$650. Leb Co 717-865-3093

Wood burning stove with water jacket, gas range, 10 storm windows 31x63, 4 bottom plow North'd Co 717-672-9740.

Instruction manuals, Farmall "B" 1940, \$16 75 Ford 601, 801 series 1957 \$14.00 McCormick 10-20, 1928, \$20 00. Postpaid originals. 717-859-3374

2 20,000 BTU Cambridge gas heaters, 75.00 each 2 Vel-Agri round fiberglass hog feeders 75 00 each Lehigh Co. 215-767-7140

Wheel Horse tractor D-250 all hydraulic with 72" mower, 3 power take offs \$2000. Pike Co 717-588-6350 eves



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