

# National Holstein Director Hoff: A Farm Profile

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milk, commuting to college, coming home to milk again and then attending to studies in the evening.

When Marlin Hoff and his family bought the farm, machinery and equipment from his dad, he had 80 cows and 80 heifers. Today, the couple farms about 2,000 acres, with about 1,500 acres of that tillable. They have a total of 350 cows, (310 milking), and 600 heifers. They milk in the double 20 parrell milking parlor which they added to the farm in 1990. Their sons, Ian and Matthew help farm at Cold Springs Farm. Last year, with 365 cows milking they had a rolling herd average of 21,376 pounds of milk with 3.6 percent fat and 33 percent protein. The Hoff's grow and feed their own grain, hay and silage most of the time, sometimes selling their overage.

In 1990, Marlin Hoff and his family decided to scale back their operation. At the time they were working two farms, including a rented addition, and milking as many as 400 cows at a time. They held a large sale called The Heart of Cold Spring Sale. They sold 250 head of cattle, some of their best, at the sale.

"Since the sale, we've just been

trying to get the herd back to as good as it was," Hoff says. "We've flushed a lot and got down in numbers a lot, but we are almost back to where we were again."

Before becoming a member on the board of the National Holstein Association, Marlin was an active State member and served as the Maryland State Holstein Association president in 1977 and 1978. When Maryland hosted the National Convention in 1989, Mr. Hoff was chairman of the convention.

"I think we have made the National Holstein Association more consumer friendly, or people friendly over the years," he says. "Instead of dictating strict programs, we've tried to involve a larger segment of our members. We've diversified a lot of our programs to fit into more situations on larger farms. We've tried to simplify the process of registration and make it easier for large and small farmers to register and still have it very correct as far as information is concerned." Hoff says that the National Holstein Association has worked hard to change classification to meet the needs of more dairy farmers.



In front of the Historic Antrim 1844 Inn in Taneytown, Md., where part of the 1995 Maryland Holstein Convention will be held. Some committee members of the convention are from left, Lisa Schwartzbeck, ladies chairperson; Jason Myers, state vice president; Cam Davis with Unicorn Melwood Heidi, VG-89, All-Maryland Jr. two year-old; Richard Schwartzbeck, with Peace and Plenty Eagle Bonnie, VG-88, reserve All-Maryland three year-old; Marlin Hoff with Md-Oak View Mark Kix, EX-93, All-Maryland four year-old; Tany Stambaugh, Carroll County dairy princess, and Anne Davis, co-chair, state convention to be held Friday, March 3. The state sale is Saturday, March 4. A call to any of the officers or directors will get you more information.

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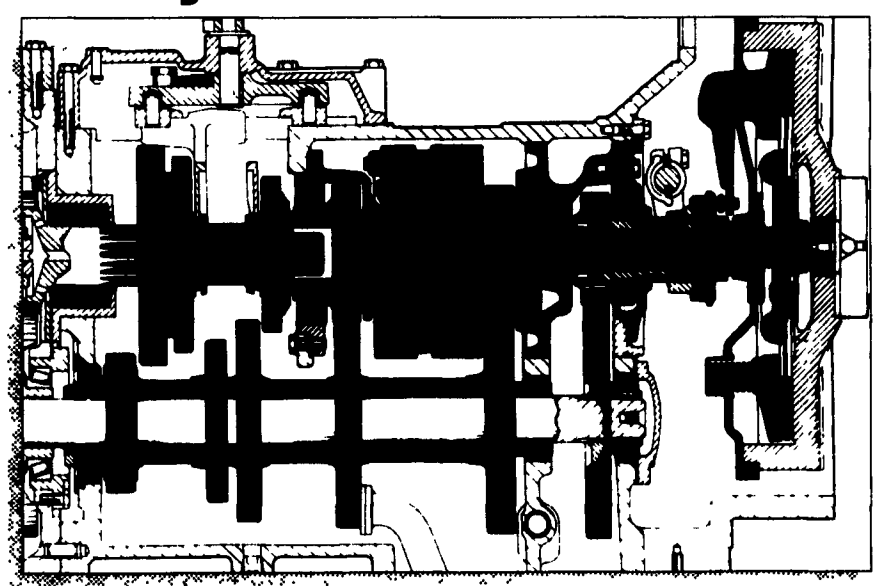
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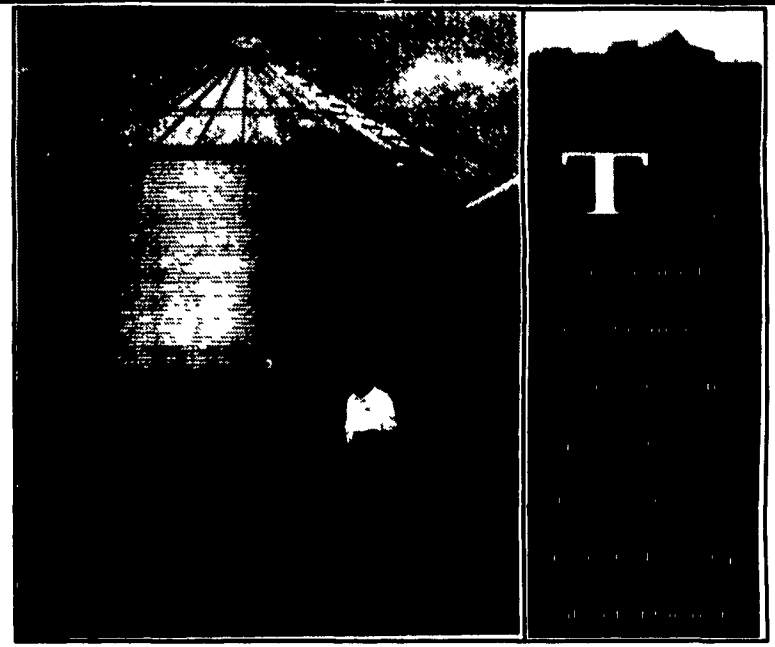


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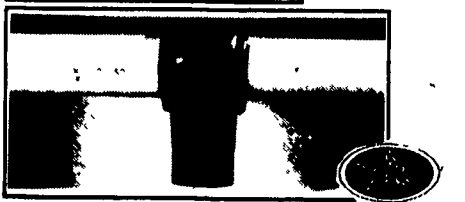
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