

FOCUS



Dale L. Burris, Membership Development,
Call 1-800-1911-TNHT for information.
Pennsylvania Dairy Herd Improvement Association
DHIA Service Center, Orchard Road, University Park, PA 16802

Corn, No. 2y - 3.13 bu. 5.59 cwt.
Wheat, No. 2 - 3.70 bu. 6.18 cwt.
Barley, No. 3 - 2.42 bu. 5.18 cwt.
Oats, No. 2 - 1.65 bu. 5.15 cwt.
Soybeans, No. 1 - 6.67 bu. 11.13 cwt.
Ear Corn - old 61.50 ton 3.08 cwt.
Ear Corn - new 85.78 ton 4.29 cwt.
Alfalfa Hay - 118.50 ton 5.93 cwt.
Mixed Hay - 115.00 ton 5.75 cwt.
Timothy Hay - 124.25 ton 6.21 cwt.

How Does Your Herd Compare?

STATE COLLEGE (Centre Co.) — These data are calculated using information 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 about one-fourth of the herds across the state.

DHIA Averages for all herds processed between 01/22/94 and 01/29/94

Number of Herds Processed	1,140
Number of Cows Processed	73,520
Number of Cows Per Herd	64.4
Milk Per Cow (Lbs)	18,480
%-Fat	3.67
Fat Per Cow (Lbs)	679
%-Protein	3.19
Protein Per Cow (Lbs)	590
Average Days in Milk Per Cow	318
*Value for CWT Milk(\$)	12.76
*Value for CWT Grain(\$)	7.62
*Value for CWT Hay(\$)	4.26
*Value for CWT Silage(\$)	1.54
*Value for Pasture Per Day(\$)	.29
*Value for Milk Per Cow Per Year(\$)	2,359
*Feed Consumed Per Cow Per Year(Lbs)	
A: Grain	7,580
B: Hay	2,123
C: Silage	15,093
D: Day Pasture	55
*Feed Cost Per Cow Per Year(\$)	
A: Grain	577
B: Hay	90
C: Silage	232
D: Pasture	16
*Total Feed Cost Per Cow Per Year(\$)	917
*Income Over Feed Costs Per Year(\$)	1,441
*Grain to Milk Ratio	1:2.4
*Feed Cost Per CWT Milk(\$)	4.97
Avg Level For 1,021 SCC Herds	354,174

*Member-generated figures

Average Farm Feed Costs

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Over 80% of the nation's top egg producers have already switched to Chore-Time cages with ULTRAFLO® Feeders!*

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FEED SAVINGS. Customers report 1/2 to 2/3 less feed cost per bird per year—over \$10,000 per year savings on a 100,000 bird house Year after year!

THROUGH DESIGN. High tensile steel for strength. No feed buildup or waste like chain trough.

NO HI-GRADING of feed, due to our design. Chain lets birds pick over feed while feeder runs.

REMOVES FEED. Our auger slowly rotates, keeping old and new feed blended. Chain doesn't, so feed can get stale.

REPAIR & MAINTENANCE. Ours needs the least of all feeders. Easy splicing with auger connector, and no troublesome corners or chain guides to replace. Saves money and time year after year.

SIMPLE OPERATION. "Push-Pull" Power Units with low HP motor are located along the feeder line as needed. Have hardened steel gears for trouble-free life. Microprocessor control lets you program feeding time to the second.

EASY AUGER CONNECTOR. Allows fast and simple installation, also quick and easy repair of auger if ever necessary. Auger and trough are both warranted 5 full years. Chain feeders are not.

Egg producers have been putting up with obsolete chain feeders far too long. Now there's a better way: Chore-Time's proven ULTRAFLO Cage Feeding System. Since introduction, more than 80% of the top 54 egg producers* have gone to ULTRAFLO. A lot of smaller ones have too.

They've all looked at the advantages and chosen ULTRAFLO. That's because it makes them more profitable. Total egg production and egg size—these are the best benefits of our complete feeding system.

Why not check out the facts for yourself? Contact us now—or ask any producer who owns ULTRAFLO.

Because the only negative comments about our feeding system come from our competition—not from our customers.

*The Top 54 U.S. Egg Producers as listed in Nov./Dec. 1991 EGG INDUSTRY

BST Sales Strong

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And while he said that sales were good, one of the most frequent questions he said he gets is about confidentiality.

"Our policy has been, and will continue to be, to maintain strict confidentiality with those producers doing business with us. Their names are not available to the public, to the cooperatives, or to the processors. Their names are not available to anyone, except us and them," he said.

As far as barn inspections, Posilac is an over-the-counter drug and, while it requires refrigeration, there is no need to keep the product in the barn.

Furthermore, there is no test that can identify the difference between milk coming from a treated or an untreated cow.

The company intends to continue its 24-hour telephone ordering service direct to Monsanto. Callers who place an order are given a pre-approved account number and the product is shipped to them within two days.

The company is also offering an introductory special on the product, for minimum orders of 50 doses and/or an order that reflects one dose per milking head.

The special offer is in effect until May 4. For those who receive the product through a carrier, the cost of shipping is paid by the purchaser.

Gard said that followup research continues on the product — the most researched product submitted for FDA approval, according to reports.

Gard said that currently a cow has been on a lactation using Posilac for 1,200 days with a daily milking production of 50 to 60 pounds.

He said that cow was one that was on a trial and has been continued in order to determine the product's effect in a long-term, continuous application.

He said that while some cows naturally continue extended lactations, this is the longest continuous lactation using Posilac.

Most of the cows used in field trials of Posilac have been on the product for four lactations, Gard said, adding that many are getting ready to go into fifth lactation.

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