VOL. 36 No. 20

Four Sections

Lancaster Farming, Saturday, March 30, -1991

50¢ Per Copy

\$15.00 Per Year

## Windy Knoll Pala Best At Holstein Spring Show

VERNON ACHENBACH JR.
Lancaster Farming Staff

HARRISBURG (Dauphin Co.) — An aged cow from Windy Knoll View in Mercersburg was named the best female of the Pennsylvania Holstein Association's 38th State Spring Show, held last week at the state Farm Show complex.

The spring show is one of several state-level Holstein shows held during the year. In addition to trophies for top placings, points are awarded in the top 10 placings that can be accumulated and count toward All-Pennsylvania awards.

Officials said the show was especially notable because all first place cows in each class were owned and bred by the exhibitor, showing a wider skill in making good breeding choices among members of the Holstein Association.

The top cow of the show was 6-year-old Windy-Knoll-View Ultimate Pala, owned by James

and Nina Burdette. Pala's sire was Quality Ultimate and her dam was Windy-Knoll-View Creek Pauline. She was also judged the best bred and owned.

The Burdettes also were named Premier Breeder of the show and came in second to Gordon Wood of Gor-Wood-D Acres, Mansfield for Premier Exhibitor.

Entries from the Burdettes also took several other top places.

A young daughter of Pala took both the junior and open division first place in the Winter Calf class. Other Burdette-onwed high placings included a first place Fall Calf class entry; reserve junior champion and youth reserve junior champion; first for unfresh junior 2-year-old class; first place in junior 3-year-old; and first in the 4-year-old class.

The reserve grand champion cow was an entry by Pen Col Farms, Millville. Also an aged (Turn to Page A24)



From the left, show judge James Patterson stands with Richard Locke, sponsor of the trophy, while James and Nina Burdette stand with children Kyle, who holds the banner, and Justin.

## National DHIA Awards Given, Officers Are Re-elected

EVERETT NEWSWANGER
Managing Editor

BALTIMORE, MD—At the National DHIA banquet honors and recognition were given to people who have served the dairy industry in special ways. The Martin Wilson Memorial Award was given to Nelvin Empet, chief

executive officer of the Northeast DHIA. Empet brought together the six state DHIA's in New York, New Jersey, Connecticut, Massachusetts, New Hampshire and Main. Northeast increased annual sales from \$3.2 million in 1977 to over \$12 million in 1990.

The National DHIA Outstanding Service Award was presented

to Dr. Lee Majeski, University of Maryland. Majeskie is well known for his extensive involvement with the DHIA system and has authored numerous publications related to DHIA education and the interpretation of DHIA information.

Fred and Linda Griffith, Ridgefield, Washington, received the National DHIA Distinghished Leadership Award. Linda Griffith accepted the award as her husband Fred who was the immediate past president of National DHIA, lost his life in a tractor-related accident in January of 1990. Fred was also active in the Washington State DHIA and Linda is still actively involved with the family farm.

Special recognition was given to

the management and staff of the Animal Improvement Programs Lab at Beltsville, MD, for their work in research that has been useful to the dairy industry. AIPL is a research arm of USDA. Dr. Norman accepted the award.

In a reorganization meeting late Tuesday afternoon, officers were (Turn to Page A28)



These Easter lambs get an extra hug from 5-year-old John Conrad. The Corriedale lambs are raised with pride at Windy Meadows in Perry County.

## Windy Meadows Uses Creative Skills To Market Easter Lambs

LOU ANN GOOD Lancaster Farming Staff

MILLERSTOWN (Perry Co.) — When Mary Conrad discarded her nurse's uniform to raise sheep so that she could be home with her children, it was not a rash decision.

Mary and her husband Eric, who holds a master's degree in regional planning and who works with the Department of Environmental Resources, thoroughly researched how to make the most profit in the sheep industry.

For them, that meant not only raising sheep for meat but also for wool and for breeding stock on their Windy Meadow Corriedale Farm along the Cocolamus Creek in Perry County.

The couple chose purebred Corriedales because the breed is a gentle, dual purpose sheep that enables them to sell the wool, the meat, and the breeding stock. Corriedales breed out of season, which allows a more constant supply of meat for customers.

Because the Conrads did not want their profit to be eaten up by middlemen, they chose to do direct marketing. Through trial and error, the Conrads learned some secrets to successful direct marketing that they are willing to share.

First, they depend upon local newspaper ads and word-of-mouth advertising.

Because people are hesitate to purchase a whole lamb, and the Conrads don't want a bunch of the less popular cuts left over, the couple has devised three different packages that customers may purchase.

(Turn to Page A34)

## Conservation Efforts Yield High Recognition For Dauphin Co. Farm Family

ANDY ANDREWS Lancaster Farming Staff

HUMMELSTOWN (Dauphin Co.) — All too often, the world of research bears little resemblance to the realities of farm life.

In the case of one Dauphin County farm, a liquid manure lagoon, constructed in 1974, almost completely failed its initial

Even a special Manure Demonstration

Day, in which 200 people showed up and equipment manufacturers tried to contribute to the solution of the problem, couldn't get the system to work.

This year's winner of the Dauphin Co. Conservation Farmer of the Year Award — John D. Cassel (together with his sons Russell and Robert) — remembers some of the troubleshooting involved in getting the manure pit to work.

(Turn to Page A25)