

Hinish Farm Hosts Waste Water Day

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people divided up into three groups and rotated through three stations to view the Hinish farm and visit the dealers. The Hinish farm offers a variety of new and innovative methods for animal housing, management, and waste handling. Rod and Trudy enlisted the aid of 5-G Consulting from Oregon to design and assist with the goals they had on their farm. This included an open front barn with a flush system and a manure solids separator.

Lancaster Dairy assisted Rod and Trudy with the design and installation of a flat barn milking parlor, which enables them to milk on average 195 animals in 3.5 hours.

For help with the waste handling, the Hinishes participated in

the Chesapeake Bay Program for cost-share and technical assistance. This included a milkhouse water transfer system to a reception pit which also collects manure and flush water from his existing heifer barns.

The liquids from the separation process are transferred by gravity across the road to a 10-foot deep, 2.4 million-gallon earthen, clay-lined storage pond. To complete the cycle, 5-G Consulting assisted with the installation of a recycling pump to transfer brown water from the pond to the barns for flushing. Hinishes also demonstrated their reel type irrigation system during the day, applying the manure water from the storage pond to their field corn.



Wagon load of guests at Hinish Field Day travel to ag waste pond.

Dairylea Offers Fixed Price Forward Contracts

SYRACUSE, N.Y.—Dairylea Cooperative Inc. is offering its members a Fixed Price Forward Contracting program that guarantees milk prices weeks or months ahead of time.

Through this innovative program, members have the option of locking into a known value for a portion of their future milk production, helping reduce the "unpredictability" of their monthly milk check.

"The milk price volatility of the past five or more years has had an adverse effect on dairy farmers," said Jamie Zimmerman, Dairylea's director of Farm Management Services. "We developed this much-needed program, which utilizes the hedging tools available in the futures market, as a service for our members, allowing them the opportunity to manage their price risk."

Fixed Price Forward Contracting does not necessarily generate higher than normal milk prices, but creates stability by smoothing out the highs and lows of milk prices, according to Zimmerman. Forward contracts have been used for decades by grain and livestock producers as a way to limit price risk and lock into profitable mar-

gins for their businesses.

Under the program, Dairylea calculates daily bid prices—for up to six months in advance—for the Federal Order No. 2 blend prices, based on the daily price levels of the Coffee, Sugar and Cocoa Exchange cheddar cheese futures market.

When a member contracts with Dairylea for a fixed price, the Cooperative then hedges the price movement risk using the cheddar cheese futures traded at the Coffee, Sugar and Cocoa Exchange.

"We decided to offer this program—as opposed to the members hedging themselves—because it's easier for the cooperative to apply the time, management expertise and capital to this endeavor than for the individual members to take the time out of their day," said Zimmerman.

"Since we work for our membership, one of our goals is to develop tools and services that help them improve their bottom line."

A recorded information line provides members with bid prices every business day between 8 a.m. and noon.

If an offered price is attractive, the member can transfer the call to a staff member who will write the forward contract.

Members may allocate up to 50 percent of their historical monthly milk production to a contract, with a minimum allocation of 20,000 pounds, and increasing in increments of 5,000 pounds.

Members may have more than one contract for any one month, given the contracts meet all minimum and incremental requirements.

In the long run, Fixed Price Forward Contracting will help farmers budget easier and achieve more favorable financing terms, added Zimmerman.

"If a farmer is in an expansion mode or looking to borrow money for some other reason, having some amount of their production contracted helps them with guaranteed income. That is an extremely powerful tool to use when approaching a lender, as opposed to just saying 'we think the price of milk is going to be this or that in the future,'" he said.

The Fixed Price Forward Contracting program is among the many valuable financial services and farm management programs available to Dairylea members.

Other offerings designed to impact members' profitability include a member loan program, direct deposit of milk checks, flex-

ible benefit packages, a computer-accessible bulletin board, farm management consultations and analysis, and milk quality assistance.

Dairylea is a Syracuse-based dairy cooperative with more than

2,400 member farms throughout the Northeast. It markets more than 3.5 billion pounds of milk annually and participates and is invested in a milk marketing network stretching from Maine to Maryland to Ohio.

Holstein Association Hires Director Of Genetic Programs

BRATTLEBORO, Vt. — John Honnette, formerly of Sun Prairie, Wis., has joined the Holstein Association USA in Brattleboro, Vt., as director of Genetic Programs.

In this capacity, he will be responsible for administering the Sire Summaries (Red Book), HolsteinMate, Official Holstein Pedigrees and all other genetic and performance-related products.

In his new role, John will develop new herd advancement programs that can increase the profit potential of dairy producers. Additionally, he directs the maintenance of the Association's genetic and performance systems.

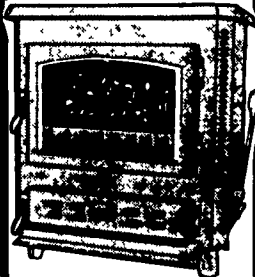
Prior to joining the Holstein Association, he worked for American Breeders Service, starting as regional dairy sire analyst in 11 Western states from 1986-1989; senior sire analyst from 1989-1991; and as international sire analyst from 1991-1994.

Prior to that, John was managing partner of Honnette Holsteins, an 800-head registered Holstein herd in California.

John received a bachelor's degree in dairy science from California Polytechnic State University, and a master's degree in dairy science/genetics from Virginia Polytechnic Institute and State University.

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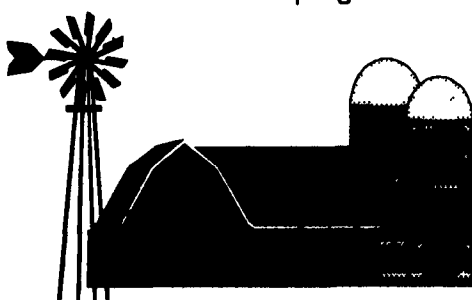
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