

Dairy Name Reflects A Way Of Life

(Continued from Page B32)

Lea Dairy Farm. All bull calves are raised and finished out as steers. Twelve to 20 head of registered Holstein breeding cattle are sold each year and there are two bulls in the active lineups of the bull banks.

Harteis also notes that the extended use of his equipment and facilities helps to make a significant difference in the gross income of the farm. His recent purchase of a large square baler has enabled him to put away 60 acres of hay in one afternoon with the help of only one or two other employees. The bales are 2 feet x 3 feet x 7 feet and weigh 600 pounds apiece. They are easily handled with forks on a loader and stack nicely for storage. A fair amount of hay is sold to farmers in Virginia and Ohio.

More diversity is practiced on the farm by the rest of the family. Jim's wife, Dena, takes care of all

of the calves up through weaning along with the record-keeping and helping out with the dogs and chicks. This is in addition to caring for the family and doing all the car-pool duties, etc. which are necessary.

Harteis credits his wife with making things run smoothly and helping out wherever she is needed.

The rest of the Harteis clan includes oldest son, Michael; 13-year-old Luke; 12-year-old Jonathan; and daughter Lindsey, 10. The three younger children are all students in the Central Cambria School District.

Mike is a recent Penn State graduate with a major in ag business management. This major, along with his strong farm background, has helped him to land a position with Hanover Foods, Hanover. Recently, he and his wife Heather have become the parents of a little girl, Sydney.

The younger Harteis children all have their special projects on the farm. They help out where needed, but Jim is quick to point out that they are still a bit young.

The family is involved in dog breeding. This is looked at as a business venture and not merely a hobby. Each of the children has purchased their own dogs for this purpose and the proceeds from the litters are being banked for future education. Right now they are raising dobermans, dalmatians, and a Great Dane. Ten-year-old Lindsay delivers most of the pups.

Another project that the family is involved in is raising Cornish roasting hens. They raise two batches, approximately 160 total. When finished out, they are taken to a commercial slaughterhouse. The children are responsible for doing all of their own marketing. Again, the profits are banked for education.

When asked what he raises on

the farm, Harteis was quick with "kids, cows, canines, chickens, and cats!" He admits that his priorities have changed over the years, and the three-per-day milking is the result of his putting his family first. Hired help does the first milking and this allows him the opportunity to get up at the same time as the rest of the family and have breakfast with them. In the afternoon, he finishes in the barn at suppertime so the family is together again. The evening is free to attend children's events and the last milking is done when the children are going to bed.

During the winter months, Harteis runs an elementary level wrestling program for both boys and girls in the Central Cambria School District. This began 16 years ago when his oldest son, Mike, was in second grade. This past year he had 75 wrestlers and does all of this on a voluntary basis.

is. He truly enjoys working with the young children and believes he is "giving back" something to the community.

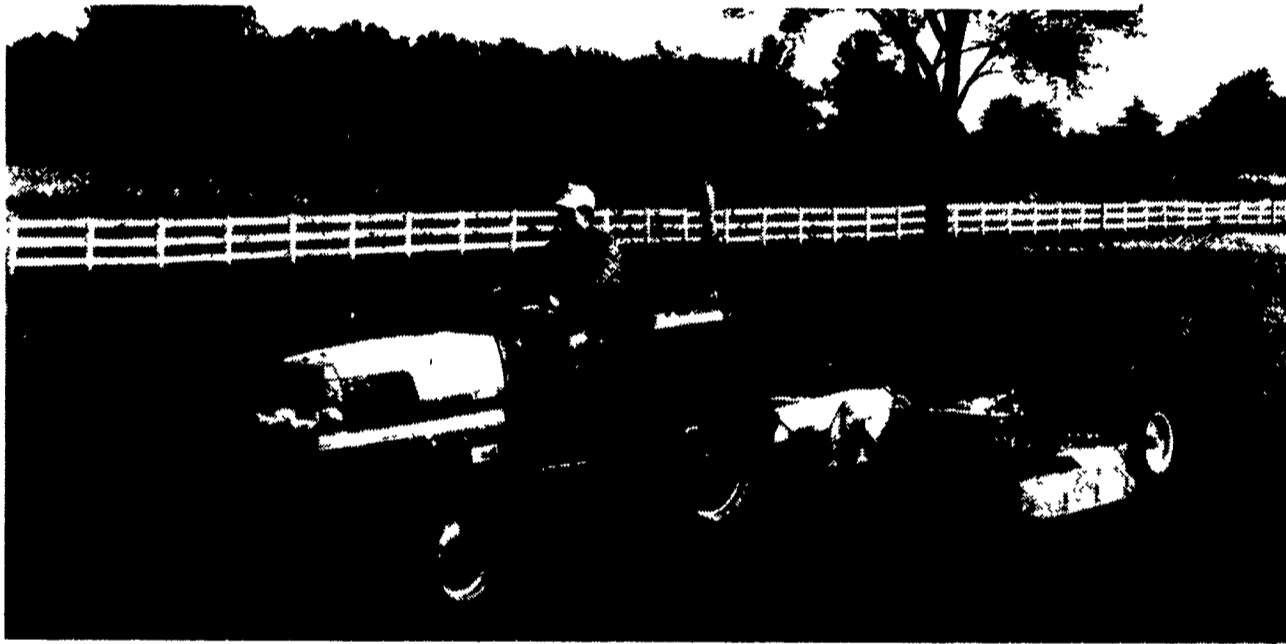
Harteis is proud of the fact that he is a member of the Allied Milk Producers. He is also a past chairman of the State Dairy Promotion Board, and had been a director of the Farm Credit Board for some time. He is also a member of the Farmer's Union. Again, he points out that he has curtailed many of his activities for the moment to give the time to his family.

Harteis is looking at his operation to see where there may be room for improvement. At the present time, the diverse use of equipment and facilities "dovetails" together and adds a good bit to the cash flow so that he is not totally dependent on a milk check. This constant re-evaluation is a survival technique.

His advice to other farmers who are struggling is to try "to continue to change as the need arises and make good use of your resources."

He said that in some ways he believes that "technology is moving more quickly than traditional dairying" and farmers who are in the business must be flexible to change when it suits their operation.

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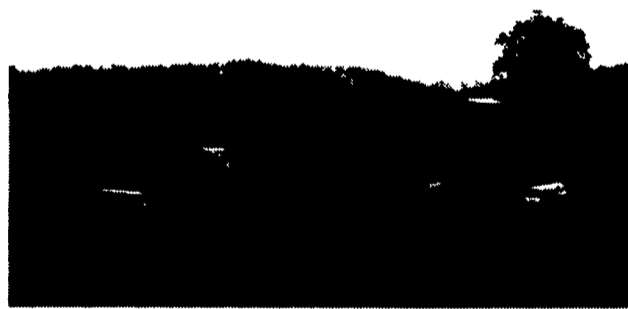
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