

# FOCUS



Dixie L. Barris, Membership Development,  
Call 1-800-333-7347 for information.  
Pennsylvania Dairy Herd Improvement Association  
DHIA Service Center, Orchard Road, University Park, PA 16802



## 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 last 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 - 2.16 bu. 3.86 cwt.  
Wheat, No. 2 - 3.43 bu. 5.72 cwt.  
Barley, No. 3 - 1.74 bu. 3.72 cwt.  
Oats, No. 2 - 1.48 bu. 4.60 cwt.  
Soybeans, No. 1 - 5.11 bu. 8.53 cwt.  
Ear Corn 57.20 ton 2.86 cwt.  
Alfalfa Hay - 99.25 ton 4.96 cwt.

## Cull For Improvement

**LARRY SPECHT**  
PSU Dairy Science Extension  
STATE COLLEGE (Centre Co.) — Data from the 1993-94 Pa.DHIA test year show that almost a third of the cows in tested herds were replaced last year. Reasons for removal can be divided into two categories; volun-

tary culling, and involuntary culling. The total ratio of involuntary culling to voluntary removals was 80.9 percent-to-19.1 percent, or 4:1. Top managers strive for a ratio of 1:1.

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# 1995 SOUTHEAST PA DAIRY DAYS

## NEW ENGLAND DAIRY CONSULTANT FEATURE SPEAKERS



**January 3 - Bucks/Montgomery Counties**  
Family Heritage Restaurant, Franconia

**January 5 - Berks County**  
Agricultural Center, north of Reading

**January 4 - Chester County**  
East Brandywine Firehall, Guthrieville

**January 6 - Lehigh/Northampton Counties & NJ**  
Holiday Inn, Rt 512, Bethlehem

Time: 9:30 a.m. to 3:00p.m.

### PROGRAM

- Registration and Visit Commercial Exhibits
- Keeping Yearling Heifers Healthy & Growing - Dr. A. J. "Jud" Heinrichs, Penn State Dairy Nutritionist
- Using Commodities in a Feeding Program - Dr. Brian L. Perkins, Dairy Management & Nutrition Consultant
- Cow Comfort in a Stall Barn - Dr. Robert E. Graves, Penn State Agricultural Engineer
- Lunch and Visit Commercial Exhibits
- Managing for Maximum Profits - Dr. Brian L. Perkins, Consultant
- Dry Cow Management - Dr. A. J. "Jud" Heinrichs, Penn State

### FOR RESERVATIONS, CONTACT:

**Montgomery/Bucks County**  
Tim Fritz  
(610) 489-4315

**Chester County**  
Walter Wurster  
(610) 696-3500

**Berks County**  
Clyde Myers  
(610) 378-1327

**Lehigh/Northampton & New Jersey Counties**  
Greg Solt  
(610) 746-1970

## Ag Position Opens

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major emphasis of my work." Howes is the first agricultural director in the chamber and has had a great impact on what the position in Lancaster has become. But Howes does not equate himself and the position as one and the same. "The position will go on even if I am not here," Howes said. With agriculture as a distinct part of the business community that is representative by the chamber, several things have happened. First, agriculture has begun to look at itself as a business. "You can not look at farming as a way of life until you look at farming as a way of business," Howes said. "You cannot enjoy farm life if you can't afford to farm."

Another outcome of this inclusion of agriculture in the Lancaster Chamber of Commerce has been the opportunity to present the farmer's viewpoint to other members of the chamber. It is news to a lot of business people that because of its diversity, farm subsidies have very little effect on the local farm economy. And a new rapport among chamber members has developed because farms and business share many of the same problems.

Both the farm financial seminars and the farm/city activities at Kreider Farms has also been very successful.

John Barley, Lancaster County

representative, was instrumental in placing Howes in the staff position in Harrisburg. Barley said Howes' organizational experience, practical farm experience, and his research experience as part of the chamber position made him ideally suited for the staff position.

Specifically, Howes will have the responsibility to research the technical background as a new piece of legislation is developed. "It's important to have someone who knows ag to be able to advise at this point in the process," Barley said.

Meanwhile back in Lancaster, the search is on for a new "Lancaster Secretary of Agriculture". It is the hope of the ag committee, chaired by Ken Meck, that a new person can be named in a very short time.

"This position in the chamber gives us a way to emphasize agriculture as a business with problems just like any other business," Meck said. "And it helps to show the importance of agriculture to the other segments of the economy. This elevation of agriculture into the business community has been quite beneficial to everyone, and we hope a new person can be named in a very short time so that this good effort between agriculture and the chamber can continue without much interruption."



Jay Howes

## LanChester Pork Producers

First Annual

# PORK PRODUCTION FORUM

Wednesday, December 21, 1994

9:30 am. - 3:30 p.m.

Yoders Restaurant, 14 S. Tower Road, New Holland, PA

**Program Sponsored By:**  
LanChester Pork Producers  
Hutchinson, Trayer & Reed  
Veterinary Associates  
Dr. Robert Graybill

**Reservation Required**  
**RSVP TO:**  
(717) 445-4501  
Goods Livestock Inc  
503 School Road  
Denver, PA 17517

**Meal Sponsored By:**  
Smith Kline Beecham  
Animal Health  
Oxford Veterinary Labs  
Flanco Animal Health

**BY:** December 19  
Ask for Deb

### Program

9:30-10:00 - Registration (Coffee & Donuts)

10:00-11:40 - "Breeding Barn Management"  
Dr. Warren Wilson  
Vet Tech Service - Miles Animal Health

11:40-12:00 - LanChester Pork Board Update

12:00 - Free Buffet Lunch

12:40 - Annual meeting and election of Pork Board Nominees  
Choice of two seminars  
A. Pork Quality Assurance Level III  
1st time Certification  
Dr. Tim Trayer  
B. Pork Quality Assurance Level III  
Recertification and Review  
Dr. Robert Graybill

2:00-3:00 - "Farrowing Room Management"  
Dr. Warren Wilson  
Vet Tech Service - Miles Animal Health