

Contract Heifer Raising In Demand

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PSU Dairy Extension
UNIVERSITY PARK (Centre
Col.) — There is a growing
demand and market for contract
heifer-raising in the United State
with recent estimates that demand
is growing in the Northeast.

The U.S. Department of Agri-
culture's (USDA) Dairy Heifer
Evaluation Project performed
recently showed that on a national
basis, 1.7 percent of the dairy farm-
ers have someone else raise their
heifers.

In the Northeast the average is
higher, at 2.4 percent.

Many situations make contract-
ing attractive, such as when facili-
ties, labor, or capital become lim-
ited. Or when it is feasible to use to
free up time for other endeavors.

Contract-raising of replacement
heifers has a number of advantages
and disadvantages for the both
parties — the person needing
replacements, and the person will-
ing to raise them.

Advantages for the dairy farmer
include possibly allowing a milk-
ing herd expansion by up to 25 per-
cent or more by freeing space in
existing facilities; more time to
spend working with milking cows;
more time working with cropping
or raising a specialty crop; fewer
ration calculations; and fewer ani-
mals to check for heats.

The advantages to a grower
include specializing — even to a
degree such as focusing on baby
calves, older heifers,
etc. — without having to milk
cows.

Also a farmer without good
facilities for Grade A milk produc-
tion may find the facilities suitable
for raising heifers, and thus make

some use out of them. This farmer
should be sure to check buildings
for ventilation, water supply and
holding facilities.

It also provides an opportu-
ity for part-time employment, which
may be attractive to someone
semi-retired, working off of the
farm, and for those who enjoy rais-
ing cattle, but not milking.

Raising contract heifers also
carries the benefit of allowing the
use of home-grown grain and
forages.

The disadvantages to the dairy
farmer is the increased risk of
introducing a disease into his milk-
ing herd; the possibility of a shor-
tage of replacement heifers if the
contract-raiser does a poor job; and
the replacements could end up
costing more if the time, labor,
feed and facilities freed by going
with contract-raising is not utilized
for increased profit to the dairy

operation.

Contracts must be fair to both
parties, and there are many
possibilities.

One contract may contain an
option-to-purchase, in which the
owner sells the calf, but reserves
the right to purchase it back as a
spring heifer at market price.

Furthermore, contracts could be
limited to a year-to-year basis to
provide flexibility in establishing
fees and costs that parallel the gen-
eral farm economy, and to permit
for the deletion of animals as con-
ditions dictate.

The contract should also include
an option for second and third
years; provide provisions for ter-
minating the contract, and a
method of arbitration to settle
disputes.

Farm Forum

(Continued from Page A10)

Supply and Demand does call the
market price.

If we get into Supply manage-
ment it can become a nasty thing.
If we push it to the extent that the
Southern States have pushed the
supply management of tobacco
(130% of one years total selling
price) it will cost in excess of
\$3,000.00 per 20,000 lb. cow for a
young man to get into the dairy
business. The Canadian price is up
to Double and triple that price.

Of course the person who does
the getting, gets quite a windfall.
\$600,000.00 or in the Canadian

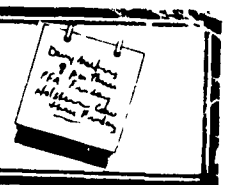
case close to \$2,000,000.00 for a
200 cow herd.

I have not yet seen any two-tier
program that is any better. For as
much as it promotes the price that
the incumbent farmer receives, so
much it promotes the penalties a
new-comer has to pay. Plus, you
get the added expense of more
government and more red tape. I
lately saw a bumper sticker on a
luxury camper. We are spending
our childrens inheritance. Will we
sell their freedom too.

Henry Leid
East Earl

Farm Calendar

(Continued from Page A10)



45th annual A-Day, Delaware Val-
ley College, Doylestown, 9
a.m.-5 p.m., thru April 25.

Sunday, April 25

Wissahickon Day Parade, Fair-
mount Park, Phila.

Monday, April 26

Tuesday, April 27

Delmarva Poultry Booster ban-
quet, Wicomico Youth and Civ-
ic Center, Salisbury, Md.

Ephrata Area Young Farmers
Ladies Night Program, Cloister
Restaurant, 6:30 p.m.

York Co. Beekeepers meeting,
extension office, 7 p.m.

Wednesday, April 28

Thursday, April 29

Berks Co. 4-H Supper Series, 6
p.m.-8:30 p.m.

Home Horticultural Seminar:
Perennials, The Gardening Sol-
ution, Lancaster Farm and
Home Center, 7 p.m.-9:30 p.m.

Friday, April 30

Saturday, May 1

State College Lion Country Pony
Club Ride-A-Thon, Grange
Fairgrounds.

Sunday, May 2

Monday, May 3

Home Horticulture Seminar, Espa-
liers: The Mystery Explained,

Farm and Home Center, Lan-
caster, 7 p.m.-9:30 p.m.

Tuesday, May 4

Wednesday, May 5

Thursday, May 6

Friday, May 7

Saturday, May 8

Hereford Breed Sale, Dairy Pavi-
lion, New York State
Fairgrounds.

Western Pa. Sheep and Club Lamb
Sale, Mercer Co. 4-H Park,
Mercer, 6 p.m.

Sunday, May 9

Happy Mother's Day!

Monday, May 10

Tuesday, May 11

Wednesday, May 12

Atlantic Dairy Co-op 36th Eastern
Member Relations Conference,
Hershey Lodge and Convention
Center, thru May 14.

Thursday, May 13

Home Horticulture Seminar, Figs,
Asian Persimmons, Dwarf Cit-
rus, Kiwi and Other Unusual
Edibles, Farm and Home Cen-
ter, Lancaster, 7 p.m.-9:30 p.m.

Ag Issues Forum, Kreider's
Restaurant, Manheim, 7:30
a.m.-9 a.m.

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