

# Dairy Farmers Need Strategy Planning

COLLEGE PARK, Md. — farming here in Maryland and current period, which has seen the lowest milk prices paid to producers in a decade, dairy farmers need

to do more with the farm resources they already have.

So says John W. Wysong, an agricultural economist for the Cooperative Extension Service—part of the University of Maryland System.

Bigness in most agricultural enterprises creates a multiplier effect—both up and down—Wysong said.

This has been particularly true for dairy farmers. Those who can't afford to take big risks need to think about better management and lower costs per unit of output, rather than larger operations.

With a recession under way, some dairy farmers who had plans to sell their land to real estate developers may have to delay those plans for up to five years.

Meanwhile, they may want to consider off-farm work for themselves or other family members to help keep their dairy enterprises going.

Dr. Wysong said that agricul-

tural lenders are not so willing these days to lend new money for fixed investments like new and larger dairy cow facilities. They are more inclined to encourage farmer investment in variable expenses which will increase output per cow—even in the absence of the controversial growth hormone, bovine somatotropin (BST).

Sustaining higher production per cow requires clever management, Wysong said.

Since concentrate feeds are relatively cheap, farmers need to explore the limits of their potential in dairy rations.

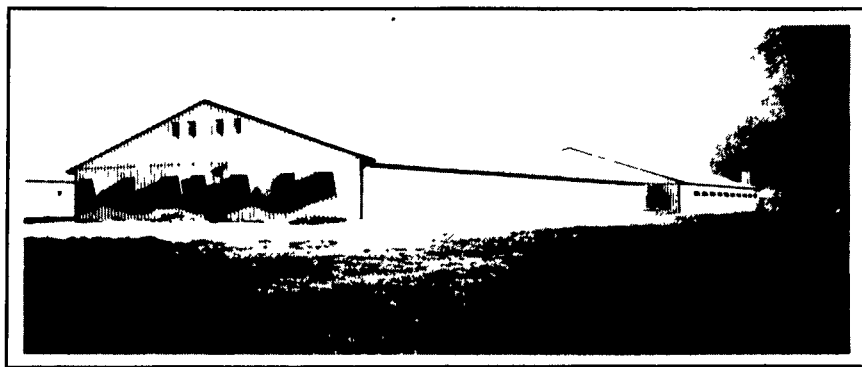
"Feed grain prices are likely to continue cheap through most of 1991," Wysong said, "and this situation tends to keep roughage prices relatively low, too. It's more difficult to grow high-quality forage in Maryland than in the West. But it's possible with careful management and should be seriously considered."



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## Dairymen's Association To Hold Banquet

NEW CUMBERLAND (Cumberland Co.)—The annual meeting and banquet of the Pennsylvania Dairymen's Association will be held on Tuesday evening, Jan. 9 at the Harrisburg Sheraton - East.

A milk punch reception will begin at 6 p.m. with dinner to follow at 6:30 p.m.

Dr. Lawrence D. Muller, professor of dairy science at Penn State University will address the annual meeting. He will speak on "Dairying in New Zealand." Dr. Muller recently returned from a research trip to New Zealand.

Several traditional highlights of

the evening will be the presentation of the Charles E. Cowan Award and the Extension Service Award. These two awards are presented annually to two individuals who have made worthy contributions to the dairy industry.

Tickets are available for the banquet at the cost of \$14. Reservations may be made by contacting Sue Beshore, Pennsylvania Dairymen's Association, 396 Old York Road, New Cumberland, PA 17070. Tickets may also be ordered by phone by calling (717) 938-4876. Deadline for ordering tickets is Thursday, Jan. 3.

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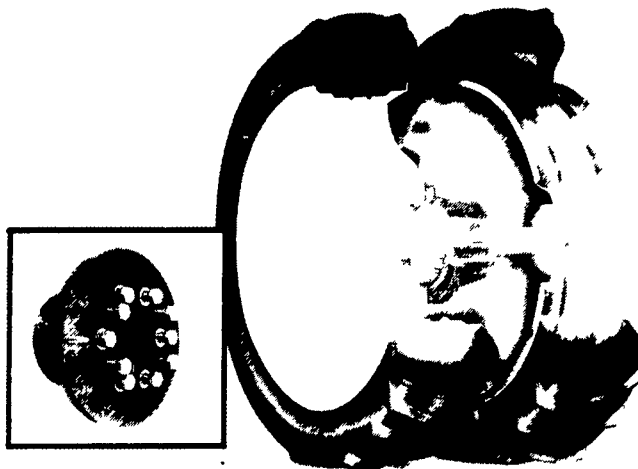
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