

Rohrer Family Dairy Farm

(Continued from Page A39)

500,000 pounds per man per year was a good guideline for success.

The new operation is expected to exceed that amount of milk produced per man considerably.

There are other considerations, other than profit and ease of operation that go into expanding a business, which also represents a significant change from 40 years ago.

Located within several miles of the Susquehanna, environmental

considerations are not news for the Rohrers. With the density of the milking herd on the immediate property exceeding the limit of 1,000 pounds of livestock per acre of land suitable for the application of manure, as is set under the Nutrient Management Act (which goes into effect in August), additional land had to be secured in order to have an acceptable nutrient management plan, even prior to the financing being secured.

It was not a problem, however, Rohrer said. A neighbor who doesn't raise livestock agreed to allow some manure to be spread on his fields. The Rohrers own two 4,500 gallon tandem-axle manure trucks which they use to haul and apply manure.

Rohrer said he considers spending money on labor-saving devices and designs as one of the most important edges in staying competitive.

"You've got to get efficient. You got to hold this labor (cost) down," Robert said. "Labor you pay out year after year. Equipment will last a few years (after an initial investment)."

Such is the unwritten motto of the Rohrer dairy farm — welcome change and new ideas and techniques; embrace the challenge of understanding new research and tools; become immersed in the search for how the new things can be made practical and bring an advantage; adapt to the new efficiencies.

In other words: Grow or get out. While many producers are still deciding whether or not they want to invest in an expansion, or whether to use a totally mixed ration, or whether going to a three-times-per-day (3X) milking may help make ends meet, Rohrer has kept abreast of the latest changes and incorporated them.

In 1973 he had his first free-stall barn and used a carousel parlor for 10 years; in 1983 his parlor went to a double-10 herringbone; then he went to 3X milking eight years ago; he's been feeding a mixed ration for years, though not necessarily mixed the way it is now.

All these changes are milestones

at the 450-acre Rohrer dairy farm. Just as a family changed, the farm changed.

In the past, Robert Sr. pastured his cows frequently and didn't feed a ration as high in energy as today's mixtures. He shipped cans of milk to local Manor View Dairy.

"We didn't talk about pounds then," he said, smiling. "We talked about cans. We had 100 pounds cans and 75 pound cans."

Now a member of Atlantic Dairy Cooperative, he ships thousands of pounds of milk a week.

Even being a member of ADC was a change. He became a cooperative member when ADC bought out Turkey Hill.

Switching to ADC wasn't that dramatic, he said. He had been selling his milk to Turkey Hill for years. When ADC purchased the outfit, his milk still went to the Turkey Hill plant.

He said the change to a cooperative is an example of the need to be efficient to stay competitive: prior to ADC buying Turkey Hill, the Turkey Hill dairy concern had to buy cream for the large amount of ice cream they were making.

With the cooperative taking over the operation, the price of the cream charged to Turkey Hill dropped considerably, making the manufacture of ice cream much more profitable, Rohrer said.

With the new operation, labor has been eliminated in a lot of areas.

The new freestall barn sits atop a manure storage area. Lengthwise, underneath the slotted flooring, are two parallel 1 million gallon manure holding tanks with a total of 12

pump-out valves. The need to scrape manure has been decreased significantly. The barn floor stays dry.

The parlor is outfitted with the labor- and time-saving devices:

- A quick release reel which allows all cows to leave their milking station all at once, within seconds, and a new group to enter and take their place;

- Plate cooler and floor warming water is recycled for wash water and for cattle use;

- Computerized archways segregate cows according to what is entered on the main computer;

- Eventually all the farm management information is to be entered and stored on the computer, eliminating the bulk of physical file keeping and searching;

- The reproduction and health equipment and records are kept in a room located near the end of the parlor, on the return line, and the computerized, automated system diverts cattle returning from milking to a catch aisle with a headlocking gate.

- Feeding is done by tractor pulling a large Rissler TMR mixer and driving down the center aisle of the barn, where the floor is solid.

There are many other examples of minor aspects of the operation which seemed custom-made for the elimination or ease of labor. No searching for shovels, or other tools. Everything has a place and everything in its place.

Another benefit to the operation is the psychological effect the newness and efficiency brings. Rohrer said working in such an operation makes it exciting to get up in the morning and go to work.

Public Auction Register

Closing Date Monday 5:00 P.M. of each week's publication

JUNE

SAT. JUN. 12 - 10AM, Dispersal Sale Of Lumber, Building Materials, Tools, Antique Auto Parts, Etc. Located On The Premises, Laurel Lumber Co., Inc., 7600 Windsor Mill Road, Woodlawn, Md. (1/4 Mile West Of Rolling Road). Owners, Laurel Lumber Co., Inc. Phil Gregory & Dennis Warfield, Aucts.

