

FOCUS

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Integrated Management Systems for the Dairy Industry

Dixie L. Burris, Membership Development,
Call 1-800-DHIA-1ENT for information.
Pennsylvania Dairy Herd Improvement Association
DHIA Service Center, Orchard Road, University Park, PA 16802

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 6/12/93 and 6/19/93

Number of Herds Processed	1,040
Number of Cows Processed	61,787

Number of Cows Per Herd	59.4
Milk Per Cow (Lbs)	18,390
%-Fat	3.70
Fat Per Cow (Lbs)	682
%-Protein	3.18
Protein Per Cow (Lbs)	586
Average Days in Milk Per Cow	317
*Value for CWT Milk(\$)	12.96
*Value for CWT Grain(\$)	7.83
*Value for CWT Hay(\$)	4.22
*Value for CWT Silage(\$)	1.52
*Value for Pasture Per Day(\$)	.28
*Value for Milk Per Cow Per Year(\$)	2,383
*Feed Consumed Per Cow Per Year(Lbs)	
A: Grain	7,246
B: Hay	2,289
C: Silage	15,015
D: Day Pasture	68
*Feed Cost Per Cow Per Year(\$)	
A: Grain	567
B: Hay	96
C: Silage	228
D: Pasture	19
*Total Feed Cost Per Cow Per Year(\$)	913
*Income Over Feed Costs Per Year(\$)	1,470
*Grain to Milk Ratio	1:2.5
*Feed Cost Per CWT Milk(\$)	4.97
Avg Level For 921 SCC Herds	338,109

*Member generated figures

PA DHIA Calendar of Events

JULY

7-8 State Board Meeting, Erie
23,24 Technician Summer Conference, Danville

AUGUST

AgProgress Days,
Rock Spring

SEPTEMBER

29,30 State Board Mtg.,
State College

NOVEMBER

1 SE District Mtg., Berks
Ag Center
2 SW District Mtg., Ramada
Inn, Somerset
3 C District Mtg., FamilyHouse
Restaurant, Millintown
4 NE District Mtg., Pink Apple
Restaurant, Tunkhannock
5 NW District Mtg., Bonanza
Restaurant, Franklin
8 State Board Mtg.,
State College

9,10 NE Caucus, Ithaca, NY

FEBRUARY

18,19 PA DHIA Annual Mtg.,
State College

NDB Holds Cheese Export Seminar

ARLINGTON, Va. — With a large number of U.S. cheese producers attending the International Dairy-Deli Show in St. Louis June 6-8, the National Dairy Promotion and Research Board took the opportunity to let those producers learn more about cheese export opportunities.

"We (National Dairy Board) wanted to take advantage of the fact that many U.S. cheese producers were in one place long enough to attend a seminar about key cheese markets abroad," said Tom Suber, staff director of the

National Dairy Board's export department.

The seminar provided firsthand information on marketing cheese from two experienced cheese wholesalers, one from Mexico and one from Japan. The wholesalers talked about the problems of getting new products into a foreign supermarket or restaurant, how U.S. suppliers can help introduce new products, common shipping and quality problems, preferences on cheese sizes and packaging for service and retail markets, market demands and future trends.

"By teaching U.S. cheese suppliers how to and helping them break into foreign markets, we (National Dairy Board) hope to help the American dairy farmer by selling more U.S. milk through cheese exports," said Steve Hoffman, California dairy farmer and chair of the National Dairy Board's Export Market Enhancement Committee.

Completed evaluation forms reflected strong satisfaction by those attending the seminar.

"Many attendees noted they did

little to no exporting of their cheese or other dairy products, but the seminar must have piqued their interest," Suber said. "Many asked for additional information about trade regulations, importers and brokers, product consumption in other countries, and labeling and shipping requirements — much of the information we compiled before beginning our promotions in Japan and Mexico two years ago. For a while now, we have been distributing much of that information as we receive requests."

During the show, the two wholesalers presenting the seminar also toured the exhibits, tasting many cheese varieties. The wholesaler from Mexico, Eduardo Sucarrats, was particularly interested in cottage cheese, Suber reported. Ironically, Sucarrats was also impressed with Hispanic cheeses made by U.S. producers.

The Japanese wholesaler, Itasu Kimura, imports over 4.4 million

pounds of cheese, handling mostly small volumes of specialty cheeses. His current line of 360 types of cheese holds only three from the U.S.

"Surprisingly, he (Kimura) was looking for as sharp a cheddar as he could find for a narrow niche in Japan that would appreciate the taste," Suber said. "And he found one he liked at the booth of a U.S. cheesemaker exhibiting a cheddar cheese aged 30 months."

Suber said, Kimura would likely order samples of Hispanic and Arabic style cheeses made in the U.S. as well as larger volumes of cream, Monterey Jack and mozzarella cheese to fill out a 33,000-pound shipping container.

