

PennAg Names Convention Speakers

EPHRATA (Lancaster Co.) — PennAg Industries Association has named the speakers appearing at its 117th convention, scheduled Sept. 17-19 at the Valley Forge Hilton in Valley Forge.

Speakers at the 117th convention are:

• **Jim Morris.** A political impressionist/satirist, the rubber-faced Morris has become famous as a living cartoon. He captures all the attitude, optimism, and befuddled essence of our nation's prominent leaders. Said Morris, "I'm no lame duck comedian."

The White House press corps' respect for Jim Morris as an astute political observer has led to repeat performances at political roundtable broadcasts, including CBS Nightwatch and CNN's Crossfire. In addition to HBO, Cinemax and

numerous appearances on The Tonight Show, Morris has performed at both the White House and Washington Correspondent's dinners.

• **Colonel Chuck Scott.** Held hostage by Iranian terrorists for 444 days, Colonel Scott speaks on the lessons he learned by enduring such a nightmare. He has been called the best qualified Middle East specialist in the Army by the Pentagon. He as served as a Middle East consultant for a number of corporations and makes frequent trips to the region for meetings with top government and military leaders.

• **Honorable Charles Brosius.** Appointed by Governor Ridge as Secretary of Agriculture, Charles Brosius is a well-known and well-respected individual in agricul-

ture. Brosius served as vice chairman of the board of directors of Agway, Inc. and was a member of the board's executive and planning committees. In addition, he served as a director of Telmark, Inc., an ag leasing and financing company, and Curtice Burns Foods Inc., a national food processing and marketing company. Brosius was graduated from Penn State University with a bachelor's degree in dairy science and has been a member of the board of trustees there since 1989.

• **H. Louis Moore.** An agricultural economics professor at Penn State University, Dr. Moore has traveled extensively in the former Soviet Union and Eastern European countries.

For more information, contact PennAg at (717) 733-2238.

Crop Adviser Program Raises Level Of Professionalism

COLLEGE PARK, Md.— There's a new era of voluntary professionalism brewing among people who provide crop management recommendations to farmers. It's called the Certified Crop Adviser (CCA) Program, and it covers a wide range of professionals.

Included on the list are independent crop consultants, agribusiness retail dealers, agricultural agents for the cooperative extension service, cooperatives, manufacturers and agribusiness trade associations.

The CCA Program is intended to provide standards of certification for individuals who wish to

participate. Its goal is to help agriculture meet its environmental stewardship challenge.

State or regional boards administer the CCA Program in coordination with the American Registry of Certified Professionals in Agronomy, Crops and Soils (ARCPACS), a membership service of the American Society of Agronomy, headquartered at Madison, Wis. The society handles similar programs for specialists in agronomy, crop consulting, weed science and other agricultural disciplines.

Maryland and three nearby states are served by the Mid-Atlantic Certified Crop Adviser (MACCA) Board, headquartered at 53 Slama Road, Edgewater, MD 21037-1423, (410) 956-5771. Mark Fuchs is the chairman.

Becoming a Certified Crop Adviser in Maryland, New Jersey, Delaware and Virginia requires passing both a national examination and a Mid-Atlantic regional exam.

Certification of credentials and development of examination questions at the regional level involves inputs from agribusiness, agricultural consultants, land-grant universities, and government agencies.

Four major subject areas are covered in the national CCA exam. They are soils and soil fertility, soil and water management, plant growth and development, and pest management (weeds, insects, and diseases). The Mid-Atlantic regional exam emphasizes nutrient management and integrated pest management.

Applicants for certification must have at least two years of crop advising experience and provide employer references. They also must sign a code of ethics. To remain certified requires participation in at least 20 hours of continuing education each year and a biennial audit by the MACCA board.

The national and regional examinations will be offered on an annual basis. The inaugural exams were offered last August. The next exam is scheduled Feb. 2, 1996.

Cost Estimation

(Continued from Page D2)

mated at 3¢. Cash is paid for manufactured feed supplements and will be paid for commodity purchases. As a result, no charge is assigned for payment terms in this analysis.

