

# Wanted: People With The Right Stuff

Last summer Mr. and Mrs. Kent Meyer from Clinton Co. had the right stuff. What stuff? The stuff it takes to be chosen to attend the Pennsylvania Council of Cooperatives (PCC) Young Cooperative Leaders Conference. Mr. and Mrs. Meyer were sponsored to attend by PA DHIA which is a member of PCC. This was the first time the association was sponsored anyone to this excellent conference.

This year the association will again sponsor one or two members to attend this three day session to learn about farmer cooperatives: why they exist, how they are run, and what they are supposed to do for members. You might wonder why PA DHIA would do that when everyone knows that Penn State runs DHIA. Right? Wrong!

Members run PA DHIA and it's been that way for many years now. The members you elect to represent you on the PA DHIA Board control the association based on guidelines provided by cooperative principles. Directors set the cost of fees, establish the program of services and hire the general manager to run the association.

Educational experiences like



the Young Cooperative Leaders Conference provide training in cooperatives and how they work so that the cooperative members attending can take that knowledge home and use it in their own organizations, like DHIA, whether at the local, district, state, or national level. It is through experiences like these that the future volunteer leaders of DHIA are prepared to serve other members.

So, what is the right stuff anyway? Simply this: be between 21 and 35 years of age, have a sincere interest in learning about coopera-

tives, and be available to attend the conference for three days from July 8-10 at the Days Inn in State College. All costs are paid by the PA DHIA.

Interested, or do you know someone you would like to nominate? If so, please contact Bob Ormsby at 800-344-8378. Who knows, your thoughtful consideration now could start a future volunteer leader on a path of lifelong service to fellow cooperative members. All it takes is the right stuff!



## How Does Your Herd Compare?

STATE COLLEGE (Centre Co.) — This data is pulled from Pennsylvania DHIA's mainframe computer each week. It is a one-week summary representing approximately one-fourth of the herds on test, as they are tested monthly.

These data are valuable from a business management standpoint and can be used for comparing your operations to the averages from almost 1,400 herds across the state.

DHIA Averages for all herds processed between 5/20/91 and 5/27/91

Number of Herds Processed	1,357
Number of Cows Processed	77,318
Number of Cows Per Herd	56.9
Milk Per Cow (Lbs)	17,573
%-Fat	3.67
Fat Per Cow (Lbs)	645
%-Protein	3.19
Protein Per Cow (Lbs)	561
Average Days in Milk Per Cow	316
*Value for CWT Milk(\$)	13.15
*Value for CWT Grain(\$)	8.00
*Value for CWT Hay(\$)	4.22
*Value for CWT Silage(\$)	1.56
*Value for Pasture Per Day(\$)	.31
*Value for Milk Per Cow Per Year(\$)	2,311
*Feed Consumed Per Cow Per Year(Lbs)	
A: Grain	6,987
B: Hay	2,466
C: Silage	14,607
D: Day Pasture	70
*Feed Cost Per Cow Per Year(\$)	
A: Grain	559
B: Hay	104
C: Silage	228
D: Pasture	21
*Total Feed Cost Per Cow Per Year(\$)	913
*Income Over Feed Costs Per Year(\$)	1,398
*Grain to Milk Ratio	1:2.5
*Feed Cost Per CWT Milk(\$)	5.20
Avg Level For 1,100 SCC Herds	326,483

\*Member generated figures

RELATIVE FEED VALUES: Multiple Feedstuffs  
PRICE INPUT: as of May 17  
Shelled Corn Per Bushel---> \$2.58  
44% Soybean Oilmeal Per Ton-> \$220.00