The National Dairy Promotion and Research Board, comprised of 36 dairy farmers from across the nation, develops and executes a coordinated plan of promotion, research and communications to strengthen the dairy industry's position in the market.

Penn State Offers Master Gardener Program

LANCASTER (Lancaster Co.) — Penn State's Master Gardener educational sessions are scheduled for a 12-week period beginning August 12. Sessions will meet on Thursday from 8:30 a.m. to 11:30 a.m. at the Farm and Home Center in Lancaster and at the Lebanon County extension office. The purpose of the program is twofold. First, the program wants to make gardeners the best general horticulturalists possible. At the same time, the extension service wants to better serve Lancaster County by using the gardeners' new skills and talents to

help teach the people of the county.

Topics to be taught during the course include plant science, entomology, soil science, plant pathology, IPM/pesticide safety, diagnosing plant problems, turf culture, communications, plant propagation, and landscape principles.

In return for the course and workshops, graduates will be asked to volunteer 50 hours of time to the Lancaster County Cooperative Extension. This year the extension is seeking volunteers who have a particular interest in the following

areas:

- Horticultural answering service (answer home gardening questions in person and by phone)

- Meet the plants (provide educational programs on plant botany, identification, culture and care to youth in elementary schools)

- Urban outreach education (provide horticultural educational information to community groups and individual gardeners in urban settings).

At the end of training and service graduates will be awarded a Penn State Master Gardener's certificate from the dean of agriculture.

This is the sixth year for this program in Lancaster County. Enrollment is limited and the application must be returned no later than July 12.

Cost for the program is \$35, payable upon acceptance. (This covers the cost of the handbook and name pin.)

A personal interview and pre-test will be scheduled in July once the application has been completed and returned.

Contact Lancaster County Cooperative Extension for an application. Mail your request to Lancaster County Cooperative Extension; c/o MASTER GARDENING, 1383 Arcadia Road, Room 1, Lancaster, PA 17601.

Penn State, PCC Renew Agreement

UNIVERSITY PARK (Centre Co.) — A 27-year collaborative program will continue thanks to a renewed agreement between Penn State's College of Agricultural Sciences and the Pennsylvania Council of Cooperatives (PCC).

The agreement supports the Penn State Cooperative Business Education and Research Program, which has offered education, training, and leadership development to thousands of Pennsylvanians since it was established in 1966.

The program involves cooperative directors and employees as well as teachers, extension agents, and young people. Participants include Agway, Farm Credit, Dairy-leaf, Eastern Milk Producers, several artificial breeding cooperatives, and many others.

Dr. Lamartine Hood, dean of the College of Agricultural Sciences, and Carol Mercner, president of the PCC, signed the agreement at PCC directors meeting in April on Penn State's University Park Campus.

"The Cooperative Business Education and Research Program is designed to teach principles of the business enterprise system and the role of cooperatives within that system," said Dr. Cathy Hamlett, program director and assistant professor of agricultural economics at Penn State. "This partnership between Penn State and the Pennsylvania Council of Cooperatives is well-known among other cooperative education programs for its duration, stability, and quality."

Animal Housing Expo Set

UNIVERSITY PARK (Centre Co.) — Dairy, livestock and poultry producers can get the latest information about building and remodeling farm structures to improve the handling and housing of farm animals at the Animal Housing Expo, July 13-14 at the Lebanon Fairgrounds in Lebanon County.

The event, sponsored by Penn State Cooperative Extension in cooperation with agribusinesses, runs from 9 a.m. to 4 p.m. each day.

"The demonstrations, speakers, and exhibits at the expo will focus on proven, state-of-the-art ventilation, feeding, watering, manure handling and housing systems," said Dan McFarland, general chair and Penn State Cooperative Extension agent in York County.

"Farmers may spend as little as a few hundred dollars for renovations or up to several hundred thousand dollars for new facilities to provide adequate housing for their animals," he said. "At the expo, these producers will be able to explore available options, talk with experts, and select the best system or services for their needs."

Commercial exhibitors include

builders, contractors, suppliers, painters, roofers, lenders and consultants. Universities and agencies will present educational displays. Demonstrations will feature swine handling, poultry composting, floor surfaces, free-stall barn designs, pit ventilation and more.

Leading animal housing experts will be on hand to discuss developments in their fields.

Richard Hoover of R.E. Wright Associates will discuss environmental impact studies. Dr. Temple Grandin, Colorado State University, will explain successful animal handling techniques. Dr. Robert Graves, Penn State, will present an overview of basic ventilation concepts.

State representative Sheila Miller will offer an update on Pennsylvania's new nutrient management law. Dr. Ken Kephart, Penn State, will discuss techniques for handling swine safely.

A panel also will discuss dairy expansion, poultry composting and trends in the swine industry.

For more information about the Animal Housing Expo, contact Penn State Cooperative Extension, 112 Pleasant Acres Road, York, PA 17402-9041 or call (717) 757-9657.