

# FOCUS

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Dixie L. Burris, Membership Development,  
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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 7/10/93 and 7/17/93

Number of Herds Processed	1,067
Number of Cows Processed	64,165
Number of Cows Per Herd	60.1
Milk Per Cow (Lbs)	18,527
%-Fat	3.68
Fat Per Cow (Lbs)	682
%-Protein	3.17
Protein Per Cow (Lbs)	589
Average Days in Milk Per Cow	317
*Value for CWT Milk(\$)	12.96
*Value for CWT Grain(\$)	7.79
*Value for CWT Hay(\$)	4.22
*Value for CWT Silage(\$)	1.53
*Value for Pasture Per Day(\$)	.29
*Value for Milk Per Cow Per Year(\$)	2,401
*Feed Consumed Per Cow Per Year(Lbs)	
A: Grain	7,419
B: Hay	2,194
C: Silage	15,244
D: Day Pasture	64

*Feed Cost Per Cow Per Year(\$)	
A: Grain	578
B: Hay	92
C: Silage	233
D: Pasture	19
*Total Feed Cost Per Cow Per Year(\$)	924
*Income Over Feed Costs Per Year(\$)	1,477
*Grain to Milk Ratio	1:2.4
*Feed Cost Per CWT Milk(\$)	4.99
Avg Level For 942 SCC Herds	391,750
*Member generated figures	

## Average Farm Feed Costs For Handy Reference

To help farmers across the state to have handy reference of commodity input costs in their feeding operations for DHIA record sheets or to develop livestock feed cost data, here's this week's average costs of various ingredients as compiled from regional reports across the state of Pennsylvania. Remember these are averages so you will need to adjust your figures up or down according to your location and the quality of your crop.

Corn, No. 2y - 2.54 BU.	4.55 CWT.
Wheat, No. 2 - 2.81 BU.	4.69 CWT.
Barley, No. 3 - 1.52 BU.	3.25 CWT.
Oats, No. 2 - 1.57 BU.	4.90 CWT.
Soybeans, No. 1 - 6.70 BU.	11.19 CWT.
Ear Corn - 65.50 TON	3.28 CWT.
Alfalfa Hay - 96.25 TON	4.81 CWT.
Mixed Hay - 94.50 TON	4.73 CWT.
Timothy Hay - 90.00 TON	4.50 CWT.

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# P a . D H I A Has Tech Jobs

STATE COLLEGE (Centre Co.) — Pennsylvania Dairy Herd Improvement Association is seeking applicants for technician positions.

The position involves gathering pertinent information monthly from dairy herds while maintaining the integrity of the rules established by the National Cooperative Dairy Herd Improvement Program.

Knowledge of dairying is helpful, but not necessary. Please submit in writing to Field Director, 1318 W. College Avenue, State College, PA 16803.

## Association Begins Policy Development

GETTYSBURG (Adams Co.) — "Policy Development is one of the most important facets of the Pennsylvania Farmers' Association," according to Pennsylvania Farmers' Asso. Vice President Guy Donaldson, who also chairs PFA's State Policy Development Committee.

Most Adams County Farmers' Association members think of policy development as a once-a-year activity that flourishes just before annual meetings. But in reality, it's an organized, year-round program that's ongoing in every county association.

"Policy development is the tool that gives every member a voice in helping solve the problems that affect his or her business," said Donaldson. It is an organized program for gathering the ideas

and opinions of members on important issues. The policies it produces are the foundation of the county, state and national farm bureaus.

"One thing that's important to remember," said Donaldson, "is that policy is decided by the majority farmer opinion. Once a policy is adopted by the majority it becomes the position of the entire organization." Policy guides the activities of the county and state association. Policy provides direction to the association officers and to the staff.

Deadlines for resolutions to be submitted to the Policy Development Committee is August 1, at the annual summer picnic.

For more information, contact Susan Benner, vice president, PD Committee Chairperson, (717) 334-1769.

### PA DHIA CALENDAR

- JULY**  
23,24 Technician Summer Conference, Danville
- SEPTEMBER**  
29,30 State Board Meeting, State College
- NOVEMBER**
- 1 SE District Mtg, Berks Ag Center
  - 2 SW District Mtg, Ramada Inn, Somerset
  - 3 C District Mtg, Family House Restaurant, Mifflintown
  - 4 NE District Mtg, Pink Apple Restaurant, Tunkhannock
  - 5 NW District Mtg, Bonanza Restaurant, Franklin
  - 8 State Board Meeting, State College
  - 9,10 NE Caucus, Ithaca, NY
- FEBRUARY**  
18,19 PA DHIA Annual Mtg., State College

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