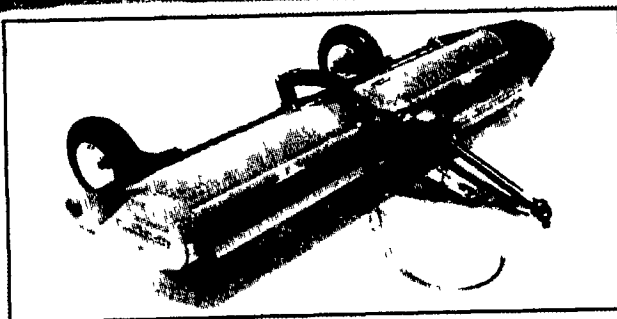
Crop/Feedstuff	Relative Feed Value	@ DM %
<b>Table 1. Grains</b>		
1 EAR CORN.....	82.84 Per Ton	85
2 EAR CORN, high moisture.....	60.70 Per Ton	65
3 EAR CORN, bushel basket.....	1.45 Per Bu.	85
4 CORN, shelled, high-moisture ...	74.51 Per Ton	72
5 OATS, spring.....	1.54 Per Bu.	90
6 BARLEY, winter.....	2.51 Per Bu.	89
7 WHEAT, winter.....	2.90 Per Bu.	86
8 RYE, winter.....	2.83 Per Bu.	88
9 SORGHUM, grain.....	2.53 Per Bu.	89
10 SOYBEANS, whole, raw.....	6.11 Per Bu.	90
<b>Table 2. Supplements &amp; Extenders</b>		
11 COTTONSEED MEAL.....	10.27 Per Cwt.	93
12 BREWER'S GRAIN, wet.....	36.46 Per Ton	24
13 BREWER'S GRAIN, dried.....	139. Per Ton	92
14 DIST. CORN GRAIN, dried.....	154.14 Per Ton	93
15 HOMINY FEED.....	5.27 Per Cwt.	91
16 CORN GLUTEN FEED.....	7.05 Per Cwt.	90
17 WHEAT BRAN.....	5.22 Per Cwt.	89
18 WHEAT MIDS.....	5.81 Per Cwt.	90
19 BEET PULP, dried.....	4.33 Per Cwt.	91
<b>Table 3. Hay</b>		
20 LEGUME.....	100.83 Per Ton	87
21 MIXED, mainly legume.....	95.11 Per Ton	87
22 MIXED, mainly grass.....	77.34 Per Ton	88
23 GRASS.....	73.42 Per Ton	89
<b>Table 4. Silages</b>		
24 CORN.....	29.51 Per Ton	34
25 LEGUME, haycrop.....	53.72 Per Ton	47
26 MIXED, mainly legume.....	49.37 Per Ton	46
27 MIXED, mainly grass.....	38.75 Per Ton	43
28 GRASS, haycrop.....	33.85 Per Ton	40
29 SMALL GRAIN.....	37.75 Per Ton	37
30 SORGHUM-SUDAN.....	31.46 Per Ton	34

ROLLING ON...IN THE 90's

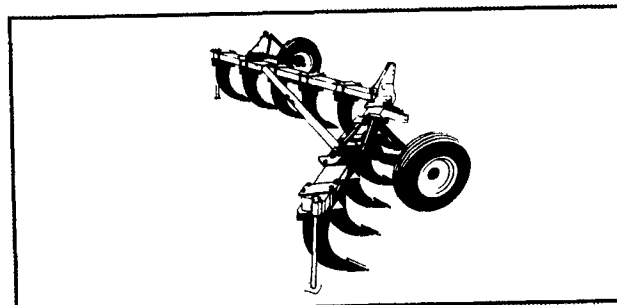


MEETS THE CHALLENGE

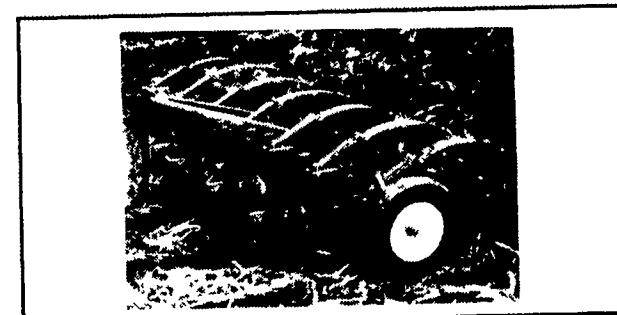
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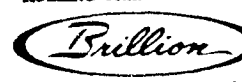
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