

MILK CHECK

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cancelled they now have purchased more than 300,000 pounds of processed cheese at the support price of \$1.17 a pound.

Working in your favor is the growth in the export market. Sales are up 67 percent over last year, much of which was subsidized through the Dairy Export Incentive Program (DEIP).

Last year, DEIP moved 1.6 billion pounds of milk equivalent out of the country for \$733 million.

National Milk Producers Federation has estimated that these sales have added 55 cents to your milk price and that's even better than a 50-cent increase in the support price.

So count your blessings for the new year but keep an eye on your bank balance.

Opengart Offers Poultry Expertise

INDIANAPOLIS, Ind. — Elanco Animal Health has named Dr. Ken Opengart as its technical consultant for poultry growers in Pennsylvania, Virginia, Maryland, Delaware, and North Carolina.

Opengart, who has been a technical consultant for Elanco since 1991, began his new responsibilities in July last year.

Opengart is one of only 100 diplomats of the American College of Poultry Veterinarians. He holds a doctorate in veterinary medical science and a DVM from Virginia-Maryland Regional College of Veterinary Medicine, as well as a master's of poultry science from Virginia Polytechnic & State University and a bachelor's in biology from the University of Richmond, Richmond, Va.

In his new position, Opengart



Dr. Ken Opengart

will continue sharing his expertise in poultry production with Elanco customers. Opengart brings to his duties a strong understanding of

poultry nutrition, management, and disease interaction. He has a strong research background, having participated in numerous research studies.

Opengart was the recipient of an Award for Excellence in Graduate Research at the 63rd NECAD in 1991 and he has received the Reed Rumsey Award for Advancement in Avian Medicine.

Hoffman Seeds Offers Free Alfalfa Management Guide

LANDISVILLE — Hoffman Seeds is offering a free alfalfa management guide to Northeast alfalfa growers.

The 44-page publication is filled with helpful information ranging from stand establishment to production and harvesting. It also discusses critical issues affecting stand longevity, such as disease monitoring and insect control. Tables and charts offer information on topics such as recommended hay-making practices,

spring and summer seeding dates, seeding depths, and relative feed value.

The guide is published by the American Society of Agronomy, Inc., and was jointly written by agronomists, soil scientists, entomologists, and pathologists from the universities of Wisconsin and Minnesota.

For your free copy of the management guide, write Hoffman Seeds, Inc., Landisville, PA 17538, or call (800) 776-7929.

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