

Chester County Dairy Milk Lines

Walter Wurster
Extension
Dairy Agent

DAIRY HOUSING

Are you considering a building project for your dairy farm? If so, you need to ask a lot of questions, seek all the advice you can find, do an extensive plan, and make the decisions that are right for your operation. Whether it is a remodeling project or a major expansion, there are big bucks involved, and once construction is completed, you will have to live with your decisions for a long time. There has probably never been a perfect building project where the owner could say that he would not change anything that he did. However, the goal is to have those changes be minor ones and not have a large effect on the operation.

After saying all this, I don't want you to be scared to make building changes. It has often been said that a business never stands still; it either goes forward or falls backwards. A successful manager is always looking for ways to

improve the operation, including animal nutrition, crop production and the use of the facilities. However, it is a lot easier and faster to reformulate a feeding ration to correct a problem than it is to jackhammer concrete out a barn to correct a mistake.

There is help out there. One excellent opportunity to get building ideas is the upcoming Animal Housing Expo at the Lebanon Fairgrounds on July 13 and 14, 1993. There will be industry booths, demonstrations, and speakers that will address building concepts and planning procedures. For dairy farmers considering any building project, the Expo should be a priority event to attend.

The Expo is open from 9 a.m. to 4 p.m. each day and it is located at the Fairgrounds on Rt. 72, south of Lebanon. Your county agricultural extension agent is another source of value information and ideas.

What choices do you have? Dan McFarland, multi county ag engi-

neering extension agent, says, "In dairy housing, if a farmer provides good ventilation, a comfortable resting area, adequate feed space and an adequate water supply, their choices of a building are endless." It then becomes a choice as to what type of structure the farmer prefers. Take the time to visit farms that have built structures in the past few years to solve needs similar to yours and ask a lot of questions. Why did they decide on a particular type of building, what are the advantages to the system and what would they change, after having worked in the facility for a period of time?

A partial checklist of items that should be addressed before a building project starts are:

- Decide what your goals and needs are now and in the future.
- Decide on the type of building or feed storage that will answer your goals and needs — take tours.

- Determine the location of the new facilities in relation to the land and existing buildings. Farmers tend to want to put new buildings too close to old barns which causes ventilation, fire, and movement of cattle and machinery problems. Location may affect the type of building that you select. Don't be afraid to take a couple acres of prime corn ground for your new barn to avoid creating a problem you will have to live with for years.

- Talk to several builders — in Southeastern Pennsylvania, there are a number of excellent agricultural construction companies.

- Develop a sound financial plan to determine what size facility fits your operation, what is the payback time on the new investment, and how will your profit/loss statement, cash flow and balance sheet look after the new

facilities are operating. Another question is, do you need to buy cattle to get your new facility up to full capacity to make your financial plan work? The FINPACK computer program provided by the cooperative extension is an excellent tool to formulate this total financial plan.

- Allocate additional funds

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Cows producing over 800 lbs. protein are:

Name	Breed	Age	Milk	Fat	Pro
Joseph & Sandra Lusby					
Sunshin	H	3-02	27,697	1194	897
DH Lonehill Farm					
Kathy	H	4-10	28,111	908	826
Annie	H	2-11	23,914	1110	818
Timberview Farm					
Yvette	H	6-00	23,960	1150	824
Marilyn & Duane Hershey					
Amber	H	6-10	27,825	782	826
Dixie	H	5-02	31,232	1098	971
Ardrossan Farms					
Birdeye	A	5-04	25,035	1111	913
Wroslic	A	3-05	25,190	879	826
Merle King					
Oaks	H	3-10	25,414	953	805
Dunwood Farm					
Satum	H	7-11	26,174	1161	894
Dot	H	4-03	24,804	886	800
Chris & Ches Stoltz					
Ostrich	H	5-04	28,668	1015	913
Tim & Phyllis Barlow					
Golda	H	5-10	27,992	897	816
Walmoore Inc. #3					
615	H	2-11	27,932	875	812
Charles J. Moore					
Y165	H	5-06	32,099	1021	977
Honey	H	4-04	31,954	819	979
Colt	H	2-10	27,905	723	921
J. Harold Bare					
47	H	6-01	27,881	1062	861
Century Oak Farm					
Bertie	H	7-07	24,660	950	801
Evvy	H	4-06	24,818	737	834
Wilkinson Farm 1					
2933	H	3-02	26,160	747	819
Dale Davis					
Wendy	H	7-06	28,112	815	825
Leslis	H	4-08	25,066	1031	822
Melwood Farm					
Louella	H	5-06	31,068	1031	961
Dandy	H	3-00	28,098	1004	947
Breck-A-De Farm					
177	H	4-00	30,963	1132	941
159	H	3-08	28,163	980	887

Pennsylvania Ag Exports Increase

HARRISBURG (Dauphin Co.) — Agricultural exports from Pennsylvania reached a new record of more than \$400 million in 1992, an increase of 15 percent over the previous year according to Agriculture Secretary Boyd E. Wolff.

"Exports of agricultural products from the Keystone State have more than doubled since 1987," Wolff said, "and that provides statistical proof that our market development efforts are paying off for Pennsylvania producers and processors."

"The Department of Agriculture's participation in international food shows has helped a growing list of Pennsylvania companies generate new interest in their products."

According to figures released by the Pennsylvania State Data Center, Pennsylvania Agricultural exports totalled \$400,571,495 in 1992. The export figure includes all crops, livestock, food and tobacco. It does not include forestry and wood products, which also set a new record of \$367,090,934, an increase of more than 23 percent over 1991.

In the past year the Department of Agriculture's Division of Domestic and International Trade has participated in trade shows with more than 100 Pennsylvania companies, attending trade shows in Korea, Hong Kong, France, Germany, Saudi Arabia and the USA. In addition, the Department sponsored special trade missions to Thailand and to the United Arab Emirates.

Agriculture Secretary Wolff and staff members from the Department's Bureau of Market Development represented 17 Pennsylvania food companies in a special PENNSYLVANIA USA Pavilion during the giant U.S. Food Export Showcase May 9-12 in Chicago. That show was held in conjunction with the 1993 Supermarket Industry Convention sponsored by the Food Marketing Institute.

"Those companies have discovered that our initial contacts during the Chicago show have translated into requests for product sample shipments to foreign lands," Wolff said.

Samples of confections, tomato sauce, powdered beverages, beer and soup have been sent

to Taipei, Taiwan, Korea and Saudi Arabia as a result of participation in the food show in Chicago in May. A total of 34,000 potential buyers attended the show. International attendance was up 35 percent over last year.

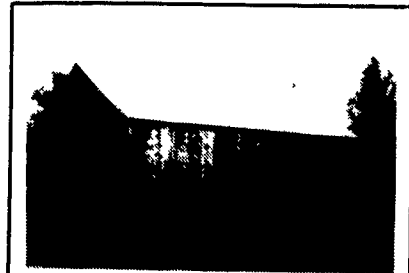
"Our diverse food processing industry has established an international reputation for quality, and that reputation has carved out a worldwide market niche."

A recent survey of companies that participate in trade shows with the Department of Agriculture reveals that 63 percent of those companies have generated overseas sales because of the Department's export enhancement efforts.

For more information on exporting Pennsylvania agricultural products, contact the Department's Division of Domestic and International Trade at (717) 783-3181.




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