If average herd daily milk production

Case Study D. This herd is housed in a tie-stall barn. Cows receive 10 lb of purchased concentrate to supplement high-moisture corn grain. A manufactured feed concentrate is purchased for \$296 per ton. Commodity ingredient costs for a similar supplement will be \$196 per ton. Storage is needed for only the concentrate portion of the dairy ration (10 lb). Storage facility, mixing requirements and the cost for these items are less than for Case Study C. A dry-roller to process dry grain will not be required. The high-moisture corn was rolled when ensiled. Decreased capital investment costs are also reflected in decreased repair, insurance and tax expenses. Compared with Case Study C, few other changes are required in this analysis. Only eight hours per month will be spent managing the commodity enterprise. Herd production is projected to increase 2.0 lb per cow per day as a result of the change in feeding program.

For this situation, an increase in daily income over feed cost of 39 cents per cow is estimated. At that rate, income over feed cost would increase \$1,756.54 per month.

Conclusions

The case studies presented in this article address only a few of the possible situations that may exist. These examples emphasize that dairy managers and nutritionists must examine actual additional

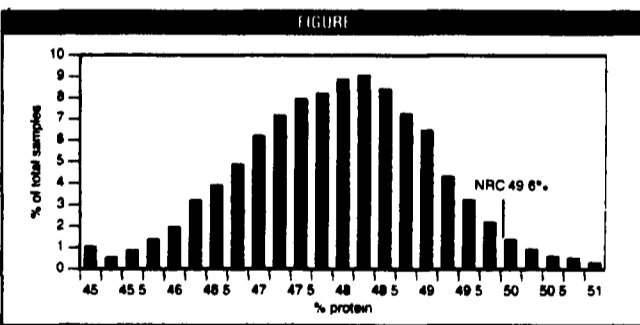
costs of a commodity feeding enterprise. True costs of a commodity program (raw ingredient cost plus additional costs) must be balanced with milk production results to determine if benefits of this feeding management decision are greater than costs of implementation. Therefore, it is critical that the person using this model input information that is unique and accurate for the particular dairy operation for which the model is being used.

REFERENCES

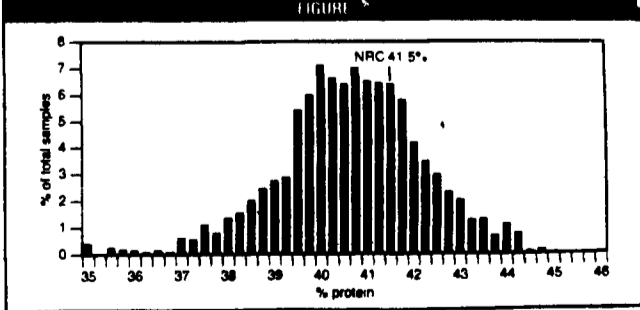
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■ **F E Standaert, D A Deetz, and R W Palmer** are dairy consultants for Purina Mills Inc. and are based in Chippewa Falls Wis. Harrisburg, Pa. and Madison Wis. respectively. **A F Kertz** is manager of nutritional consulting and applied research for Purina Mills and is based in St. Louis, Mo.

