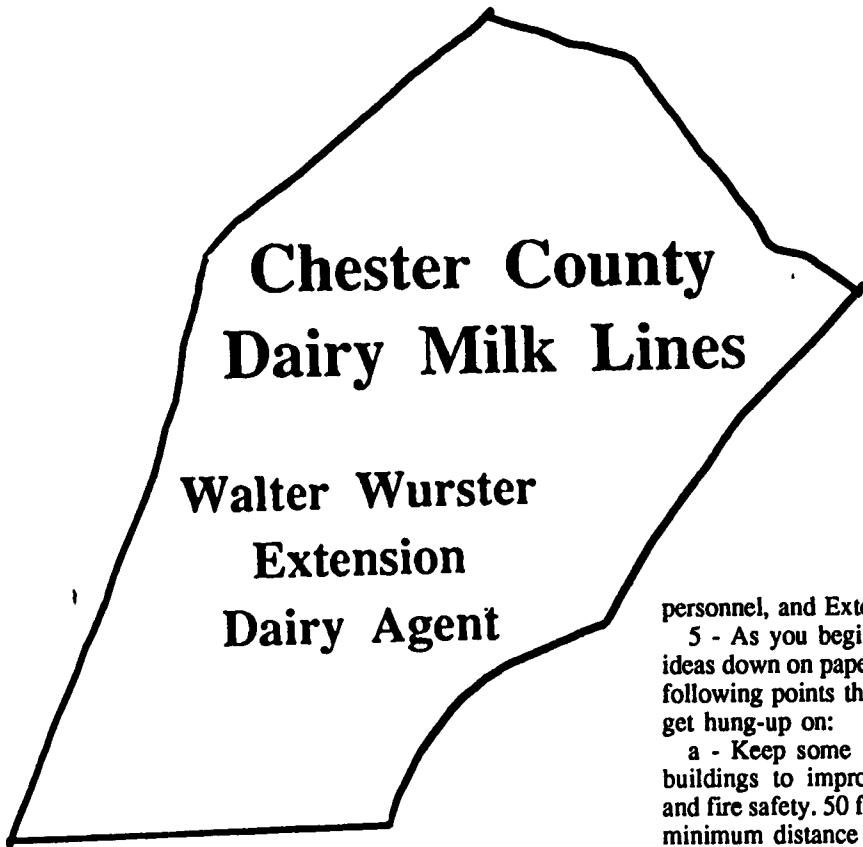


**Chester County DHIA - June 1994**  
Cows producing over 800 lbs. protein are:



Name	Breed	Age	Milk	Fat	Pro
Ken & Marilyn Umble					
# Pixie	H	5-05	29,725	962	929
Posh	H	3-06	27,498	948	930
Timberview Farm					
Yolanda	H	4-11	26,263	1165	862
Marilyn & Duane Hershey					
Sugar	H	6-05	29,648	1098	902
Dana	H	5-11	28,981	1025	969
Ardrossan Farms					
BF-Vue	A	12-02	26,124	1142	848
Birdeye	A	6-04	26,761	1126	947
Merle J. King					
Leona	H	8-04	29,944	1097	885
Dunwood Farm					
Sue	H	3-08	28,511	1177	977
Chris & Chester Stoltzfus					
Cass	H	4-07	29,913	851	977
Tim & Phyllis Barlow					
Rosina	H	7-04	25,452	858	809
Silk	H	7-00	30,281	990	820
Betsy	H	3-05	26,423	904	896
Charles J. Moore					
Capri	H	3-06	28,046	860	866
Herman Stoltzfus					
Brandi	H	5-06	26,865	963	819
Thunder Valley Farms					
126	H	5-03	25,986	819	851
Dale Hostetter					
L-Bug	H	6-09	27,460	1327	884
Melwood Farm					
Louella	H	6-06	29,600	902	921
Jana	H	4-07	30,042	1180	952
Dandy	H	4-00	29,082	1028	973
Wardat	H	3-01	30,424	1138	1032
Breck-A-De Farm					
58	H	5-01	25,508	946	802
Pei-Valley Farm					
17	H	4-10	24,984	886	802
36	H	3-02	26,538	905	853

As the 3rd Annual Animal Housing Expo approaches, my thoughts focus on the considerations and decisions dairy farmers should make before starting a building project. First, if you are planning on making any changes to your facilities in the next couple years, be sure to travel to the Lebanon County Fairgrounds on either July 12th or 13th to hear some excellent speakers, see housing-related educational displays and demonstrations and talk with commercial exhibitors.

No matter how large or small it is, when a construction project is undertaken on a farm it is an expensive investment that cannot easily be changed or rejected once completed. If your feeding program is not working, you can change it tomorrow. If an alfalfa stand dies, you can plow it up and plant another crop. However, if your new barn does not suit your operation, a bulldozer and a jackhammer are not a very economical or logical alternative to solving the problem. It is important to have the project meet your needs as closely as possible when it is completed.

Now for some of my thoughts on how dairy farmers can plan and complete a successful building project and avoid expensive pitfalls.

1 - Decide what type of facility meets the needs of your operation and whether you would be comfortable working in the new or renovated setup. There are many alternatives available that are functionally sound, but maybe only one or two that you would suit your farming philosophy.

2 - In order to help in the decision making process, visit farms that have constructed the types of facilities that you are considering. And ask questions! What do they like best? What would they change? (No project is perfect.) Were they satisfied with their builder and equipment supplier?

3 - If you are looking at adopting a relatively new concept, consider asking the farmer to let you work in his new setup for a part of a day. A typical example would be, before deciding on the new efficient parallel-parlor for your farm, milk in one at a neighbor's. When you spend over \$100,000 for a parlor you use at least twice per day, you better enjoy working there.

