

FOCUS



Dixie L. Barrie, Membership Development,
Call 1-800-DHIA-7777 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.) — 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 6/09/94 and 6/16/94

Number of Herds Processed	1,083
Number of Cows Processed	67,072
Number of Cows Per Herd	61.9
Milk Per Cow (Lbs)	18,796
%-Fat	3.67
Fat Per Cow (Lbs)	690
%-Protein	3.19
Protein Per Cow (Lbs)	600
Average Days in Milk Per Cow	319
*Value for CWT Milk(\$)	13.23
*Value for CWT Grain(\$)	7.83
*Value for CWT Hay(\$)	4.22
*Value for CWT Silage(\$)	1.52
*Value for Pasture Per Day(\$)	.30
*Value for Milk Per Cow Per Year(\$)	2,488

*Feed Consumed Per Cow Per Year(Lbs)

A: Grain	7,364
B: Hay	2,206
C: Silage	15,301
D: Day Pasture	54

*Feed Cost Per Cow Per Year(\$)

A: Grain	577
B: Hay	93
C: Silage	233
D: Pasture	16

*Total Feed Cost Per Cow Per Year(\$)

920

*Income Over Feed Costs Per Year(\$)

1,567

*Grain to Milk Ratio

1:2.5

*Feed Cost Per CWT Milk(\$)

4.90

Avg Level For 981 SCC Herds

360,889

*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 - 3.04 bu. 5.43 cwt.
Wheat, No. 2 - 3.27 bu. 5.46 cwt.

Barley, No. 3 - 2.04 bu. 4.37 cwt.

Oats, No. 2 - 1.59 bu. 4.95 cwt.

Soybeans, No. 1 - 6.59 bu. 11.00 cwt.

Ear Corn 81.54 ton 4.08 cwt.

Alfalfa Hay - 89.50 ton 1.79 cwt.

Mixed Hay - 86.25 ton 4.31 cwt.

Timothy Hay - 97.00 ton 4.85 cwt.

MMI Seeks To Purchase Savoldi

STRONGSVILLE, Ohio — Milk Marketing Inc. (MMI) has signed a letter of intent to purchase Savoldi Cheese Company Inc., of West Middlesex, according to a news release from MMI dated June 20.

The region's largest dairy producer-owned cooperative, based in Strongsville, Ohio, MMI Chief Executive Officer Don Schriver, and Joseph Savoldi, president of Savoldi Cheese, said in a joint statement that they have signed the letter of intent and are now in the process of studying the possible sale and working on a final agreement.

The Pennsylvania Savoldi Cheese Company Inc. primarily makes shredded cheese products for the food service industry and operates predominantly in the Northeast.

MMI is a 5,700-member cooperative reaching into eight states, including Ohio, Indiana, Pennsylvania, Kentucky, Maryland, Michigan, New York and West Virginia. Last year it marketed \$688 million worth of raw milk, and processed 3.8 billion pounds. The sales includes \$307 million in net sales from Farmers Dairy Foods Inc. and farm supply, including dues and service fees.



BOWMAN'S STOVE & PATIO INC 17th ANNIVERSARY SALE

NOW thru JULY 2nd

10% OFF ALL ACCESSORIES IN STOCK



- Fireplace Tool Sets
- Fireplace Screens
- Solid or Plated Brass
- Trivets • Cast Iron Kettles
- Hearth Rugs
- And Much, Much, More



\$30 - \$160 OFF On All FIREPLACE DOORS IN STOCK

Featuring:
Schaefer, Stoll and Fireguard, Etc.



40% OFF ALL HALCYON® & TELESCOPE PATIO FURNITURE In Stock & Special Orders

Telescope Casual 5 PIECE DINING SET

- 4 Sling Chairs • Glass Top Table
- 6 Colors From Which To Choose

Reg. Retail \$941

Sale \$564

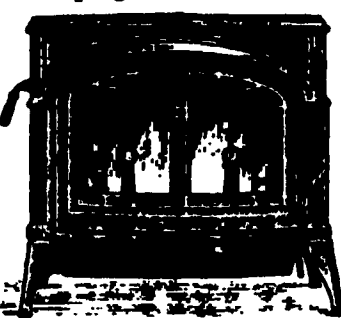
7 1/2' Umbrella
Reg. Retail \$270

Sale \$162



Vermont Castings

Keeping warm never looked so good!



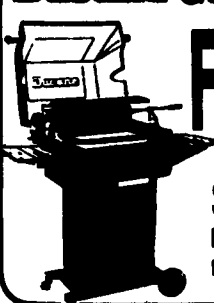
10% OFF

All* Vermont Castings Stoves In Stock

*Includes wood, coal, gas & pellet Vermont Castings Stoves.

All Items Subject To Prior Sale
(Some Items May Not Be Exactly As Pictured)

Ducane GRILLS ON SALE



FREE

- TANK
- GAS
- ASSEMBLY
- DELIVERY (within 15 Miles)

SALE \$351

Reg. Retail \$434
Model 1202

Hatteras Hammocks

- Hand Crafted Quality
- Made In The USA



Sale Prices Start At \$77.00

Hatteras Hammocks provides Endless Pleasure

Shop Early for Best Selection

No Rainchecks

No Layaways

Hours: M-T-W 10-6;
TH-F 10-8; SAT. 10-4

906 E. Main St. (Rt. 322)
Ephrata • (717) 733-4973
1 Block East of Rt. 222
1-800-642-0310

BOWMAN'S
STOVE & PATIO
INC.

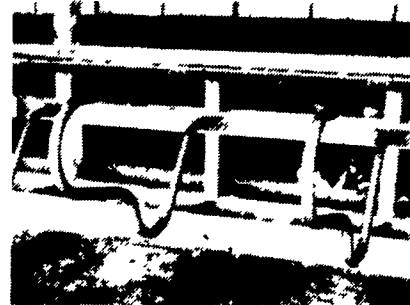


LOOP STALLS

All Loop Stalls Are Coated With Baked On Top Grade Polyester TGIC Powder Coating After Fabrication

- Super Tough Finish
- Protection From Rust & Corrosion
- Superior Electrical Insulation

- Chip Resistant
- Resists Acid & Chemicals
- Smoother Finish Stays Cleaner



FREEDOM STALLS

FEATURING

- Greater cow comfort in shorter stall beds
- Provides additional side head room in the lounge process



CONVENTIONAL STALLS

Loop Stalls Are Constructed Of:

- 2 3/8" Outside Diameter High Yield Steel Tubing With A 12 Gal. (.108) Wall
- Spray Arc Transfer Method Used On Welds



LAPP'S BARN EQUIPMENT

5935 OLD PHILADELPHIA PIKE, GAP, PA 17527

PHONE: 717-442-8134

WE SERVICE WHAT WE SELL

— Radio Dispatched Trucks —