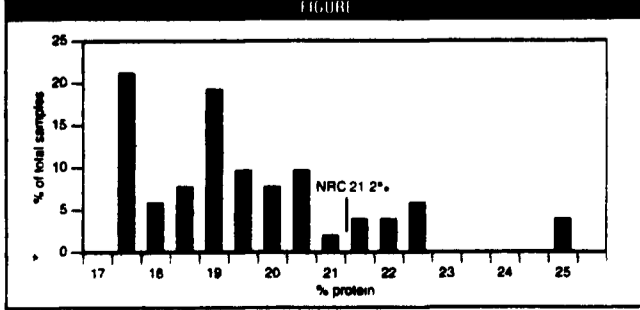
TABLES			
5. On-farm commodity mixing cost analysis worksheet — Case Study C			
Number of milking cows	150 0		
Lb. of mix fed per cow per day	10 0	(90% dry matter basis)	
Ingredient cost of mix (\$ per ton)	210 00	(90% dry matter basis)	
Total ingredient purchase (tons)	273 75		
Total ingredient purchase (\$ per year)	57 487 50		
Interest and depreciation		\$ per month	\$ per ton
Interest rate	10 00		
Interest on inventory		15 97	0 70
Capital expenses	Years to depreciate		
Storage barn	\$12 000	20	115 80 5 06
Mixer truck	5 000	8	75 87 3 33
Scales	0	8	0 0
Loader	0	8	0 0
Other Dry roller	0	8	0 0
Equipment repair costs	340		28 33 1 24
Insurance and taxes			
Annual cost	85		7 08 0 31
Fuel cost (\$ per gallon)	1		13 12 0 58
Labor cost (\$ per hour)	6		64 22 2 82
Management cost			24 00 1 05
Number of hour per month	4		
Hourly cost (\$ per hour)	6		
Nutritional consultation (\$ per month)	0		0 0
Ingredient sample analysis (\$ per month)	0		0 0
Shrink and spoilage			
Percent loss	3		143 72 6 30
Cost of payment terms			
Interest on terms	0		0 0
Other costs	0 per month		0 0
Totals			488 11 21 40
Actual cost per ton of mixed feed			231 40
Milk price	\$12 50/cwt		
Manufactured feed cost per ton	295 00		
Change in milk production as compared to manufactured feed	3 50		
Change in income over feed cost			
(per cow per day)		\$ 0 12	
(per herd per day)		17 92	
(per herd per month)		545 14	
6. On-farm commodity mixing cost analysis worksheet — Case Study D			
Number of milking cows	150 0		
Lb. of mix fed per cow per day	10 0	(90% dry matter basis)	
Ingredient cost of mix (\$ per ton)	196 00	(90% dry matter basis)	
Total ingredient purchase (tons)	219 00		
Total ingredient purchase (\$ per year)	42 924		
Interest and depreciation		\$ per month	\$ per ton
Interest rate	10 00		
Interest on inventory		11 92	0 65
Years to depreciate			
Capital expenses			
Storage barn	\$16 000	20	154 40 8 46
Mixer truck	12 000	8	182 09 9 98
Scales	0	8	0 0
Loader	24 000	8	364 18 19 96
Other Dry roller	0	8	0 0
Equipment repair costs	1 040		86 67 4 75
Insurance and taxes			
Annual cost	260		21 67 1 19
Fuel cost (\$ per gallon)	1 00		10 49 0 58
Labor cost (\$ per hour)	6		57 38 3 14
Management cost			160 00 8 77
Number of hour per month	8		
Hourly cost (\$ per hour)	20		
Nutritional consultation (\$ per month)	125		125 00 6 85
Ingredient sample analysis (\$ per month)	40		40 00 2 19
Shrink and spoilage			
Percent loss	5		178 85 9 80
Cost of payment terms			
Interest on terms	12		23 860 1 31
Other costs	0 per month		0 0
Totals			1 416 51 77 62
Actual cost per ton of mixed feed			273 62
Milk price	\$12 50/cwt		
Manufactured feed cost per ton	296 00		
Change in milk production as compared to manufactured feed	-2 00		
Change in income over feed cost			
(per cow per day)		50 24	
(per herd per day)		35 82	
(per herd per month)		1 089 57	



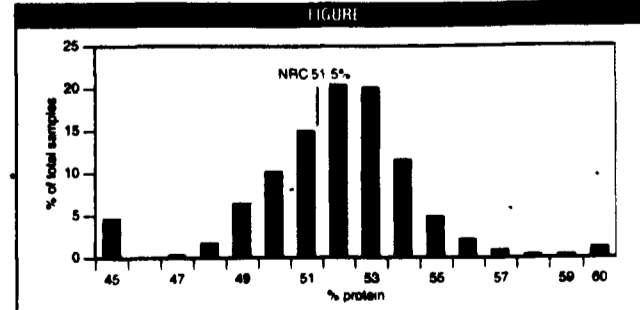
1. Soybean meal — protein



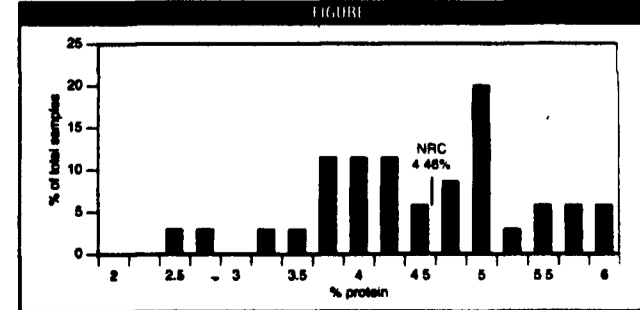
2. Cottonseed meal — protein



3. Whole cottonseed — protein



4. Meat meal — protein



5. Meat meal — phosphorus

MILK. IT DOES A BODY GOOD.

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