4 - Collect all the information you can from builders and equipment dealers at trade fairs and by personal contacts. Also talk to people that service farms who see ideas that work and ones that fail. These would include veterinarians, nutrition consultants, A.I.

personnel, and Extension Agents.

5 - As you begin putting your ideas down on paper, consider the following points that many farms get hung-up on:

a - Keep some space between buildings to improve ventilation and fire safety. 50 feet should be a minimum distance between dairy barns.

b - Design barns for summer conditions, have the ability to open them up. There are many more days during the year with heat stress than winter problems. Cows begin to be affected by heat when the temperatures exceed 80°F.

c - Don't be afraid to remove a structure that does not fit your plans for the future. A 20-year-old feed bunk may have served your past operation very well, but today it is outmoded, in need of repair, and/or in the way for your new plan.

d - Think about cow comfort and employee comfort in your design. They will pay off with more milk and satisfied, efficient long-term employees.

6 - When it is time to select a builder and equipment supplier, solicit as many bids as possible and realize that the cheapest price may not be the best price for you. Again, ask questions! Where can you see examples of the type of project you want? Can they do it in a timely manner? How are change orders handled during construction? What ideas would they suggest to make the plan better?

7 - Finally, begin the planning process far enough in advance of the desired completion date. Quick decision jobs are usually not successful.

## MMI Midyear Delegate Meets July 12

STRONGSVILLE, Ohio — The date for Milk Marketing Inc.'s (MMI) midyear delegate meeting has changed from a Wednesday to a Tuesday this year. MMI — the region's largest dairy producer-owned milk cooperative — will hold its summer leadership gathering on Tuesday, July 12 at the Fawcett Center for Tomorrow, The Ohio State University, Columbus, Ohio.

MMI Chairman Herman Brubaker and Chief Executive Officer Don Schriver will update MMI's 250 delegates on the Association's activities and programs and the dairy industry-related market, promotion and legislative issues. The midyear business agenda includes

redistricting, market forecasts, the June 30 year-end fiscal report and more.

MMI's midyear meeting registration begins at 9 a.m. and the business session at 10 a.m. in the Fawcett Center for Tomorrow. The Fawcett Center is just north of The Ohio State Stadium, 2400 Olentangy River Road in Columbus, Ohio.

MMI is a 5,700 member dairy farmer owned cooperative encompassing an eight-state Midwestern area including Ohio, Indiana, Pennsylvania, Michigan, New York, Kentucky, Maryland and West Virginia. Last year MMI marketed more than 3.8 billion pounds or 442 million gallons of milk.

QUALITY MIXER AT A QUANTITY PRICE

BUY A REAL



Reel Auggie 2000 Series Mixer

Blender/Feeders

Specializing In TMR Mixer Set-Ups. Call Us Today!



Just what makes the "Reel Auggie" better?

You can finally mix and feed all of your ration ingredients including long stem dry hay and other tough roughages that previously could not be included in your mixed ration

Used Knight 2250 Mixer Feeder  
Excellent Cond., 1 Yr. Old  
SPECIAL \$11,900

- Rissler 190 Cu. Ft. Mixer - Part or Stationary
- 5-600 Bale Processor - Demo..... \$1,950
- Weightronic Scales, Model 700E, Fits Any Brand Mixer, 5 Yr. Warranty
- VD 3000 Gal. Manure Tank, For Sale Or Rent

We Will Service All Brands Of Electronic Scales & Most Brands Of Mixers

**MILLCREEK FENCE & FARM SYSTEMS**  
2285 Old Philadelphia Pike  
Lancaster, PA 17602 — (717) 396-8987

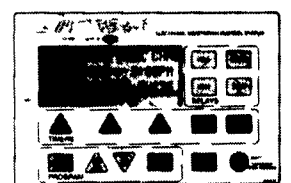
## The "Smart" Dryer

Let Us Help You Make The "Smart" Choice For Grain Drying.

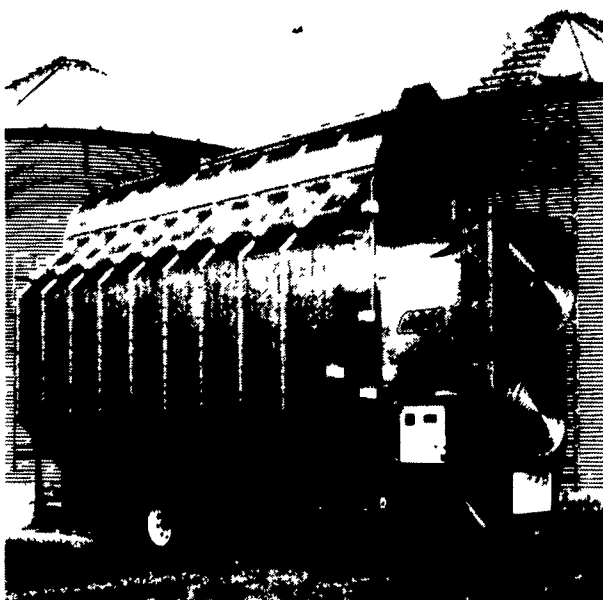
Airstream's patent pending Electronic Monitoring Control System offers computerized monitoring and control of all dryer functions

- Eliminates troublesome timers and mechanical controls
- Provides instant dryer information on a large liquid crystal display
- Memory features maintain a history of past dryer operation, dryer throughput and dryer service
- Simplifies dryer operation, while enhancing safety

**AIRSTREAM**  
It's really smart.  
A Division of GSI



The computerized display of Airstream's Electronic Monitoring Control System



**HERSHEY**  
EQUIPMENT CO.

SYCAMORE IND. PARK  
255 PLANE TREE DRIVE  
LANCASTER, PA 17603  
(717) 393-5807

Route 30 West  
at the Centerville Exit.