SUN JUN. 13 - 12Noon,

Restaurant Equipment. Located 932 N. Front St., Wormleysburg (South Of Enola), Pa. Directions I-81 To Enola Exit, South On Rt. 15 To Sale. Mark Baranowski, Auct.

WED. JUN. 16 - 4PM, 1977 Dodge Van, Power & Hand Tools & Plumbing Supplies. Located 202 Whittier Lane, Lanc., Pa. (Dir.: From Lampeter Rd., Turn Onto To Buttercup Rd., Go Approx. 1/4 Mile To Sale- Located

On Corner Of Buttercup & Whittier Rds.) Sale By, James & Patricia Sheaffer. Roy & Eric Probst, Aucts.

THURS. JUN. 17, FRI. JUN. 18 & SAT. JUN. 19 - 12Noon-7 PM, Fri. - 9 A.M.-6 P.M., Sat. - 10AM-2PM. Located At 1130A Chambersburg Rd., (Doersom Airport), Gettysburg, Pa. (The Airport Is On Rt. 30, 3 Miles West Of The Gettysburg Circle). Sierra Victor Industries.

FRI. JUN. 18 - 10AM, Atlantic Auctions, Inc. Presents Another Major Mid-Atlantic Regional Auction Of Trucks, Tractors & Trailers, Construction Equipment. Located At The Maryland State Fairgrounds, Timonium, Md. Atlantic Aucts., Inc.

FRI. JUN. 18 - 12PM, Selling House Full Out Of Lanc. Old Early 1900's Baby Carriage, & Misc. Items. Located Wolgemuth Auction, Green Dragon Farmer's Market, State St., Ephrata, Pa. Wolgemuth's Auction.

FRI. JUN. 18 & SAT. JUN. 19 - 4PM, JUN. 19 - 10AM. Antiques, Coins, Band & Stereo Equipment, Garage & Body Shop Equipment, H.H. Goods. Located 2 Miles Off US 30 At The Ironville Fire Co., Ironville, Pa. From Lancaster, Take U.S. 30 To Prospect Exit Turn Right Up Hill Two Miles To Sale. Also Only 4 Miles Off 283 From Harrisburg Take 283 Towards Lancaster Get Off At Salunga Exit Turn Left Approx. 3 Miles To Stop Sign. Straight Ahead 2 Blocks To Sale. Watch For Signs. Sholly's Auction Service.

SAT. JUN. 19 - 10:30AM, 31 Banks & Lending Institutions Offer Approx. 175 Bank Vehicles For Auction. Located Keystone Public Auto Exchange, Rt. 22/322 Between Dauphin & Clarks Ferry Bridge, Local Banks. Keystone Public Auto Exchange.

ATLANTIC AUCTIONS, INC. PRESENTS ANOTHER MAJOR MID-ATLANTIC REGIONAL AUCTION

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FRI., JUNE 18, 1993

AT 10:00 A.M.

INSPECTION: JUNE 17 - 10 AM to 4 PM PARTIAL LIST ONLY - MORE EQUIPMENT BEING ADDED!

10 Tandem Axle Dump Trucks; 1 Tri Axle & 3 Single Axle Dumps; 7 Conventional Tractors T/A; 4 Coe Tractors T/A; 14 Van Trucks, Vans & Pick Ups; 2 Flat Bed/Utility Trucks; 5 Fuel/Lube Van/Service Trucks; Air Compressor Truck; 2 Vibratory Roller/Compactor; 4 Low Boy/Tag Along Trailers; 4 Flat Bed Trailers; 2 Storage Trailers; Horse Trailer; 50 Ton Dropdeck Trailer; Crawler Crane; 2 Crawler Loaders; 5 Crawler Tractors; 2 Excavators; 2 Loader Backhoes; 2 Motor Graders; Motor Scraper; 4 Skid Steer Loaders; 3 Tractor Front End Loaders; 3 Hydraulic Breaker Hammers; Motor Home; 3 Fire Trucks; ATV Vehicle.

MISCELLANEOUS ITEMS: Ware backhoe attachment for JD/Dresser; (2) Portable Light Towers, 76-74 OVERLITE - TF3M2G, 2 cycl. gas engine, 3 section of tower; Cub 1-1/2 Yd. sale spreader box; Sioux E40-5; steam jenny; FMC wheel balancer; electric generator; Olathe 12 brush chipper, Wacker-W74A, Walk Behind Vib. Roller; 4 air compressors

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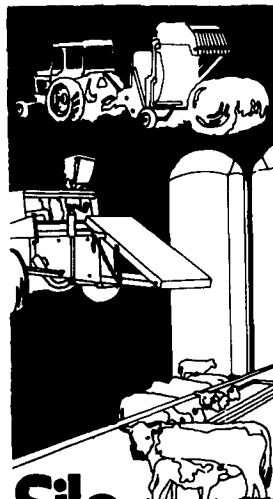


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