

Juniata Holstein Association Presents Awards

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 — The Juniata County Holstein Association annual meeting was held April 5 in the Port Royal Community Building.

Current directors, Glen Henry and Russell Adamire, Jr., were re-elected and are joined by newly-elected Karen Diffenderfer.

Becky Woodward, Juniata County dairy princess, spoke on the nutritional value of milk and of its many uses. She reminded the group that they can promote the use of milk by giving dairy basket gifts and ordering milk in restaurants. She mentioned that candidates are needed for Dairy Princess for the coming year.

Donald Adams, sale chairman,

reported that there will be more embryo and cattle exports to Saudi Arabia, which has very strict requirements.

Nancy Toms, junior activities chairperson, gave the junior awards for production as follows: Two-year-old cow, two-year record of milk production — 1st, David Glock, 20,746#; 2nd - Danielle Mummah, 18,732#; 3rd - Mark Wagner, 18,724#; 4th - Ronda Mummah, 18,560#. Awards were also given for butterfat and protein content, with David Glock winning 1st in the protein category and Danielle Mummah winning 1st in the butterfat category. Diane Glock won 1st in all categories for 3, 4 and 5-year-old cows.

It was announced that the Juniata County junior judging team took first place in the state, being an unusual forty points ahead of second place. The senior team placed 11th. The junior team was made up of Tara Kocher, David Glock and Ronda Mummah. Senior team members were Diane Glock, Missy Hostler and Averin Donough. Diane was 10th overall, out of about 100 entrants in the oral report presentation. The oral report must be given as to the judges' reasons for their selections, just as professional judges of 4-H competition do.

Diane Glock received a special award given by the PA Holstein

Association for being a finalist in the 4-H state competition for distinguished junior member in the intermediate division. Dan Guesiner was a finalist in the senior division. This is a very prestigious award because they must present a scrapbook of all they have done in 4-H, write a story and be interviewed. Six boys and six girls were chosen in the state, and Juniata County is proud to have these finalists.

Special guest speaker was Dave Rama of Delhi, NY, owner of the Cattle Exchange Auction Service. Rama travels through PA and other eastern coast states as well as Canada, helping purchasers look for hi-grade cattle. In that capacity, as well as an auctioneer, he is instrumental in selling about 8,000 head of dairy cattle a year.

Rama gave many good points to the listeners concerning merchandising of their cattle. First, they must set specific goals and keep to them, and it is important never to let go of type. He mentioned three categories, namely Index, Show, and Red & White, the latter being 75% of all cows in the world as they are a dual purpose breed. The Index and Show cattle make up 4% of the cattle population, leaving the remaining 96% for the more ordinary producers such as are on most family farms. Rama continued to emphasize never to

let go of type; be consistent; never lose sight of the importance of breeding toward accomplishing that purpose; not only for development of the herd but also to be prepared for good sale of the animals.

Rama finds that only about 80% of dairy farmers know the net amount of their milk check. Thus it is possible that they do not have sufficient records for them to set a selling price when approached by a buyer or in consignment sales.

He urged the farmers to contact the State Holstein Association if they need help as to keeping records or for advice on sales. He finds that many farmers ask for too much money for their cows. They must take time to figure the amount they have invested in the animal and add 25 or 30%. More than that will probably lose the sale.

Rama also urged sale of a show cow before the show. If an animal is shown and is not a winner, it will bring a much lower sale price after the sale. He also mentioned that integrity is a must, as happy clients are important for future sales. Always thank a buyer even if the selling price was not as high as expected.

Export sales of cattle and embryos continue to Japan and other countries and should not be overlooked by farmers in our area. Information on this can also be obtained from the state association.



Junior Nancy Toms, right congratulates David Glock for receiving 2 firsts and 1 second production awards in the two-year-old cow division.



Junior Activities Chairperson Nancy Toms, right, congratulates Diane Glock for receiving four production awards in various categories for her cows ages 3, 4 & 5.



From the left, Ronda Mummah, Tara Kocher, David Glock, Missy Hostler and Diane Glock, members of the Juniata County 4-H Junior and Senior Judging Teams, with their awards given at the banquet. Absent was Averin Donough.



President Ronald Mummah, second from left, stands with re-elected directors Glen Henry and Russell Adamire, Jr., and newly-elected director, Karen Diffenderfer.



From the left, Tara Kocher, David Glock, Diane Glock, Danielle Mummah and Ronda Mummah, outstanding Juniata County Junior Production winners, display awards given at the banquet.